



# Taking The Smart Approach To Door Security

Sumier Foster-Shah, Product Support Manager at ERA, explores the latest advancements in smart home security and the opportunities these present for installers.

**Over 50% of homes in Britain now contain a smart device. That's over 2.2 million households, writes ERA's Sumier Foster-Shah.**

As homeowners look to automate their lives and make their daily routines more convenient and efficient, the demand for

smart devices is continuing to grow at a rapid rate, whilst advancements in connected technology are also accelerating.

This presents installers with the opportunity to meet customer demand and differentiate themselves from competitors by partnering with door manufacturers that are adopting a proactive approach to smart security. By installing entrance doors that have been fabricated with the very latest advancements in smart tech, professionals can ensure they remain ahead of the connected

curve and secure potential cross-selling opportunities with complementary home security ecosystems. This includes systems such as ERA's new door security solution, TouchKey, which provides multi-factor authentication for residential door access.

## **TouchKey**

I believe this is the only system of its kind to combine five different entry methods into a single door handle. TouchKey facilitates the unlocking of the door via fingerprint access, the ERA Smart Home App, geolocation technology and voice-activated entry. For ultimate peace of mind, TouchKey also contains a hidden



manual key override, with three keys supplied as standard.

### Fingerprints

Featuring advanced fingerprint technology, up to 50 different fingerprints can be stored directly within the handle to provide users with instant access to the property.

### Smart Home App

When used with the ERA Smart Home App, TouchKey can be unlocked with a single touch locally or remotely via the addition of an ERA alarm hub. Digital e-keys that have timed access can also be assigned to family and friends, via the App.

### Voice control

Voice command can be utilised via the App as well to unlock the door on approach, without having to physically touch a smartphone.

### Geolocation

With geolocation technology, the system can remotely unlock via Bluetooth as a trusted digital e-key grants access once a user

is within range without needing to physically use their phone.

### Locks

Suitable for fabrication with composite or timber entrance doors, TouchKey combines a smarter security door handle with an auto-firing multi-point lock and an anti-bump security cylinder. Whilst the multi-point lock and anti-bump security cylinder will be fitted at the point of fabrication, the battery-powered handle can easily be fitted on-site using M6 security screws by professional installers, without the requirement for electrical qualifications. The only difference from fitting a standard door handle is the connection of a single wire from one side of the handle to the other.

### Upsell

As TouchKey integrates with the wider ERA Protect smart ecosystem, installers can also achieve cross-selling opportunities by recommending and fitting complementary security products that can be conveniently stored in the back of a van until they are

## Security & Hardware

required. This includes products such as alarm systems and outdoor cameras, which provide real-time monitoring via an App, whilst also acting as an effective visual deterrent for potential burglars.

### Looks

Whilst the smart handle is built for endurance and security, due to the addition of a forged steel backplate and hardened plates that prevent potential attackers from removing the handle to access the lock, it also delivers on aesthetics. The sleek, contemporary design is available in Fab&Fix's Hardex Chrome and Hardex Graphite finishes, which are supplied with a 10-year finish guarantee.

### Standards

To help installers provide homeowners with the highest standards of security, TouchKey has been independently tested to BSI's new Smart Residential Locking Device Standard, which was developed in conjunction with ERA and combines the BSI Internet of Things (IoT) Kitemark with TS 621 for mechanical security with smart locking. It has also been awarded the Secured by Design Secure Connected Device accreditation, which has been launched specifically for IoT connected products.

### Guarantee

TouchKey is also supplied with a 10-year mechanical hardware guarantee and two-year smart security guarantee, so professionals can be confident that once they have finished the installation, they won't have to return. 

Pictures: Left – the external TouchKey fingerprint handle in chrome and right, the internal handle with thumbturn.

[www.erahomesecurity.com](http://www.erahomesecurity.com)

# Smart Tech – You Have To Trust It To Embrace It

The Installer caught up with Mike Derham, who explains why consumers have to trust smart security if they are to fully embrace the technology. Deerham is the Founder and Chairman of Mighton Products, a hardware company that has been at the vanguard of developing smart home security products.

**A recent report has shown that interest in smart home products continues to grow post-pandemic and that consumers are now more willing than ever to purchase devices beyond smart TVs and speakers, including those that can improve home security.**

The 2022 State of the Connected Home report shows that three in four consumers own at least one smart home product with ownership of smart security devices rising to 29%, up from 19% in 2020.

## Worries

And while that's good news for the industry's smart hardware specialists, the report also highlighted that some homeowners still have misgivings about smart security devices, with 54% concerned about privacy and 39% worried about the impact on the security of their home.

For Mighton Products' Mike Derham, this underlines the importance of products that can demonstrate the best of both modern and traditional security technology. He told The Installer: "The market for smart security devices is clearly growing but if we are to take full advantage of the opportunities, fabricators and installers must have confidence in the products they are selling. With our Avia Secure range, they can do just



that. Our Avia USA Smart Deadbolt+ lock, has recently been awarded 'Smart Lock Product of the Year' at the annual Internet of Things (IoT) Breakthrough Awards."

## Awards

Derham adds: "It's the second time we've won the IoT award for best smart lock, following success for the Avia Secure UK smart lock in 2020. And it's the fourth consecutive year that we've claimed a win at the IoT Breakthrough Awards, thanks to back-to-back wins in 2021 and 2022 in the 'Home Security Product of the Year' category for our Avia Secure sash window fastener and casement fastener.

## Sold Secure and Apple

Avia Secure was also one of the first smart locks to be awarded Sold Secure SS301 Silver approval. That means homeowners

can enjoy all the benefits of a smart security product that has been designed to connect seamlessly to Apple's Homekit – and has undergone rigorous testing."

## Windows

The range also includes a smart casement handle, which has recently achieved SBD approval following PAS24 testing. The Avia Secure smart casement handle compliments the Avia Secure sash fastener and Avia Secure window & door sensor. All are battery operated and can be easily retrofitted in a matter of minutes.

## Smart homes

Also included in the Avia Secure family of products is a BSI IoT approved smart socket, which features audio and visual feedback, energy monitoring and remote scheduling, as well as a high-tech PIR motion sensor.

## Peace of mind

Derham says: "Avia has been subjected to extensive physical and cyber security testing and has passed through the world's best testing houses. Together with the other products in the Avia Secure range, we have developed a suite of solutions that can tap into the demand for smart security, while delivering peace of mind for the end user." 

[www.mightonproducts.com](http://www.mightonproducts.com)