

Welcome to the Spring edition of Nortech's eNewsletter. We hope you find the below articles interesting and informative. If you have any feedback or questions we'd be more than happy to hear from you on info@nortechcontrol.com

Nortech Update



More User Friendly Features

[Norpass3](#) continues to make life easier for both installers and end users. In the latest release, improvements have been made to the user screens, making them easier to follow, and there is now context sensitive help available for all user operations. A new database optimisation feature has been introduced to keep the card database performing at its best.

Norpass3 provides many tools to improve the installer's experience, but how many of you have taken full advantage of the Norpass Virtual System (NVS) to help you to configure your Norpass sites?

With NVS you can configure all of the main parameters for an installation on a laptop in your office (or in front of your telly at home), and test it without the need to connect up any equipment. You can then take the data to site on a memory stick and have it loaded up and running in a matter of minutes. Why not use it as an onsite demonstration tool to your potential customers?

The NVS also helps you to teach yourself about Norpass3 so you can be up to scratch before you start installing the equipment.

Nortech Events Diary



Successful NSI Installer Summit

Nortech would like to congratulate the NSI on their successful first Installer Summit, which took place in Birmingham on the 20th of March. We were in attendance, exhibiting the uPASS Access hands-free reader and the Nedap ANPR number plate reader. We took the opportunity to meet with and demonstrate the products to some of our existing customers and we discussed our products and services with other NSI installers.

We are now looking forward to IFSEC 2014, taking place at ExCeL London on 17th to 19th June, where we will be exhibiting a range of people and vehicle access control products on stand C1960.

Click [here](#) to register IFSEC 2014.

We will also be at Security Twenty14 in Heathrow on the 28th of October.

Product News



New Developments for the Leisure Industry

Nortech recently released an improved version of the [CRC400 range](#) of OEM controllers (known as 'Universal Reader Interfaces'), which Nortech has been manufacturing for leisure industry suppliers for many years.

It offers a simple and convenient way of reading membership credentials and controlling entry turnstiles/barriers on behalf of the membership software, allowing the software to keep ownership of the membership validity while CRC400 does the rest. CRC400 applies no restriction on the number of credentials that can be handled.

Up to 31 access points can be controlled through a single port on the PC, which may be USB, RS232 or TCP/IP. The communication protocol, originally developed by Nortech and used by many leading leisure membership systems including Gladstone Plus 2, Easy Runner and Legend, has been enhanced in the latest release.

Although CRC400 has always supported a comprehensive range of card readers and keypads including biometrics, the changes in customer needs has led Nortech to extend the support to a wider selection of formats including a choice of Wiegand standards and the flexible use of user PINs (up to 15 digits).

Staff News



Nortech Strengthens its Sales Force

As part of a refocusing of our sales organisation towards improved customer support, we would like to introduce Marvin Saunders, who has joined the team as Sales Manager, primarily for our access control product range.

Marvin has over 30 years' experience in the Security Industry and brings with him extensive security sales experience together with a solid technical background in engineering and equipment installation.

Backed by our sales office team, Marvin will provide support to our existing customers and welcome new customers onboard. He will be responsible for ensuring that they are up to date with our products, guiding them through the surveying and ordering processes, and helping them to promote our products to their customers. If you have any questions please contact him on marvin.saunders@nortechcontrol.com or 07918 685 347

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