

SELECTION CRITERIA

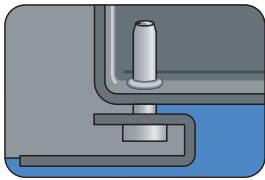
Frequently asked questions



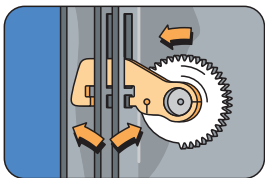
Q: How do I choose the right safe?

A: With the vast selection of in-room safes on the market today, it may be difficult to determine which will best enhance your property's security and reputation. Adding to the confusion is the uncanny similarity between many safe brands and models. Because it is a purchase that lies somewhere between guestroom amenity and security necessity, many misconceptions have developed about the benefits and features provided by in-room safes. In order to clear up some common myths, we have provided answers to the questions most often asked by our diverse hotel clients.

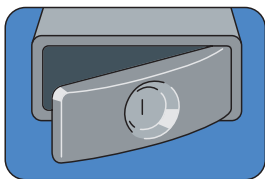
ON PHYSICAL SECURITY



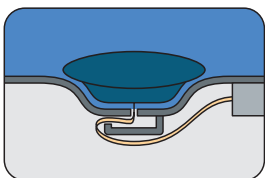
SOLID STEEL BOLT HINGES



REVOLUTIONARY LOCKING SYSTEM



ONE-PIECE COLD-PRESSED STEEL DOOR



ANT-TAMPER LABYRINTHS

Q: Why do I need anything more than a steel box with a simple locking device?

A: It is commonly thought that a hotel thief only takes what is lying around the room and will not take the time to break into a locked safe. This is simply not true. Most safes are easily broken into and thieves know that is where the most valuable items are. Some even make it their business to know each brand of safe and exactly where their weaknesses lie. That is why Elsafe has incorporated revolutionary security features, such as a proprietary interlocking deadbolt mechanism, anti-tamper labyrinths, extended solid steel bolt hinges, and a one-piece cold-pressed steel door that is over 70% stronger than sheet steel. A recessed back and arc-welded construction make Elsafe the most secure in-room safe on the market today.

Q: Why is an interlocking deadbolt mechanism important?

A: In a traditional locking system, the bolt simply slides behind the frame and it easily pried open by bending the frame outward. With Elsafe's ILDM, the door is fastened securely to the frame with a steel hook that prevents bending. Although some safes use multiple deadbolts, they are typically fastened to the same inside panel. This is a false sense of security, because, when that panel bends, all the deadbolts will be loosened at once, whether it is one or four!

Q: How do anti-tamper labyrinths prevent tampering

A: A thief sees any hole in the door as a weak point to attack. By adding labyrinths to any holes necessary for electronic cables, etc, any attempt to enter the safe through those holes is prevented.

Q: Why is UL-approval a good test of an in-room safe?

A: The UL testing laboratory is a neutral testing facility that subjects safes to the most rigorous break-in test in the industry. Recently, Elsafe became the first safe manufacturer to achieve a UL 1037 listing on the Infinity™ Collection safe body that is now becoming the standard for our entire line.

ON FLASH-RAM

Q: Do I lose data or programming information when the battery fails?

A: Not with an Elsafe. Unlike many other safe models, Elsafes store all vital data in non-volatile flash-RAM memory. So even if your batteries fail, your security and programming data, as well as a 100-event audit trail are retained. Even more importantly, the flash-RAM feature eliminates the possibility of manipulating the audit trail by deliberately removing power.

ON SAFE-LINK

Q: Isn't programming and maintenance of an in-room safe time-consuming and difficult?

A: It can be, with key safes and some other models that require special equipment or procedures to override the electronics. With Elsafe's Windows®-based SafeLink unit, however, operating and maintaining your safes is both simple and efficient. This convenient, handheld PDA unit uses touchscreen technology to easily program safe features, as well as to open a safe in case a guest forgets their code or checks out with the safe locked. With multi-level password protection, the SafeLink also prevents unauthorized use and allows a property manager to easily add and delete users.



ON AUDIT-TRAIL

Q: Why is the design of a safe important when it will probably end up inside the closet?

A: Knowing the exact time that a safe was opened and the identity of the user can be a valuable tool in the event a guest claims that something was stolen. Elsafe provides the industry's most complete and detailed audit trail reporting solution. With our handheld Windows®-based SafeLink unit and a portable infra-red printer, a detailed report of the last 100 safe events can be printed out in the guestroom with the guest present to prevent claims of tampering. Since the SafeLink identifies all authorized users by name, you can even find out who serviced the safe, at what time, and which operations were performed. This can protect your property's reputation, as well as your guests' valuables.

ON BATTERY LIFE

Q: What difference do batteries make?

A: Although batteries may seem insignificant, they can cost your property thousands of dollars each year in replacement costs, plus the labor cost for your staff to constantly maintain them. Elsafes are designed with an automatic "sleep mode" feature that greatly reduces drain on the safe's batteries and extends their life for up to 2 years. The AA-cell alkaline batteries are dependable, inexpensive to replace and easily accessible through a rear door panel.



ON DESIGN

Q: Why is the design of a safe important when it will probably end up inside the closet?

A: It has been proven that more guests use the in-room safe when it is visually appealing and placed in a visible location. A well-designed safe incorporates solid construction features, such as recessed doors, rounded corners and an arc-welded steel body, that enhance both aesthetics and security. Elsafe provides the industry's most attractive selection of in-room safes, that are also the most secure.

ON TECHNOLOGY

Q: Isn't buying electronic safes a risky investment when technology is changing so rapidly?

A: Elsafes are designed with this in mind, allowing for easy upgradability as new features are required or advanced technology becomes available. Our proprietary modular concept allows you to choose features that meet your current needs, with the flexibility to upgrade at a later date without reinstalling the safe itself.

ON PRICE

Q: But isn't Elsafe expensive?

A: You'd be surprised. As the world's most popular in-room safe, Elsafe is able to streamline production and buy high quality materials in large quantities. These cost saving techniques are reflected in our end-user pricing. It is not our goal to be the cheapest safe on the market. However, with superior security and service, worldwide distribution and industry-leading guarantees, Elsafe provides the ultimate in value.



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