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STG to be Farpointe distributor

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By **Anthony Hildebrand**

Farpointe Data, Inc has appointed specialist access control distributor, Security Technologies Group (STG), as a 'Master Distributor' for its range of readers and credentials throughout the Europe, Middle East and Africa region.

Scott Pearson, sales director for Farpointe Data, Inc, said: "Security Technologies Group's commitment to supplying quality products backed up by superior technical support were just some of the reasons behind our decision, however their Card Management service was the overall driving factor.

"We have seen, all too often in the past, customers struggling to reorder additional cards and tags for their systems, with the original suppliers being of little assistance. Within their advanced card management software, STG are able to search via multiple criteria, in order to identify the correct technology, card format, facility code, and numbering sequence thus eliminating this headache for customers."

This collaboration will combine Farpointe's solutions with STG's technical knowhow, delivery and value added capabilities, which will all go to enhance the experience for their joint customers, a statement said.

Denis Kane, director of Security Technologies Group, said: "This partnership is a natural step for STG as we have been seeking an alternative to the existing suppliers of RFID readers and credentials for some time.

Our criterion was not merely price but security, quality and value for money. Farpointe's products adhere to our ethos of supplying quality and value for money."