



CASE STUDIES

Company

Bealls Inc.
80 Retail Department Stores, 462 Retail Outlet Stores,
4 Corporate Offices, 2 Distribution Centers, &
152 Distribution Truck Trailers

Former Lock Program: Mix-Match - Locksmith Call Out

Reason for Conversion

In 2001, Bealls Inc. was utilizing a variety of lock hardware suppliers with little continuity throughout their lock and key program. One of Bealls' main concerns was the ease with which keys could be duplicated, permitting unrestricted access. There were limited measurements available for tracking keys and key holders, so, when a manager left, the policy was to contact a local locksmith to rekey the location. Bealls conducted a competitive price comparison with other suppliers and found that InstaKey's integrated Key Management program was their solution.

Budget Acquisition

Bealls initiated a preliminary two-month prototype in six Department store locations. After the trial period, Corporate Loss Prevention evaluated the quick return on investment (ROI), submitted a capital expenditure request, and received financial approval for the Department stores and Outlet store conversion programs.

Implementation Strategy

Both divisional roll-out programs initially began with new construction locations. But for existing store conversions, both programs had InstaKey utilize local locksmiths (via a national service provider) for site survey and installation necessities. Within six months, all 80 Department store and initial 50 Outlet stores were converted to InstaKey. The Rekeying Kits are stored in the safe at the location, so if a key is lost or stolen, Store Management requests approval to rekey from field Loss Prevention personnel and conducts the rekey only when authorized. The field Loss Prevention personnel then orders the next Rekeying Kit from InstaKey.

In 2002, Bealls Inc. also chose to implement InstaKey throughout their 4 Corporate Offices, 152 Distribution Truck Trailers, and 2 Distribution Centers. To date, 80 Department stores and 462 Outlet stores have been converted to InstaKey.

On-Going Program Benefit

Currently, Corporate Loss Prevention personnel monitor each location's key management utilizing SecurityRecords.com software. In using the on-line software, LP personnel can identify who has which keys and access to which doors. Bealls Inc. rekeying expenses have virtually been eliminated while reducing the amount of time personnel spend monitoring and tracking keys. This time savings helps them to focus on more immediate Loss Prevention concerns like implementing shrink related programs, decreasing internal/external theft, and conducting store management training and education.