

:|| SAL™ Webinar Training



- Q. What is a SAL?
- A. SAL is a patented RFID lock that can be concealed in a drawer or cabinet.
- Q. What makes SAL different from other RFID locks?
- A. There are two versions of SAL; a basic version, SAL Classic, that opens and locks the drawer or cabinet. SAL 1.1 has many programmable features and most importantly is the only RFID lock that activates a CCTV camera. SAL 1.1 also operates at 13.56 MHz the most secure RFID frequency.
- Q. What use restrictions are there with RFID locks?
- A. SAL cannot be used in metal enclosures as RFID is blocked by metal.
- Q. What mounting restrictions are there with RFID locks?
- A. None. SAL can be provided with a front or side reader and an external antenna if located in an inaccessible location.
- Q. What kind of data does SAL collect?
- A. Classic SAL has Master cards or fobs as well as User cards; it collects no data. SAL 1.1 provides its identity, battery status, time and date stamp when open and locked; collects both data and video analytics, the latter via the customers' video management system or VMS.
- Q. Why do people want RFID locks?
- A. RFID locks can be hidden so they add to the aesthetics of the fixture or furniture.
- Q. Why RFID versus Bluetooth or Wi-Fi?
- A. More secure and encrypted; less subject to hacking minimizing threats to the lock.
- Q. How is the SAL series of locks powered?
- A. SAL Classic is powered by re-chargeable AA batteries that last approximately 1 year. SAL 1.1 is a 3.7VDC Lithium battery that lasts 2 years. An AC adapter is available as an option for both.

Q. What are the parts of the SAL system?

- A.
- a. SAL Classic consists of the basic lock and strike; it comes with two RFID cards (one for creating a Master card, the other for a User card). Up to 12 User cards can be programmed. A fob may be used in lieu of a card.
 - b. SAL1.1 consists of the basic lock and strike; it comes with two RFID cards (one for creating a Master card, the other for a User card). Up to 30 User cards can be programmed. A fob may be used in lieu of a card.
 - c. SAL 1.1 can operate up to 3 satellite locks so if there were 4 drawers, you would need (1) SAL 1.1 and (3) Satellites.
 - d. SAL 1.1 can accept an External Antenna which allows operation of the lock from a remote location within the fixture if the lock location is not readily accessible.
 - e. SAL 1.1 requires a receiver (RX) which is located in the ceiling. The RX receives the transmitted data from SAL 1.1 and activates the camera(s). One RX can handle 8 SAL 1.1s.
 - f. Delta does the installation; Receiver to cameras.

Q. What do the SAL parts look like?

A. SAL Classic is below.



SAL 1.1 is below..



The receiver (RX) is the component that is to be placed in the ceiling. Its exact position is determined by our installers and is relative to the locations of the cameras to be activated.



Receiver (RX)

Q. How does SAL Classic work?

A. The RFID card or fob that comes with SAL Classic is easily programmed to be the Master card. User cards can then be similarly programmed (up to 13 individual users) following the simple programming instructions that accompany the lock. SAL Classic can then open the lock. The lock will automatically close after a brief timeout period so an additional card swipe will not be necessary to lock it. The lock can be programmed so that an additional swipe is required to lock it if desired. In case of a power failure, SAL Classic automatically opens.; this is called fail safe.

Q. How does SAL 1.1 work?

A. Similar in operation to SAL Classic, SAL 1.1 can program up to 50 User cards. It can operate up to 3 Satellite locks simultaneously with a single swipe and when the desired lock's drawer or door physically opens, the others automatically lock. The External Antenna can also be placed where accessible to facilitate installation and lock usage SAL 1.1 can be programmed to be in fail safe or fail secure modes; the latter keeping the lock locked if power fails. When SAL 1.1 opens, it sends a transmission to the RX with its I.D., time and date stamp as an event. When SAL 1.1 is locked (physically), it sends the locking as a second event. The RX contains electronics that associate each SAL 1.1 with a particular output. That particular output is connected to a particular camera and causes a "screen pop" at the store's monitoring screen to call attention to the event. SAL 1.1 works with any existing camera system, analog or digital and any VMS (video management system). SAL lives outside the network so there are no I.T. concerns.

- Q. What does the “screen pop” show?
- A. The “screen pop” calls the attention to the LP person monitoring the bank of screens. It also shows the time and date stamp of the event(s) open and locked.

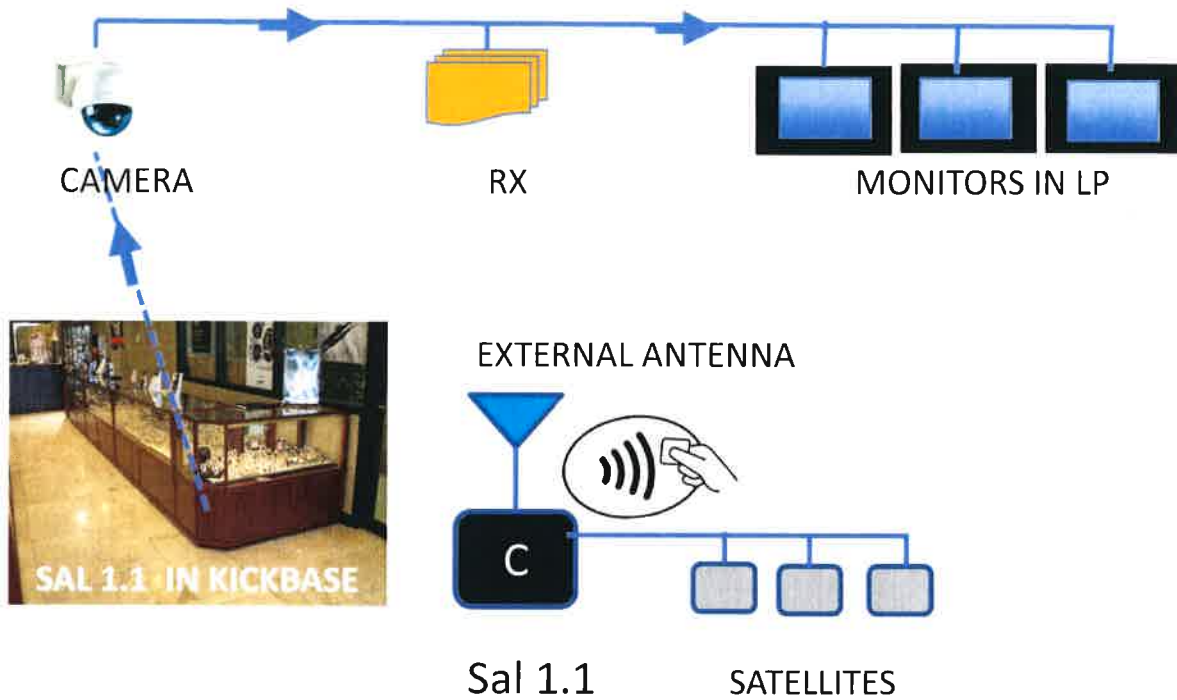
**4 CAMERA VIEW OF MOBI.
UPPER RIGHT SCREEN POP WITH
TIME?DATE STAMP IN RED.**



- Q. What about the other data that is collected?
- A. All the other data (not the time/date stamp) remains in the RX. Access to that data can be achieved via Bluetooth, Wi-Fi, Serial connection to the RX or via an app currently under development which would go to a mobile device. The video analytics come via the VMS which includes heat mapping, line queuing and people counting, etc.
- Q. Are other forms of notification possible besides screen pops?
- A. Via the customers’ network, they could get e-mails or text messages if they allow such showing the data.
- Q. If very many locks and tags are used in a department, won’t all the events popping the screens make the person monitoring go crazy?
- A. SAL 1.1 can be selective and activate only certain cameras in sensitive areas.
- Q. Why is SAL 1.1 a “game changer?”
- A. All LP/AP research by organizations like RILA, NRF and LPRC indicate that of all the devices out there (EAS, Padlock Tags, Spider Wraps, etc.) the most effective deterrent is CCTV. That is why Delta has focused on CCTV activation for ALL its AI devices.

Q. How does SAL 1.1 activate the camera?

A. See the illustration below.



Q. What if another cabinet is against the first cabinet preventing a side read to the lock?

A. SAL can be outfitted with a front reader as illustrated below.

