

Why Sell the HID® FARGO® DTC1500?

HID Channel Partners that sell the HID FARGO DTC1500 can compete with confidence, gain market differentiation and maximize profitability.

Here's how:



1

COMPETE WITH CONFIDENCE

With something for everyone, the DTC1500 may help you win that next bid:

- Standard bids — Feature-rich yet cost-effective, the DTC1500 will appeal to many
- Green-initiative bids — Energy-efficiency and rewrite card support will prove attractive
- Government bids — AES encryption and password protection provide a competitive edge



2

GAIN MARKET DIFFERENTIATION

Unique attributes that set you apart from your competitors include:

- Built-in security features like watermark, resin scramble and encryption
- Low-cost, high-capacity consumables for a lower cost-per-card
- Designed for energy efficiency / support for eco-friendly (ECO) refill ribbons



3

MAXIMIZE PROFITABILITY

The DTC1500 creates upsell opportunities for:

- Price-sensitive customers that require more features than lower-end models
- Emerging market opportunities where lower cost-per-card is paramount
- Limited-budget projects that require additional security



hidglobal.com

© 2024 HID Global Corporation/ASSA ABLOY AB. All rights reserved.
2024-11-20-si-partner-why-sell-dct1500-ig-en PLT-06100

Part of ASSA ABLOY