

### Aperio® References Overview Available

More than 30 case studies testify to 10 years of success in wireless access control.

We are proud to announce the availability of new and updated Aperio case studies, bundled in a convenient [Reference Book](#). Spanning our main verticals (education, healthcare, corporate & offices, commercial and entertainment), the book showcases security challenges that all kinds of businesses and institutions are facing today — and how Aperio is helping to overcome them.



#### THE VALUE OF CASE STUDIES

**79%**  
of B2B customers cite testimonials and peer recommendations as **the most reliable type of content**

**40%**  
of customers said case studies are the most valuable to **fuel final purchase decisions**

Source: [Demand Gen Report](#)

| AVAILABLE APERIO CASE STUDIES                |  |
|--|--|
|  |  |
| <p><b>Commercial</b></p>                     | <p><b>Entertainment &amp; Sports</b></p>               |
| Hyatt Regency, Dubai                         | Ahoy Rotterdam, The Netherlands                        |
| Plexal, UK                                   | Olympiastützpunkt Metropolregion Rhein-Neckar, Germany |
| Povody Vitavy, Czech Republic                | Stavanger Concert Hall, Norway                         |
| Science Park, Czech Republic                 |  |
| <p><b>Education</b></p>                      | <p><b>Healthcare</b></p>                               |
| Crous Montpellier, France                    | Aintree University Hospital, UK                        |
| Fénelon Sainte-Marie Groupe Scolaire, France | Biomedical Centre Pilsen, Czech Republic               |
| HafenCity University, Germany                | Centre Hospitalier Métropole Savoie, France            |
| H-Farm, Italy                                | Centre Psychotherapique de Nancy, France               |
| InHolland University, The Netherlands        | CHU de Grenoble, France                                |
| Luminy University, France                    | Hospital Maria Middelaers, Belgium                     |
| Lund University, Sweden                      | Tegs Care Home, Sweden                                 |
| The Camp, France                             |  |
|  | <p><b>Industry &amp; Utility</b></p>                   |
| University of Aberdeen, UK                   | Reshafim, Israel                                       |
| University of Birmingham, UK                 |  |
| University of East Anglia, UK                |  |
|  | <p><b>Office &amp; Corporate</b></p>                   |
| University of Liverpool, UK                  | BMCE Bank, Morocco                                     |
| University of Surrey, UK                     | Weotech, Germany                                       |

### How can you use these case studies?



If you are in Sales, case studies increase credibility by demonstrating our expertise in different verticals and ability to solve the most diverse security challenges. From easier access administration to flexible access control, scalability or sustainability, this book provides concrete evidence showing how Aperio responded to real customers' access control requirements



If you are in Marketing, you should use these case studies to move customers along the buyer journey from the consideration and evaluation stages to a purchase decision.

Your regional contact in the EMEA team can help with translation



### We need more case studies!

The References Overview is a "live" book which continues to grow with more case studies. For that to happen, we need your help! If you have a customer who has recently installed Aperio, or has expanded an existing installation, reach out to Mónica Simón. Creating case studies doesn't have to represent additional workload for you. You just identify the customer and get them on-board. The EMEA team, in collaboration with the regional marketing team, will do the rest.

### FOR TRANSLATIONS, PLEASE GET IN TOUCH WITH YOUR REGIONAL CONTACT:

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