



## SWING-DOOR SAFETY SENSORS: REDUCING INSTALLATION & SETUP TIME

When selecting swing-door safety sensors for an automatic swing door, important factors such as form, function, application, and cost should all be considered to determine the appropriate solution. Although sales price is a significant factor in choosing a solution, breaking down profitability factors over the lifetime of a sensing system brings more clarity to the value of the correct swing-door safety sensor choice.

Installation time (mounting and programming), sensor sustainability (frequency of call-backs) and inventory efficiency are the leading factors when evaluating the profitability of a swing-door safety sensor. This white paper attempts to quantify the benefits of the **LZR®-FLATSCAN SW** safety sensor by focusing on installation time for a swing-door safety sensor. This aspect is paramount to improving job profitability and ensuring customer satisfaction.

### UNDERSTANDING INSTALLATION & PROGRAMMING

First, let's define what is meant by installation time regarding "installation" and "programming." Installation encompasses physically mounting and wiring the sensor to the door operator. This includes the use of tools for cutting, securing, and aligning. Next, "programming" refers to the activities performed to adjust a sensor, such as configuring settings via remote control or LCD screen and configuring DIP switches.

As we all know, there is a cost associated with the installation and programming time of any swing-door safety sensor system. Complex installation and setup procedures increase the potential for human error which lead to more frequent call-backs to the job site, thus negatively impacting overall profitability. A well-engineered and user-friendly sensor can drastically reduce the time it takes to complete the installation and increases the likelihood that the sensor is set up properly according to code. These two factors lead to increased profitability and improve technician accuracy over the lifetime of the sensors.

BEA's **LZR-FLATSCAN SW** is an ideal example of how simple features can reduce overall installation time and limit call-backs to the job site. Let's explain further on this concept below.



#### LZR-FLATSCAN SW

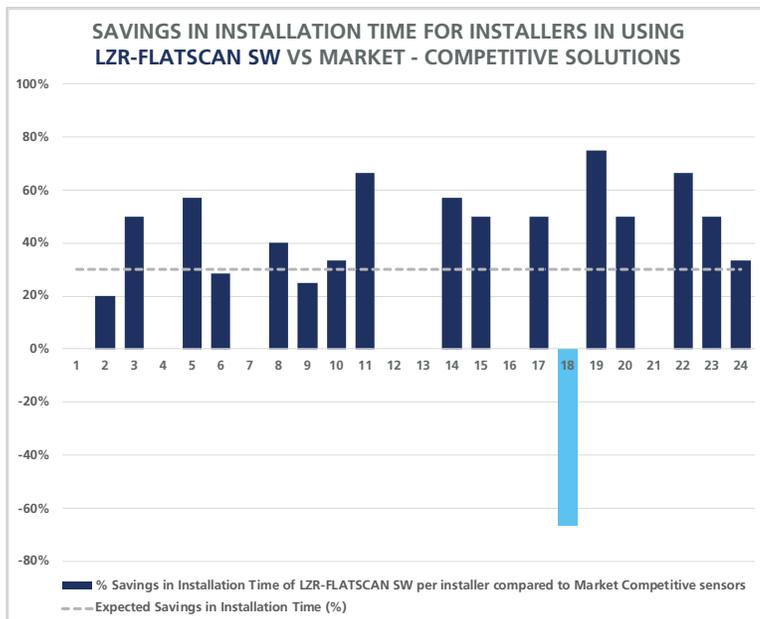
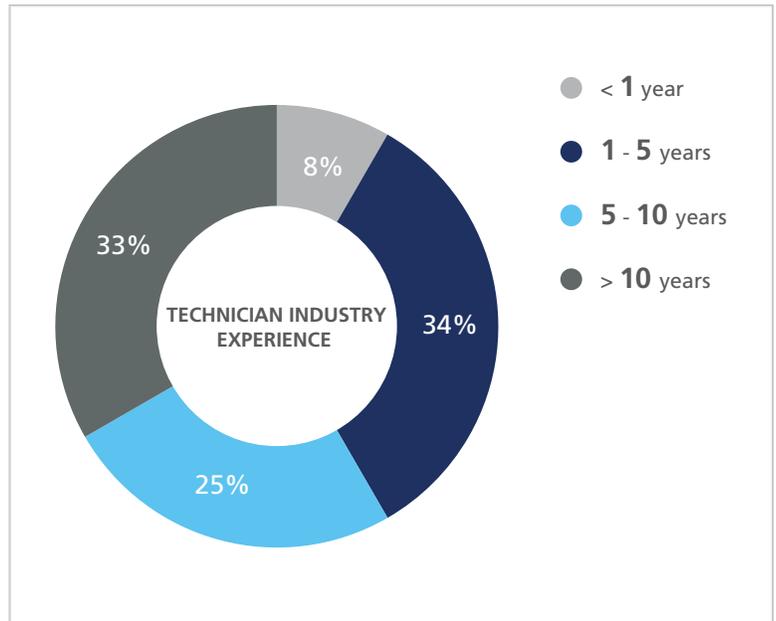
- **Hub-less connection** allows for faster overall installation by enabling sensors to wire directly to the door control for seamless communication
- **Hand Gesture Setup** provides easy door width programming reduces configuration time
- **Four-DIP-Switch Configurations** allowing for application configurations and environments

# ANALYZING INSTALLATION & PROGRAMMING

BEA's superior automatic swing-door safety sensor has quickly gained a reputation and BEA has the survey to prove it...

BEA surveyed automatic door installation/service technicians regarding their experience installing safety sensors on full energy, automatic swing doors. The surveyed technicians range in industry experience as shown in the figure to the right.

In the survey, BEA asked about installation and programming time of various swing-door safety sensors on the market. According to the technicians' responses, of their total installations, 41% have been **LZR-FLATSCAN SW** and 59% have been other market-competitive sensors\*.



This figure to the left illustrates the responses of the 24 technicians plotted on the X axis with reduction in installation time represented as a percentage on the Y axis.

Taking a look at the technician responses, BEA concluded that 2/3 of the survey respondents saw an installation time improvement overall, and the **LZR-FLATSCAN SW** reduced installation time by a median of 30% (represented by the gray dotted line) compared to market-competitive sensors.

The technical know-how behind installing a sensor system can influence the success of the initial installation, as well as future service calls. By simplifying the components for installation and programming, BEA's **LZR-FLATSCAN SW** reduces the time on site, leading to immediate and long-term profitability. Shorter installation time and less frequent service calls reduce the ongoing cost associated with the swing door.

\*BEA or otherwise