

TRANSACTION + cbord + LENEL·S2



HELUG 2025

The convergence of campus safety, security, and
One Card campus teams and initiatives



Agenda

- Introduction
- The LenelS2+Transact Partnership
- Update on the Transact+Cbord Merger
- The campus One Card Eco-system, access control and more
- Transact+Cbord OnGuard Access Control Integration
- Current State of Mobile Credentials in Higher Education



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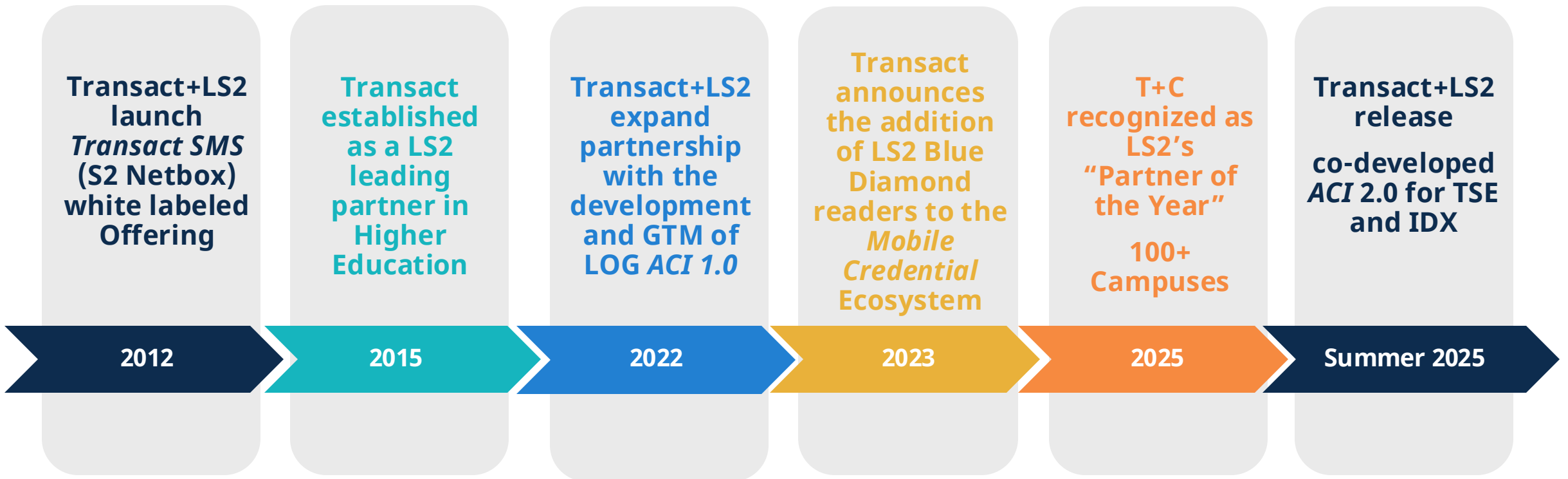
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The LenelS2+Transact Partnership

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The Long History of LenelS2+Transact Partnership



The Transact+CBORD Merger

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The Merger of Transact + CBORD



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August 15, 2024PDF Version

Roper Technologies to acquire Transact Campus
To be combined with Roper's CBORD business

SARASOTA, Fla., Aug. 15, 2024 (GLOBE NEWSWIRE) -- Roper Technologies, Inc. (Nasdaq: ROP) today announced that it has entered into a definitive agreement to acquire [Transact Campus, Inc.](#) ("Transact") for a net purchase price of \$1.5 billion, including a \$100 million tax benefit resulting from the transaction. The net purchase price represents approximately 14 times expected 2025 EBITDA. Transact is an award-winning provider of innovative campus technology and payment solutions, offering a comprehensive suite of services, including campus ID software and secure access, tuition and fees software and payment processing, as well as point-of-sale campus commerce solutions. Transact serves higher education institutions, healthcare facilities, and corporate campuses. Transact will be combined with Roper's CBORD business, a provider of foodservice, nutrition, access & security, and campus commerce solutions for acute healthcare and senior living facilities, higher education institutions, and K-12 school districts.

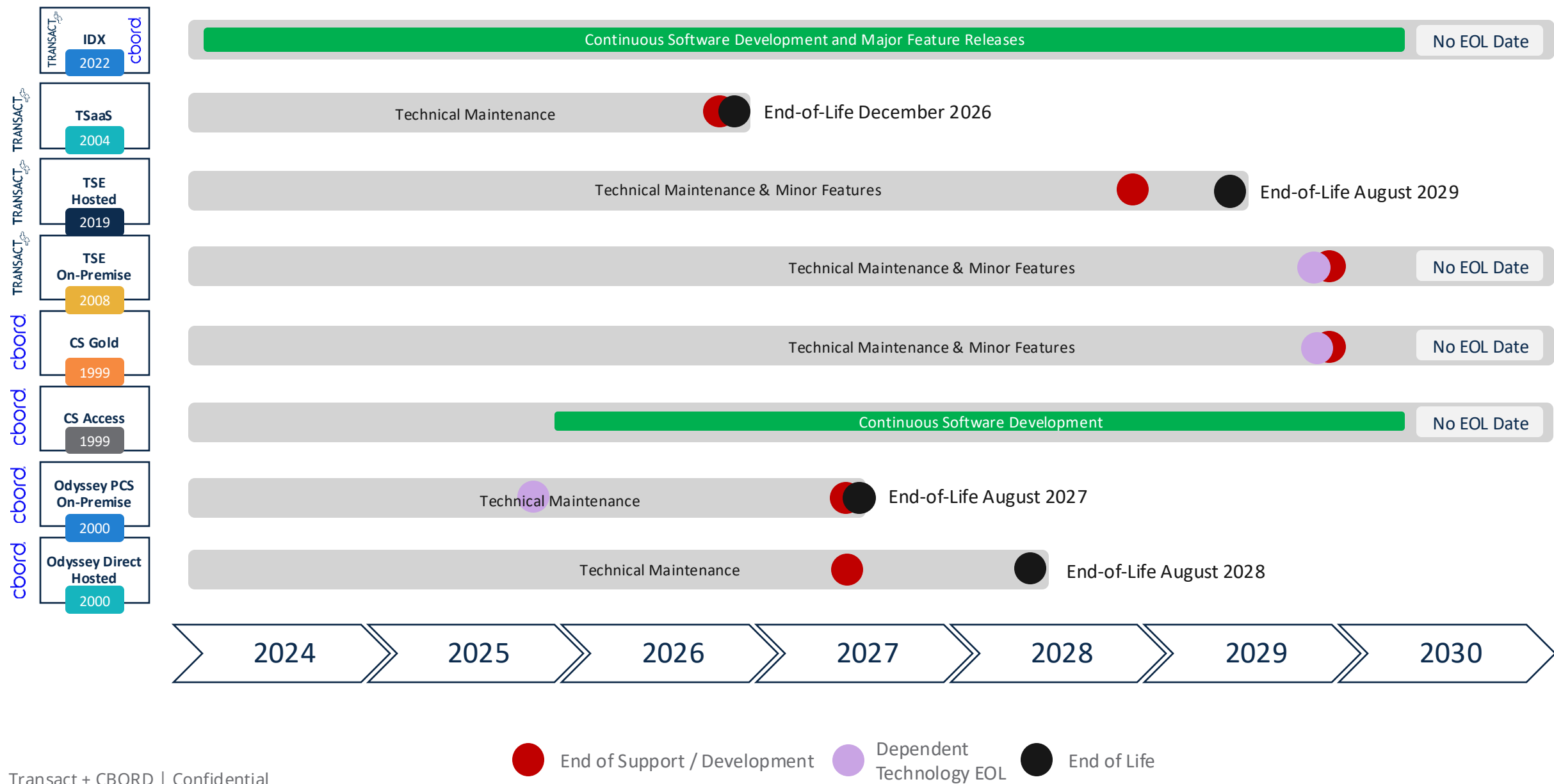
"Transact is an excellent business that meets all of our acquisition criteria, including mission critical solutions, strong customer retention, and excellent cash conversion," said Neil Hunn, Roper Technologies' President and CEO. "This is yet another example of Roper's disciplined and process-driven acquisition approach."

The combined business will utilize both the Transact and CBORD brand names and be led by Transact's CEO, Nancy Langer, with CBORD's CEO, Dan

The early impact for our campuses

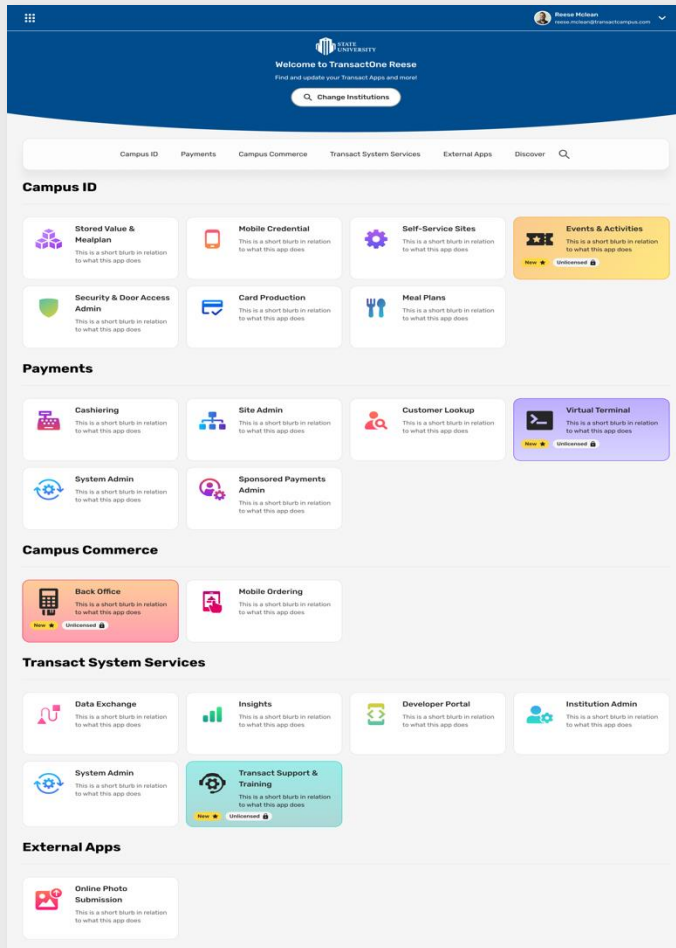
- The blending of two industry leaders with a strong focus on the Higher Education vertical and solutions.
- Solution cross-over into additional verticals; i.e. Healthcare.
- Mobile First alignment
- Access to greater levels of 1st party and integrated solutions in the combined product portfolio.
- The greatest access to seamless, pre-built integrations in the industry.
- Aligning of roadmaps and adoption of best-in-class solutions from both legacy businesses.
- A shift from proprietary solutions and GTM models, to open, agnostic solutions, specifically around security solutions.
- Greater focus and spend on product R&D with the support of the Roper organization.

Higher Education One Card Platform Roadmap

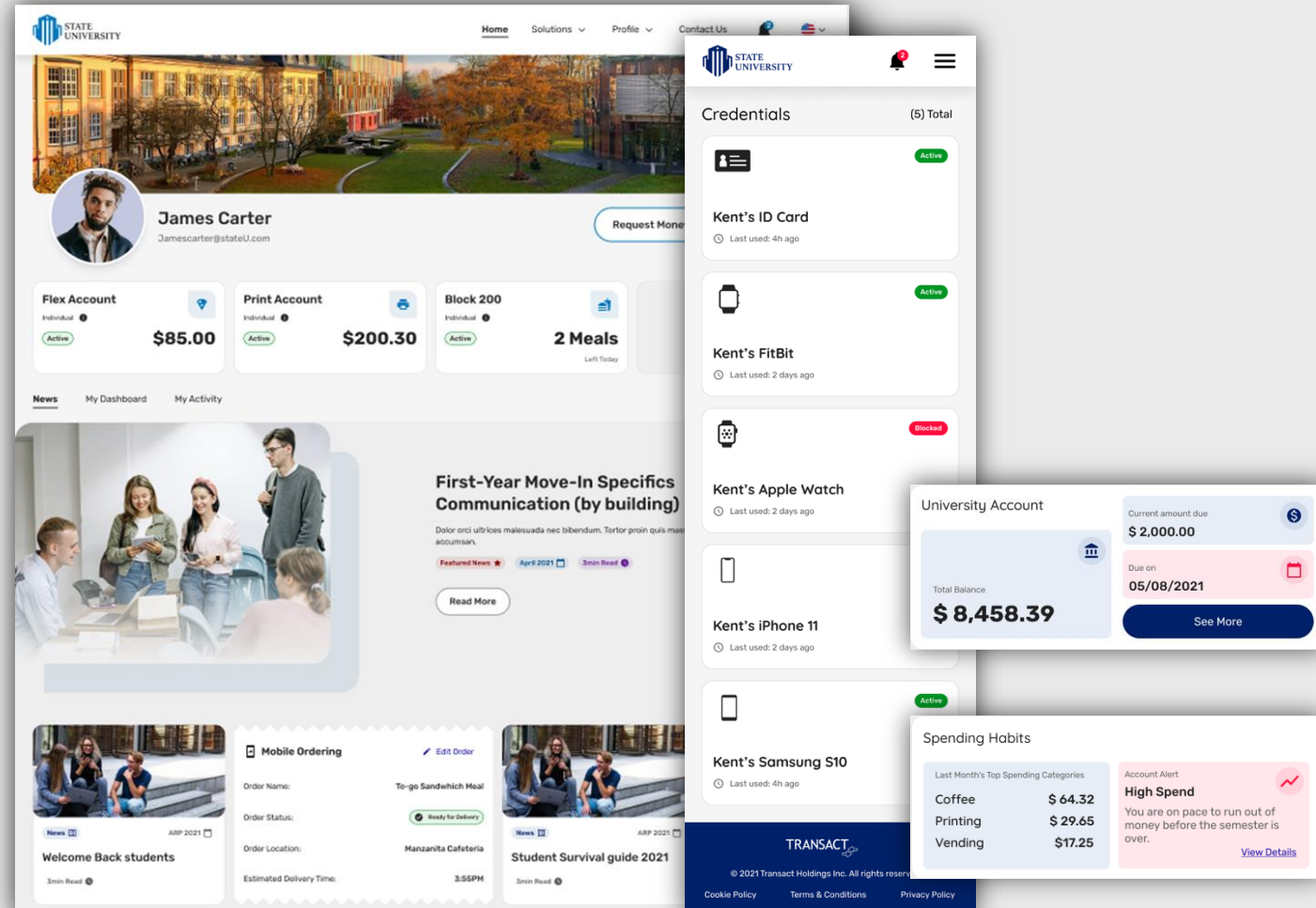


IDX - The Next Generation Campus HUB - Modern, Cloud-Based

Admin Portal – Role-Based Single Sign-on



Unified Student Experience





**The campus One Card Eco-system,
access control + much, much more**

TRANSACT  + **cbord**®

Your Campus One Card Ecosystem, Access Control and much more



Partner Ecosystem





Transact+CBORD NFC Access Control Eco-system

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Enabling Transact Mobile Credentials

HID, Allegion, Blue Diamond Wall Readers

Modern, secure door access readers for
Transact Mobile Credentials and more

- Transact Mobile Credential compatible
- Turnkey & integrated door access compatible
- Secure, encrypted MiFare credentials
- Unsecure prox/magnetic cards not recommended
- Prox and Magnetic cards are very easily cloned



Expand the Mobile Experience on Campus

ASSA ABLOY & Allegion Wireless Locks

Increase security and modernize the student experience in housing:

- Student experience: phone vs brass key
- Parent experience: My child is safer
- Transact Mobile Credential compatible
- Lower cost than hardwired doors
- WIFI-enabled or hub communication
- Works with turnkey and most integration door access partners





Shift to Non-Proprietary Mercury™ Hardware



Future-proof purchasing decision

- Avoid holding customers hostage with proprietary hardware



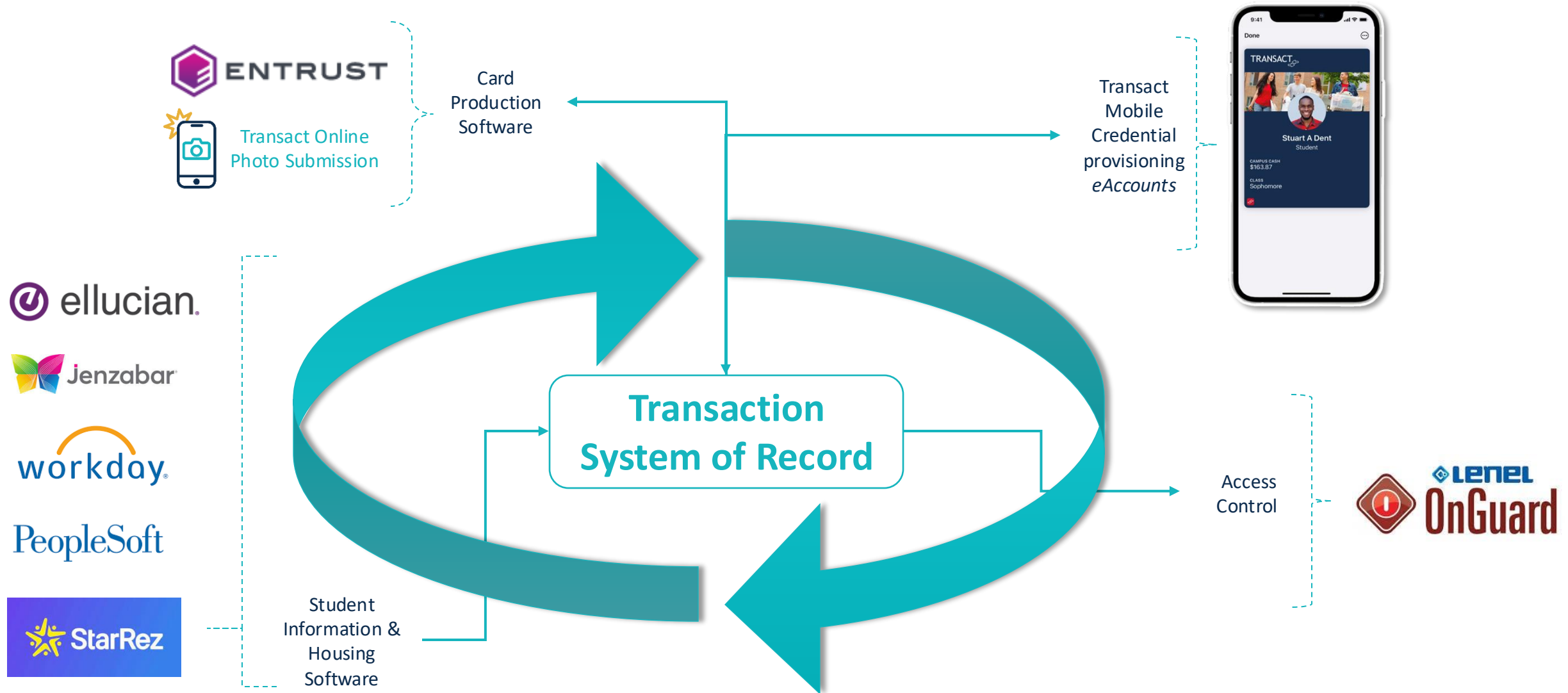
Enables budget-friendly migration to cloud for any existing Mercury-based system

- Genea provides easy to deploy Mercury takeover playbook
- Largest Mercury takeover: 142 locations, 18 countries, 180k credentials in five months

Transact+CBORD+OnGuard Access Control Integration (ACI)

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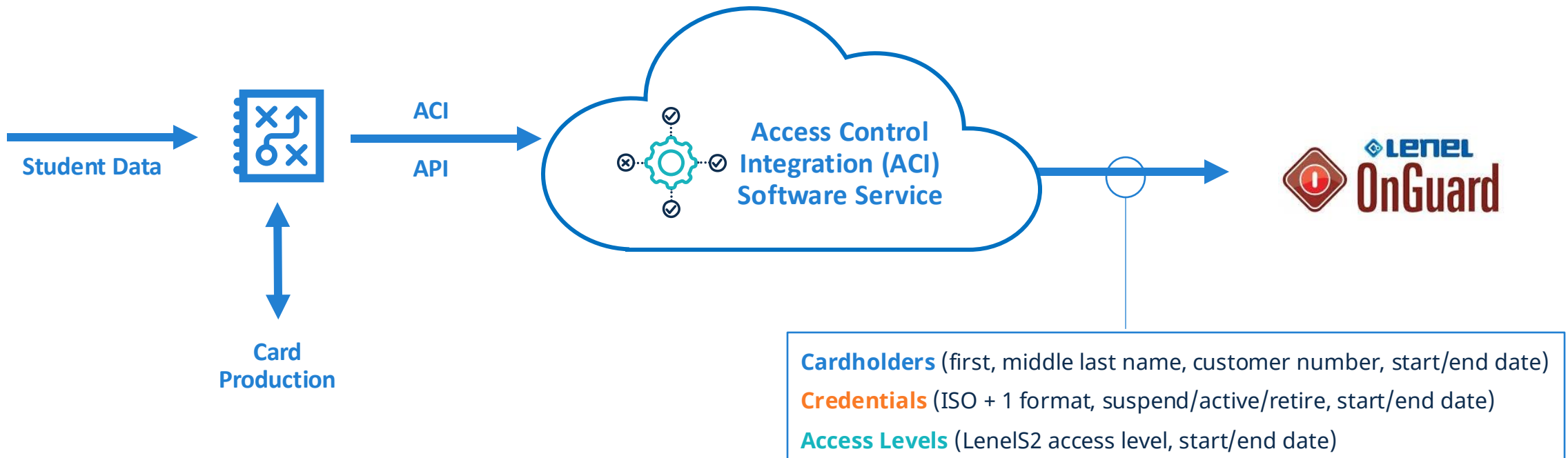
Campus Credential Provisioning Flow



Transact+Cbord *OnGuard Access Control Integration (ACI)*

An easily configured integration to door access software

- Create, modify, and retire users, credentials, and access level assignments in real-time
- Accelerates mobile credential implementation with no custom integration development
- Easily manage automatic and manual door access assignments

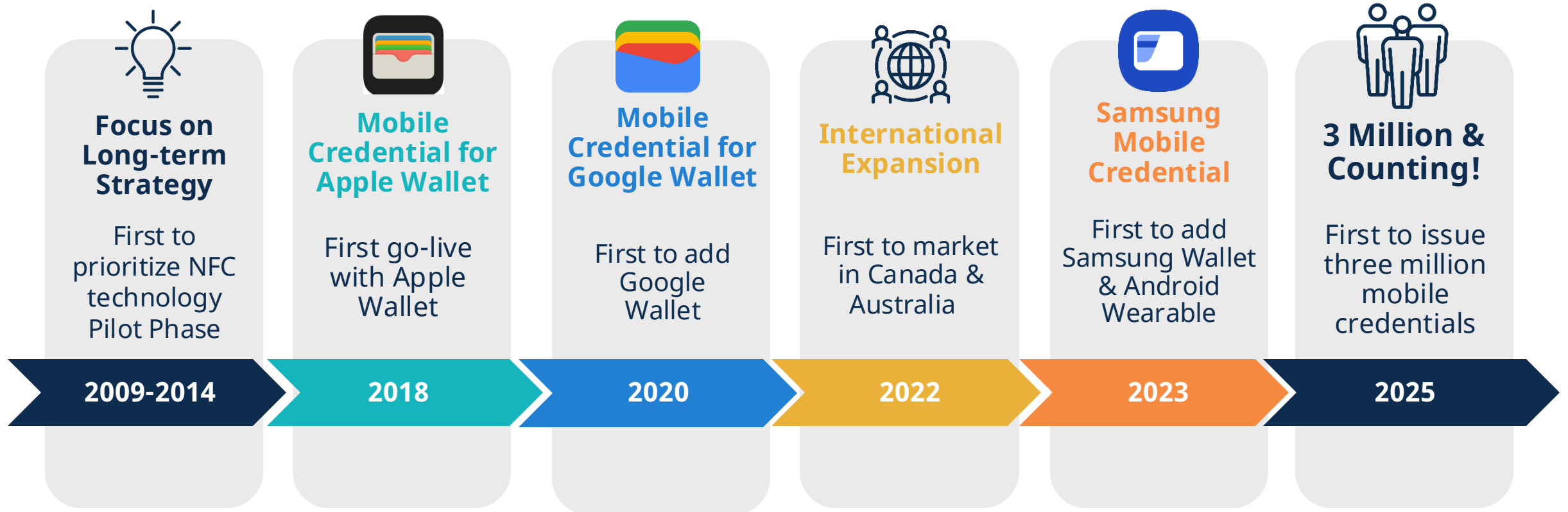




Current State of NFC Mobile Credentials in HE

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Transact Mobile Credential Evolution



Blackboard, Apple mobile student ID has arrived

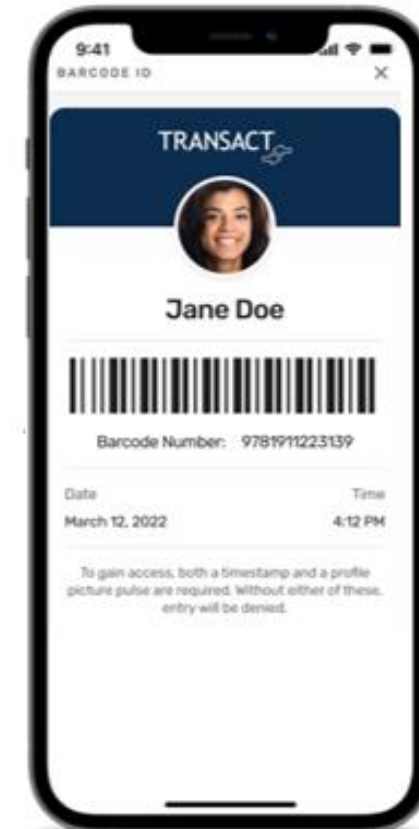
Mobile Credential officially goes live at launch campuses

ANDREW HUDSON || OCT 02, 2018 || CONTACTLESS, MOBILE

2024 Transact Mobile Credential Complete

Transact Mobile Credential now offers legacy components of plastic ID cards

- Transact offers an ISO card number and a student ID number on your mobile credential
- Barcodes are now offered in eAccounts—emulating the flexibility you had with plastic cards
- Setup flexibility
 - Barcode offers ISO or CDF value
 - Supports four barcode formats
 - Solves your campus needs - Library, recreation center, attendance



Current State of Higher Education Mobile Credentials...7 Years Later

2018

- Apple announces NFC access for student credentials at WWD conference.
- Transact was the first solution provider in the world to partner with Apple to deliver mobile credentials in Higher Education.
- Higher Education was the first, and only vertical, with access to the wallet.
- Apple requires 100% use case adoption.
- Transact launches 1st four Transact Mobile Credential sites; Duke, Alabama, OU, and Santa Clara.

2025

- Other solution providers have launched NFC mobile credential offerings; Allegion, HID, + more. and other vendors now resell those solutions, including T+C.
- Mobile credential offering now expanded to other verticals; BNI, Healthcare, SLG, Fed Gov, etc.
- Apple allows greater access to the technology to third parties for development.
- Some use case phasing now allowed with proper planning.
- T+C have now launched 132 campuses, with 2.6M+ credentials provisioned and \$745M+ in financial transactions processed.

Current State of the Mobile Credential...some things stay the same.

- The HE vertical continues to be the global leader in NFC mobile credential adoption.
- The student voice and demand for a best-in-class student experience continues to be the driving force in campuses adopting and deploying an NFC mobile credential for their students, faculty, and staff.
- The need for a seamless campus ecosystem to ensure 100% use case adoption. whether leveraging a partner ecosystem, such as Transact+CBORD, or the campus owning the credential, thus owning the scope of building out that ecosystem.
- The barriers and obstacles campus teams faced in 2018 as they began the journey to deploying an NFC mobile credential for their campus remain; hardware lifts, lack of stake holder alignment, fragmented and broken industry deployment processes, and vendors lacking proper guidance to aid campuses in navigating the significant effort that is required to bring it all together.

Bring it Home!



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Benefits of Campus Security and One Card Convergence

- Tighter campus collaboration and shared vision for strategic initiatives.
- Access to greater levels of data than ever before, through integrated and unified solutions. *Transact + CBORD insights* offering and examples.
- A greater level of detail can be found in that data during investigations; you can now see beyond doors opened and cameras.
- Identifying efficiencies with processes and workflows with additional awareness and access to data and tools other campus teams are leveraging.
- Access to expanded sources of funding for capital projects and improvements. Departments can share budgets to fund collaborative projects and campus initiatives.
- A greater level of executive sponsorship and support when presented with the needs and strategic initiatives, from a tighter aligned teams.
- Easing the procurement process by leveraging already negotiated purchasing contracts and procurement vehicles being leverage by other teams on campus currently, and in many cases eliminating the need for the complicated and time-consuming RFP process.
- Ensuring campus standards are outlined, followed, as well as future proofing your campus technology.

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Questions



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Thank You!

