

Customer Value Propositions for Remote Video Solutions



The next leap forward in buying security



Security officers are where a lot of customers' budgets get eaten up, whether in frequent patrols, stationary officers who must constantly watch video feeds, or dispatches for false alarms. Remote video solutions gives customers much more for every dollar by using smart technology to optimize security officers' time. With these innovative service packages, customers get security that adds new capabilities, performs faster and costs less.

Key remote video solutions value propositions for our customers

- Access to state-of-the-art technology that creates tighter, more efficient security and assists in business decisions
- No major upfront investment: it is a total security solution at a fixed cost
- Pro-active security that deters intruders before incidents occur, thus avoiding costs in property damage and work stoppages
- 24/7 surveillance at a low cost as video analytics automatically trigger alert when pre-defined situations arise
- Simplified follow-up to incidents as cameras provide documentation for legal/insurance proceedings
- Flexible contracts give customer greater control to adapt to changing situation
- Video verification results in drastically reduced false alarms and fewer call-outs
- Open platform allows integration of existing security system
- One partner/SPOC for a complete security solution