

## Frequently Asked Questions: PAPER RFID Key Cards

- **What are the environmental benefits of shifting toward a PAPER RFID Card vs. plastic?**
  - From an independent Environmental Impact Comparison analysis, it has been concluded that **our** PAPER rfid cards use (vs. plastic):
    - 35% less energy
    - 68% less Green House Gases
    - 87% less water
  - Our paper-based RFID hotel key cards will not last centuries in the landfills.
- **How long will the paper RFID Key Cards last?**
  - We are receiving reports from our hotel customers the cards are lasting anywhere from equal to the typical life of a plastic card to 20% less than then the typical life of a plastic card. Functionally they continue to perform equal to plastic and the wear is virtually all cosmetic.
- **How do the paper RFID Key Cards perform when exposed to water?**
  - We have “fully emerged” the cards for up to 24 hours in water and the cards functionally perform within locking systems. After several hours in water the paper substrate does start to show signs of exposure but the inlays work as intended.
- **What are the costs of the paper RFID Key Cards?**
  - From our market intelligence gathering we conclude our pricing is in the ‘sweet spot’ of the plastic card rfid pricing. In many cases our paper pricing is lower than what customers are currently paying for plastic.
  - The environmental and brand benefit of shifting to paper is SIGNIFICANT!
- **What is a typical lead-time for the paper RFID Key Cards?**
  - For “new art”, normal lead-times are approximately 3 weeks.
  - Depending on the arrangement, re-orders may be in stock and shipped same day.
- **What are examples of the methods current customers are using to transition to paper RFID Key Cards?**
  - Some use a “paper or plastic” question to their customers when they check in (allow they consumer to decide)
  - Some are putting 1 paper and 1 plastic in an envelope. (this way they are realizing ½ of the benefits to start with and mitigating some of the perceived risk)
  - All current customers plan to make a full transition to paper after a brief validation period.
  - Due to Covid-19 concerns, some properties are moving toward a single use card model.
- **What is Meyers’ historical experience in working with paper RFID Cards?**
  - Meyers has been manufacturing paper-based cards and rfid products for decades for some of the largest companies in the world.
  - Our technical experience and explementary customer service are differentiators in this space.

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**Collaboration. Excellence. Possibilities.**