



# Total Access for major bank

A single access system for several offices, over 1,500 people and almost 400 centrally managed entrance points: Kaba systems provide secure, reliable and user-friendly access control for BNP Paribas in Geneva and Zurich.

Security - the major issue for banks around the world. For Christof Kilchherr, Chief Administration Officer at BNP Paribas Zurich, this could not be clearer: "If security cannot be guaranteed, a bank simply doesn't work." Keeping the heavy doors to the vaults in the cellar closed to safecrackers is only part of the story. It is the careful management of access for visitors and staff which throws up the more complex challenges. Security at the Swiss headquarters of BNP Paribas (a major bank with 140,000 staff worldwide) in Geneva and at its branch in Zurich presents an example of how these challenges may be successfully resolved.

With plans to relocate the Zurich branch - along with the Kaba installations already in place for protecting valuable assets (vault with client safe deposit boxes) - it seemed an ideal time to review the access system and to organize access authorization on a unified basis. Entrance doors, garage doors, office doors, security barriers and many other access points with differing functions were to be provided with appropriate, user-friendly security. Reliable barriers to entry were to be put in place where needed, while unnecessary hindrance was to be avoided.

Kaba was the only provider to offer a comprehensive solution put together from a single source. Once again, Kaba's Total Access strategy proved its worth: all the various elements involved in managing access are administered through one central system; visitors and staff need only a single access medium (a badge or key ring) to get into the building, onto their floor and into the office, or to pass through the security barriers into the high-security areas of the building.

#### **Efficient planning, close collaboration**

The number of people involved in the planning was relatively small. Christof Kilchherr at BNP Paribas and Marcel Schär, Key Account Manager at Kaba, worked in close and efficient collaboration. "I am not alone in preferring to work with a small number of very professional partners. This is a philosophy followed by our entire company," says Kilchherr. As well as reducing planning complexity, the solution by Kaba apparently also offered good value for money. Security is paramount for a bank, but cost consciousness plays a role, too.

"Kaba proved a reliable partner in an important area," stresses Kilchherr. "A partner that offers lasting, modular solutions we can build on in the future." Focusing on a single partner paid off - not least in the summer of 2007, when a fire upset relocation plans and time-tabling in particular. The direct channels of communication proved particularly important. And these same channels of communication will be of value for years to come, when the system is extended to other locations, as well as for service provision and operational support.

#### **Access control with CardLink**

The BNP Paribas branch in Zurich has been equipped with a CardLink solution. CardLink integrates electronically secured doors of varying kinds into a central access authorization system - regardless of whether these doors are wired (online) or unwired (stand-alone). For stand-alone doors, installation is obviously more straightforward. For areas which require detailed monitoring and analysis, an online system offers

The single-source philosophy of the Kaba Group is ideal for our needs. This approach makes the collaborative work a whole lot easier. Marcel Schär, our Key Account Manager at Kaba, talks my language and sees what we need. He has the technical expertise and comprehensive detailed knowledge and can explain even complex technical matters in a way I understand.

At BNP Paribas we prefer to procure what we need from a single source whenever we can, and to use a professional partner with a solid reputation. We were impressed with Kaba, which delivered optimal solutions in all areas of Total Access.



Christof Kilchherr  
Chief Administration Officer  
BNP Paribas Zurich



**BNP PARIBAS**

“CardLink is very flexible and a compelling solution.”

# “We are very satisfied with the service which Kaba offers us.”

Christof Kilchherr, Chief Administration Officer BNP Paribas Zurich



**Top:** Christof Kilchherr, BNP Paribas Zurich, in conversation with Marcel Schär, Kaba.

**Top left:** thanks to CardLink, access to all doors at the Zurich branch is managed using one central system, irrespective of whether the doors are wired (online) or unwired (stand-alone).

**Far left:** Kaba security barriers protect the bank's more sensitive areas.

**Left:** secure client safe deposit boxes are central to any bank.

convenience and security at the highest level. This is the case, for instance, in high-security zones at the bank, at the main entrance and at the lift and floor entrances. For offices and meeting rooms, on the other hand, the focus is on flexibility and selective access authorization. Here the doors are fitted with digital stand-alone components (Kaba eIolegic c-levers). “CardLink allows the benefits of both solutions to be combined. This was compelling,” explains Christof Kilchherr.

## **Centralized data management, decentralized access control**

Now, the two BNP Paribas offices in Zurich and Geneva grant access authorization rights independently of each other, but all staff data are managed centrally in Geneva. “Being able to issue access rights on a regional basis was a deciding factor for us,” says Kilchherr. At the two locations, access rights are issued independently by their respective security officers. Authorization can be given for differing lengths of time; when this time is up, the person's authorization expires and has to be reset, if necessary.

The system is to be extended to the bank's Basel and Lugano offices in the near future. This will bring the benefits of Total Access to all 1,800 BNP Paribas staff in Switzerland.

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