A PRACTICAL FIELD GUIDE FOR LOCKSMITHS

How Locksmiths Can Compete in Electronic Access

Without Changing Their Business

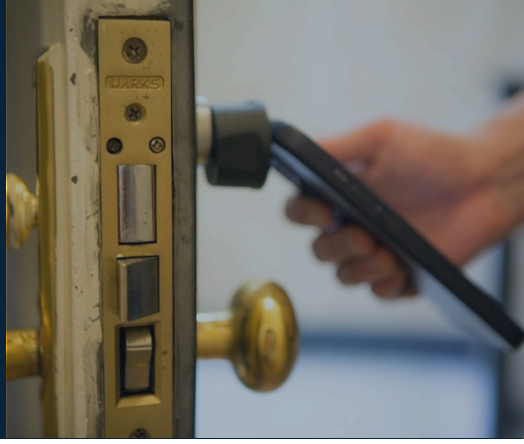
Win digital access projects using the door knowledge, retrofit skills and customer relationships you already have.



Your Retrofit Partner for Smarter Access.

THE MARKET IS MOVING. YOUR VALUE IS NOT.

Electronic access does not have to mean leaving locksmithing behind.



For many locksmiths, electronic access has come to mean panels, wiring, power supplies, networking and software integration. That is one part of the market, but it is not the only path forward.

Digital locking can stay much closer to the mechanical world locksmiths already know. Instead of rebuilding an opening around a complex system, the project can begin with the existing door, lock and cylinder.

THE OPPORTUNITY

Help customers gain more control over access without ever turning an opening into a wired access control project.

Why customers are looking beyond mechanical keys

- Frequent rekeying is consuming time and service budget.
- Lost or unreturned keys are creating security concerns.
- Employee, contractor or tenant access changes frequently.
- Multiple locations make physical key distribution difficult.
- Remote openings make powered access control impractical.

MEET ILOQ S50

Digital access built around familiar door hardware.

iLOQ S50 is a battery-free, programmable electromechanical locking system. NFC-powered locks open with an authorized smartphone or iLOQ Key Fob, while access rights are managed digitally.

THE PRODUCT IN ONE SENTENCE

Add controlled, traceable access to compatible openings without batteries in the lock, wiring at the door or a powered reader.

- No batteries in the lock
- No wiring at the door
- Phone or Key Fob
- Managed access + audit trail

How a compatible ANSI retrofit works

1 ASSESS

Identify the existing ANSI door hardware, check the opening and confirm the correct compatible iLOQ format.

2 RETROFIT

Keep the compatible door and lock body. Replace the mechanical cylinder with the appropriate iLOQ cylinder, or use an iLOQ leverset where applicable.

3 AUTHORIZE

Set up authorized phones or Key Fobs. Issue, update or revoke access rights and use the system's audit trail.

WHAT STAYS

The door, compatible lock body or deadbolt, trim and existing infrastructure can remain in place.

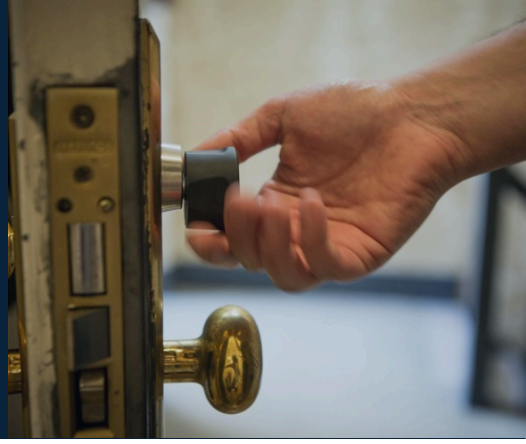
WHAT CHANGES

The mechanical credential point becomes an iLOQ digital cylinder or leverset, and access moves to an authorized phone or Key Fob.

NORTH AMERICAN FORMATS ANSI mortise cylinder | Rim cylinder | Compatible KIK cylinder | Cylindrical leverset

YOUR ADVANTAGE

The project still depends on what locksmiths know best.



Electronic access may introduce new credentials and management tools, but the physical opening still matters. Door condition, lock function, cylinder format, handing and correct installation do not disappear because the credential becomes digital.

1

Door and hardware expertise

Assess the opening, verify compatibility and identify field problems before they become callbacks.

2

Retrofit judgment

Know what can stay, what must change and how to minimize disruption.

3

Installation skill

Deliver accurate fitting, proper function and a finished opening the customer can trust.

4

Customer relationships

Use existing service calls to begin a broader access-management conversation.

5

Service mindset

Balance security, cost, convenience and maintainability over time.

QUALIFICATION

Five signs a customer is ready for a digital retrofit conversation



1

They rekey frequently

Lost keys, turnover or changing contractors create repeat costs and disruption.

2

They struggle to recover keys

Managers cannot reliably collect every credential when someone leaves.

3

They manage multiple locations

Traveling to distribute keys or change access at each site is slow and expensive.

4

They need a better access record

The organization wants more accountability than a conventional key provides.

5

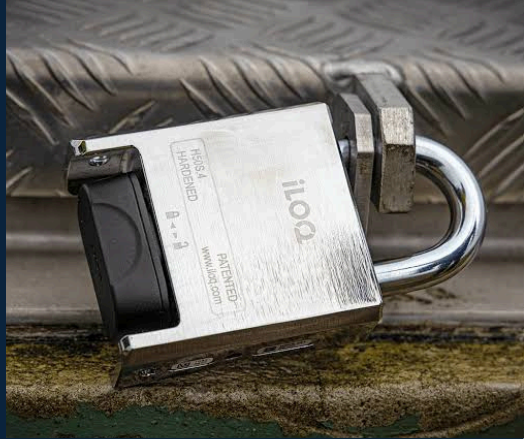
Power or wiring is the deal-breaker

The opening is remote, difficult to cable or not worth traditional infrastructure.

Start with a visible operational problem the customer already recognizes, not with a technology demonstration.

THE CUSTOMER CONVERSATION

Ask better questions before you recommend a product.



Discovery questions

- How often are you rekeying because a key was lost or not returned?
- Who needs access today, and how often does that list change?
- How many doors or locations are involved?
- What happens when someone needs temporary or after-hours access?
- Do you need to know which credential was used at an opening?
- Is power, wiring, connectivity or construction limiting your options?
- Which existing locks or door hardware do you want to keep?
- Who will manage access rights after installation?

A SIMPLE WAY TO POSITION IT

This gives you more control over who can open the door and lets access change without treating every personnel change or lost credential as a new mechanical keying event. We can evaluate whether it will work with the hardware you already have.

Where the revenue can come from

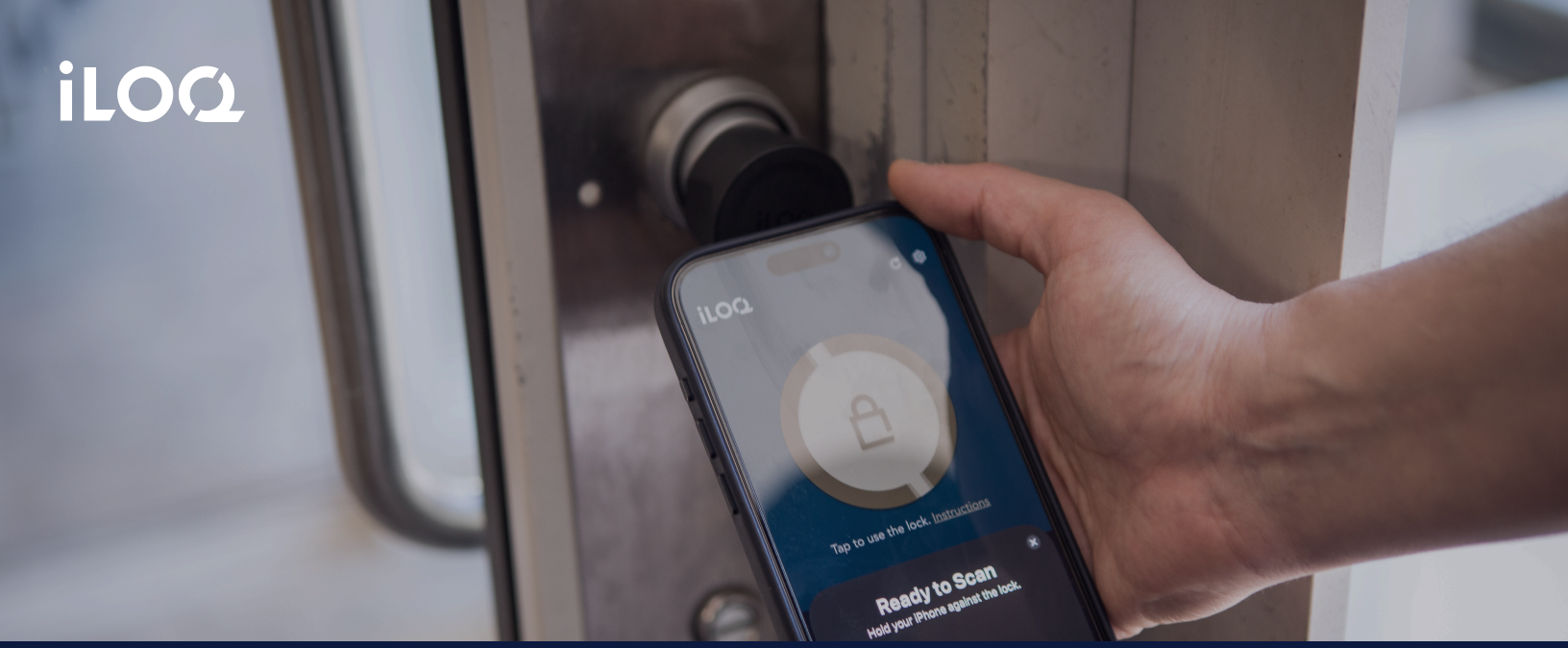
Hardware and related components

Site survey and specification

Expansion and support

System management and customer training

Installation and sofftware RMR



Ready to explore the opportunity?

Talk with iLOQ about how to grow with our products. We'll put you in touch with the right distribution partner that will guide you each step of the way.

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