

CAME KMS & CAME ENTROTEC NEWSLETTER

BUSINESS UPDATE FROM HELEN PHILLIPS



November 2024 marked the 3-year anniversary since becoming part the CAME group of companies, with Entrotec joining CAME KMS alongside CAME UK and CAME Parkare and as UK brands of this global family.

In the past 12 months I have been overwhelmed and grateful to our clients for their continued loyalty, their constant engagement and

sector insight which enables us to mature a product development pipeline that is specific to the housing landscape here in the UK.

The continued investment into CAME Entrotec & CAME KMS to 'Our People', 'Our products' and 'Our production offices' which are all here in the UK, remains a focus.

I'm happy to share with you just a few examples of how being part of the CAME worldwide business has increased investment both in Scotland and the wider UK at CAME Entrotec, CAME KMS and across the CAME UK brands.

CAME Entrotec recently purchased a neighbouring facility to expand our Livingston branch. This new unit cements the commitment to both our UK manufacturing base as well as the development and investment into a skilled UK workforce. The branch will have a greater production capacity that will enable us to meet the increase in demand generated by new partnerships amongst Local Authorities and Housing Associations. Logistics will also be enhanced and a new training facility will be available in a dedicated showroom and learning facility.

During Housing 2024 we showcased our new EV5 handsets and EV6 apartment stations. When we began the development of the EV5 and EV6, the CAME Entrotec team were excited to leverage the power of the CAME global brand. As part of a dedicated product design group all based in UK, the CAME Entrotec technical team engineered the EV5 and EV6 from the ground up, drawing on the experience of the global handset installation base of the CAME group. All of our product development team and technical support teams remain 100% based in the UK.

Our industry leading APEX entry panels have also seen improvements from UK investment. All the metalwork, the back boxes, panel fronts and panel mounts are now manufactured in-house at our CAME facility in Hemel Hempstead.

This investment opens wider options for panel options for customers, from custom engraving to adjustments in panel size to cover up previous entry units when replacing a system. We continue to be an ardent supporter of Secured by Design and deliver solutions that meet the SBD requirements. #DesignOutCrime.



New product announcements in 2025 Q1 will demonstrate an even greater commitment by CAME to the ambitions of CAME Entrotec & CAME KMS brands.

The UK investment extends to product development at CAME KMS too. The British

based software development team has significantly expanded, enabling continued development of SimpleKey Web, the cloud-based access control solution designed specifically for the social housing sector.

This investment enables Simplekey Web to receive constant updates that are activated across all customer accounts at no additional cost. Recently customers with SimpleKey Web and Entrotec APEX door entry will have seen the amount of data they can interrogate double overnight with access not only to entry panel data, but also handset information. In addition, greater remote access to the system to change settings and access.

I am delighted that CAME are committed to investing in the UK in manufacturing, product design, software development, our facilities and upskilling our British workforce who remain the heart of the company and look forward to sharing future developments that continue this trend.

I am very grateful for the support of a great team during 2024. All contribute in different ways in supporting our developers, installers, our housing associations, our local authorities and one another to ensure we meet our customers expectation by following our corporate values.



START WITH THE CUSTOMER
WE SET THE CUSTOMER AS OUR FIRST PRIORITY



PURSUE INNOVATION
WE FOSTER CURIOSITY AND EXPLORE NEW IDEAS



WORK AS A TEAM
WE SHARE GENUINE PASSION AND PERSEVERANCE



DO THE RIGHT THING
WE THINK THAT INTEGRITY BRINGS TRUST AND RELIABILITY



ACHIEVE GREAT RESULTS
WE ALWAYS AIM FOR NEW CHALLENGING GOALS



CAME ENTROTEC LIVINGSTON BRANCH EXTENSION

In early autumn we took occupation of an additional commercial unit adjacent to our offices and production facility in Livingston, Scotland. Unit 7 provides an additional 2588 sq. ft of space enabling operations to expand and futureproof the facility and the jobs it provides for years to come.

This new building, our third unit on the estate, brings increased space for warehousing, product development and an all-new training facility.

Once fully moved in the existing space will be reconfigured to enable additional room for the production team, supporting the ongoing demand of our UK manufactured products.

A key feature of the building will be the dedicated training facility. This is undergoing a full fit out in readiness for in-person training starting early 2025. Keep an eye out for course date for training on products across the CAME family.

We're excited to get this new space open and look forward to inviting customers to an open day and tour of the premises soon!

CAME JOINS THE TSA

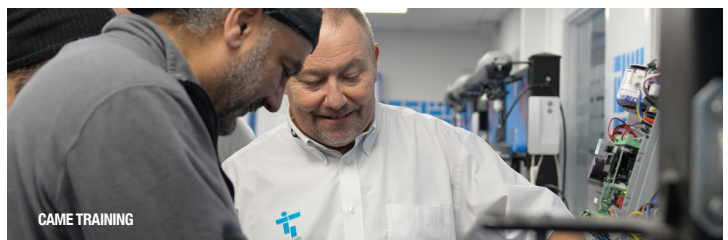


CAME Entrotec is proud to join as a member of TSA, the industry body for Technology Enabled Care.

The TSA represents the largest industry specific network in Europe and bringing together a growing membership of organisations across local government, health and the private sector.

Our association with TSA underscores our commitment to excellence, leveraging the advantages of technology within the door entry sector to improve the lives of residents in collaboration with partner door manufacturers. As the UK's longest-established manufacturer in this sector, we continually invest in Research & Development to create products that exceed the expectations of users, installers, and specifiers.

INSTALLER TRAINING 2025



With Accredited Installer Programme from CAME Entrotec can help propel you from strength to strength. Through completing our installation and product training, having installations improved consistently, you'll directly benefit from business referrals when we receive installation requests.

Earlier this year our new Training Team extended training in-branch by offering courses not only in Livingston but at Castle Donington and Hemel Hempstead. Currently arranged on demand, please contact your Business Development Manager for details.

In 2025 training in Livingston will take place in our new dedicated facility. Purpose built for training alongside a whole range of CAME products, the new training room is the perfect space to explore the CAME KMS and CAME Entrotec products.

There's also online training available on demand at your convenience, with fully featured course that guide you through the intallation and commissioning of products including APEX, SK4 and SimpleKey Web. Visit [CAMETRANING.com](https://www.cametraining.com) to enrol for free.



NEW PRODUCTS – EV5 & EV6 APARTMENT STATIONS

With a “fit and forget” philosophy, the EV5 and EV6 handsets are the latest advancement in multi-apartment building access and convenience technology.

The EV5 is designed to be a future-proof video receiver as well as the ultimate replacement for the EV and EV+ models, offering all the familiar features with significant enhancements.

Constructed from durable HIPS plastic, the EV5 boasts a high impact resistance and a matte white finish, ensuring both toughness and a modern aesthetic.

Capacitive buttons ensure mechanical parts are reduced to a minimum, improving durability. With a low profile and ergonomic design, it seamlessly blends into any environment.

The EV6 further refines the apartment station idea with hands-free operation, with no handset or cord to get tangled that delivers crystal clear audio to the user.

What’s more, both handsets are **fully backwards compatible** with customers’ existing installations. This secures client investment in Entrotec systems for the long term.



EV6 APARTMENT STATION ▲

KMS SHORTLIST FOR AWARD: MOST INNOVATIVE PRODUCT



2025 FINALIST

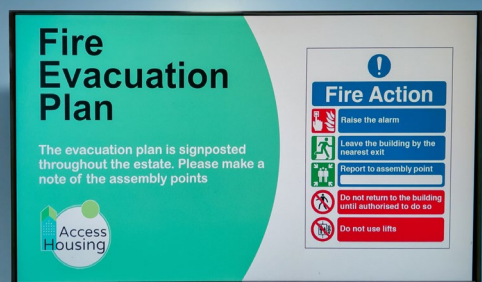


We’ve been shortlisted for the Housing Innovation Awards 2025!

The Digital Notice Controller (DNC) has been shortlisted in the “Most Innovative Product” category. The DNC is a noticeboard solution designed to meet the social housing sector. A combination of hardware and software and powered by SimpleKey Web cloud-based software, trusted in over 18,000 UK housing blocks.

Designed and developed in Britain, the DNC enables building owners, housing associations and local authorities to improve resident experience and satisfaction and help increase resident engagement.

The winners will be revealed on February 12th at the ICC in Birmingham.



CASE STUDY - HYDE HOUSING

The Hyde Housing Group manage 50,000 properties across 3,500 apartment blocks in London and across the South East of England, from Peterborough, to Dover, to Southampton. With a vision for “A great home for everyone” exemplified by the Bolanachi Building in Southwark, London.

Focussed around a central, “winter garden” style atrium, the property is one of the early medium-rise, high-density schemes designed under the Office of the Deputy Prime Minister and Greater London Authority initiatives. This large complex scheme features 30 doors with access control or intercom requirements.

A previously installed system ran on a closed protocol that was causing repeated problems and regular downtime. With experience of CAME Entrotec and CAME KMS systems being installed on 600 blocks over the past 6 years, the decision was made to upgrade to a CAME system.

The improvements would reduce downtime with the robust centralised system CAME KMS SimpleKey Web provides and ultimately allow residents to enjoy their property more.



As one of Hyde Housing’s larger blocks with intricate demands for the control of access, the centralised solution provided by the powerful CAME KMS SimpleKey Web software brings advantages such as fob management, that can be carried out off-site, alongside remote monitoring that helps protect vulnerable residents and adds an additional layer of security for everyone in the building.

Watch the full Case Study online at: came.com/entrotec/case-studies

EVENTS 2025

Planning for shows and events for 2025 is in full swing. Here’s where you can see us next year:

The Housing Innovation Show
Feb 13 & 14 – ICC Birmingham

CIH Southwest
Feb 13 & 14 – Mercure Bristol

Atlas – Secured by Design
Feb 18 & 19 – Gloucestershire

CIH Housing Festival Scotland
Mar 4 & 5 – Edinburgh ICC

ITEC Conference
Mar 17 & 18 – ICC Birmingham

CIH TIA 2025
Apr 2 & 3 – ICC Birmingham

CHIC Conference
May 21 – Telford

Housing 2025
Jun 24 - 26 – Manchester Central

Housing Community Summit
Sept 8 & 9 – ACC Liverpool

CAME IN AID OF THE TRUSSELL TRUST



CAME Entrotec and CAME KMS are proud to partner with The Trussell Trust and their commitment to ending food poverty across the UK. With involvement in housing projects throughout the UK and across the spectrum of income levels, we’re acutely aware of the need amongst some of the most disadvantaged people in our society.

One in seven people in the UK faces hunger. The Trussell Trust ensures food banks can be there for everyone who needs them right now while working towards a future where everyone has enough money for the essentials.

The Trussell Trust supports a network of food bank centres across the UK that provide emergency food to people facing hardship and help them resolve their crises. They also campaign for change for people locked in poverty and to end the need for food banks in the UK.

At events throughout 2024 visitors to our stands contributed to our fundraising efforts for The Trussell Trust. This wasn’t limited to a single promotion at an event but extended across the business to support and encourage fundraising on a corporate, branch, and individual level throughout the year.

CHRISTMAS HOURS 2024

Our offices will be closed from December 24th to January 2nd. Last shipping guaranteed for delivery pre-Christmas will be 20th Dec but orders will continue to ship up to the 23rd.

Technical support will resume from 2nd January 2025.

CAME KMS

1 Marlborough Trading Estate
West Wycombe Road
High Wycombe
Buckinghamshire
HP11 2LB
Tel: 01494 531099

CAME ENTROTEC

5 Ashwood Court
Oakbank
Livingston
EH53 0TL
Sales: 01506 886230
Support: 01506 886235