

KANTECH

Managed Access Control

Outsource. Outmanage. Outperform.



KANTECH

A Tyco International Company

Innovative Technology with
Seamless Integration

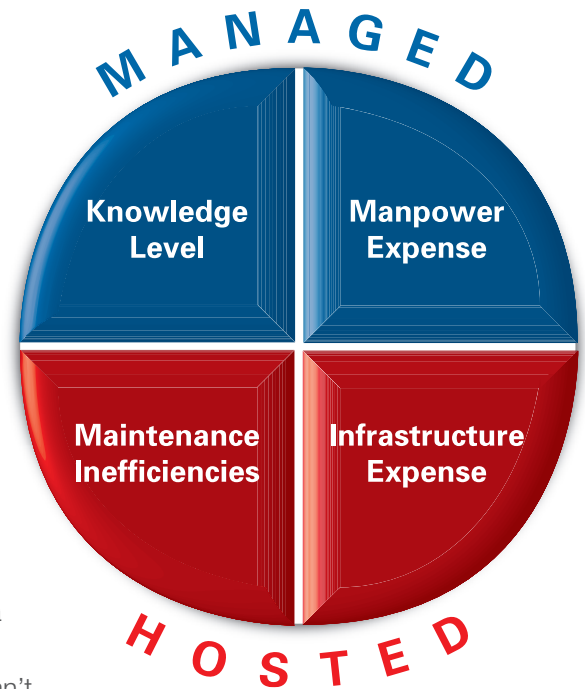
The Shift in Security

Managed Access Control represents a new philosophy in protecting people and property. It is a response to the growing realization among business owners that the best way to manage access control is to outsource it, just as they have done with their IT, payroll and legal responsibilities. As the marketplace embraces this concept, savvy Managed Service Providers (MSP) need to embrace this opportunity in order to profitably grow their business.

Top 4 Hurdles a Business Owner Faces Implementing Security Solutions:

Business owners have long endured the hurdles of managing their access control systems:

- 1. Limited Knowledge of Access Control Systems.** It requires significant time and effort to continually train and support existing and new users on an access control system.
- 2. Maintenance Inefficiencies.** A customer's lack of knowledge can lead to a bloated database and security breaches. Not following best practices results in the system not operating at peak efficiency.
- 3. Infrastructure Expense.** Computing and network equipment can be expensive. An end user can face significant ongoing expenditures such as hardware, networking equipment, operating systems and other resources required to maintain a functional security solution.
- 4. Manpower Expense.** In today's economy, many customers can't afford to hire a separate person to run the security system. Many times they simply ask a current employee to take it on as a "part-time" duty.



Kantech's Solution

Kantech Managed Access Control solution enables MSPs to address these four major hurdles and to profitably grow their business through Recurring Monthly Revenue (RMR).

- 1. No Access Control "Know-How" Required.** MSPs know and understand security and can provide that expertise to their customers. This saves the customer an extensive investment in ongoing training and staffing costs.
- 2. A System That Works Right Because It's Managed Right.** The entire security system is professionally and properly maintained by Kantech-trained MSPs on behalf of the customer. This includes ongoing scheduled backups, full redundancy and data security.
- 3. Improved Infrastructure.** Managed Access Control enables MSPs to virtually eliminate end users' network and computing infrastructure capital costs and ongoing operational expenses such as database/operating system upgrades, hardware replacement, anti-virus software and networking equipment.
- 4. Eliminating Unnecessary Headcount Expenditure.** Managed Access Control significantly reduces the need for dedicated customer staff to administer the system. This makes access control more affordable.

Most importantly, customers enjoy the peace of mind that comes with knowing that their security services are being professionally managed. Kantech's Managed Access Control solution enables MSPs to address these hurdles efficiently, cost-effectively and securely, which helps to profitably grow their business.

The Solution

Full Spectrum of Services

Hosted

Hybrid

Managed



Kantech Managed Access Control enables MSPs to offer customers the full spectrum of Managed and Hosted access control services. Customers get the solution that's just right for their specific business needs. This level of innovation translates into significant advantages in flexibility and scalability, while reducing the infrastructure and training costs compared with traditional systems.

A **Hosted solution** empowers end users to remotely control their own security management tasks in real-time over the web using standard web browsers. The solution can scale from 2-doors to Enterprise level offering low-cost of service to a large community of users. As a web-based, hosted service, updates to the platform are made transparently to the end user, and without any intervention or service disruption.

In a **Managed solution**, all security needs are provided by the MSP. No investment in headcount is required by the customer since all system tasks and maintenance are performed by the MSP. The MSP is frequently in touch with their customer to accommodate all their security requirements. It is the closest thing to **worry-free security** for the customer.

Kantech's solution enables MSPs to provide customizable service offerings that could be a hybrid of both Hosted and Managed access control. A **Hybrid access control solution** can be tailored to those end users who want to be hands-on with managing the system, but cannot manage the entire system on their own.

About Kantech's Technology:

Kantech Managed Access Control is the result of extensive experience and research in the trends of access control and managed services. Our technologies offer the following:

- Customized and automated reporting by account. A powerful and integrated reporting engine that can produce reports from any functional area of the system in real-time.
- Email event notification. Monitors events by user and account, and sends email alerts automatically in real-time.
- 128-bit AES Encryption. A powerful combination of security and performance.
- SSL encryption. Utilized for secure communication between client and the MSPs Server(s). This allows for mutual authentication, the use of digital signatures for integrity, and encryption for privacy.
- "Plug and play" connectivity. An industry first, enables the hardware to instantly connect to the MSPs Server(s) using standard internet protocols. This unique feature saves labor, on-site programming and IT costs for both the MSP and the client.

A Proactive Approach to Security

Traditionally, MSP's provided security to customers in a reactive way. In this "break/fix" model, the customer waits until something breaks down and then calls the Dealer/Integrator in a panic. This model just doesn't work anymore. The disruptions, downtime, loss of productivity, and expense – not to mention the anxiety and headaches – are uneconomical, especially in today's business environment.

How Kantech Benefits The MSP:

Kantech's Managed Access Control solution is a superior model. It's a proactive and comprehensive approach to managing a customer's security requirements. In an increasingly commoditized business environment, Managed Access Control empowers MSPs to migrate to a service based model with great growth potential. Becoming an MSP with Kantech's Managed Access Control provides the MSP with a competitive edge through sound business strategies.

- **Establish RMR.** MSPs are able to apply their core competencies in an attractive market segment to achieve recurring monthly revenue and migrate away from the break-fix business model.
- **Increase Customer Loyalty.** Focusing on anticipating customer needs will result in a higher degree of customer loyalty. This entrenched loyalty will help the MSP to identify and to leverage other sales opportunities. This loyalty also insulates against potential competitors and market entrants.
- **Scale for the Future.** Kantech's highly flexible, scalable and customizable solution grows with the MSPs business. This same architecture enables traditional customers to migrate to a Hosted or Managed access control solution. Support from 2 doors to enterprise scale. It's ideal for Property Managers, Education (K-12, College & University Campuses), Gated Communities, Multi-Site Companies, Retail, and many more.
- **Unrivalled Support Structure.** Kantech offers a combination of people, processes, and technologies to support the ongoing efforts of MSP Partners. Kantech's MSP Partner Program is proven to Accelerate Customer Acquisition, and Increase Sales, while Reducing Costs. The Partner Program improves MSPs profitability, increases cash flow, wins business based on value and increases customer retention, while lowering support costs and improving their client's security experience. The Program offers pricing models that correspond with the unique requirements of MSPs, and includes the ability to scale to meet the needs of even the world's largest environments.

Kantech's Managed Access Control enables MSPs to be proactive and demonstrate value in the services by proactively anticipating and responding to customer needs quickly and efficiently. Contact us today to find out how a managed services approach to access control can dramatically improve business profitability today and tomorrow.

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