

Increasing the Value of Your Security Solution Offerings

Presented by

Pacom Systems

Glen De Young

Regional Manager

Pacom Sales & Support Team



Greg
Keele



Dale
Gigandet



Glen
De Young



Andrew
Minnikin



Pacom Systems

Why is Pacom Systems here today?

To share a solution to you to help increase the value of your company's central station and security offerings by offering to your customers

Remote Managed Access Control Solutions

In other words, help you make more money!

- More Installation Revenue
- More Recurring Monthly Revenue

Why Should My Company Do This?

- Ability to offer another service to customers that follows the dealer business model.
- Large opportunity for both **existing** and new customers
- Approximately 85% of commercial alarm monitoring customers do not currently have electronic access control
- Substantial incremental revenue by selling access control devices, providing installation and recurring support services.
- Reduction of false alarms
- A competitive edge when competing for new contracts
 - **A proposal with cost-effective, fully featured access control instantly has more value than one that does not!**

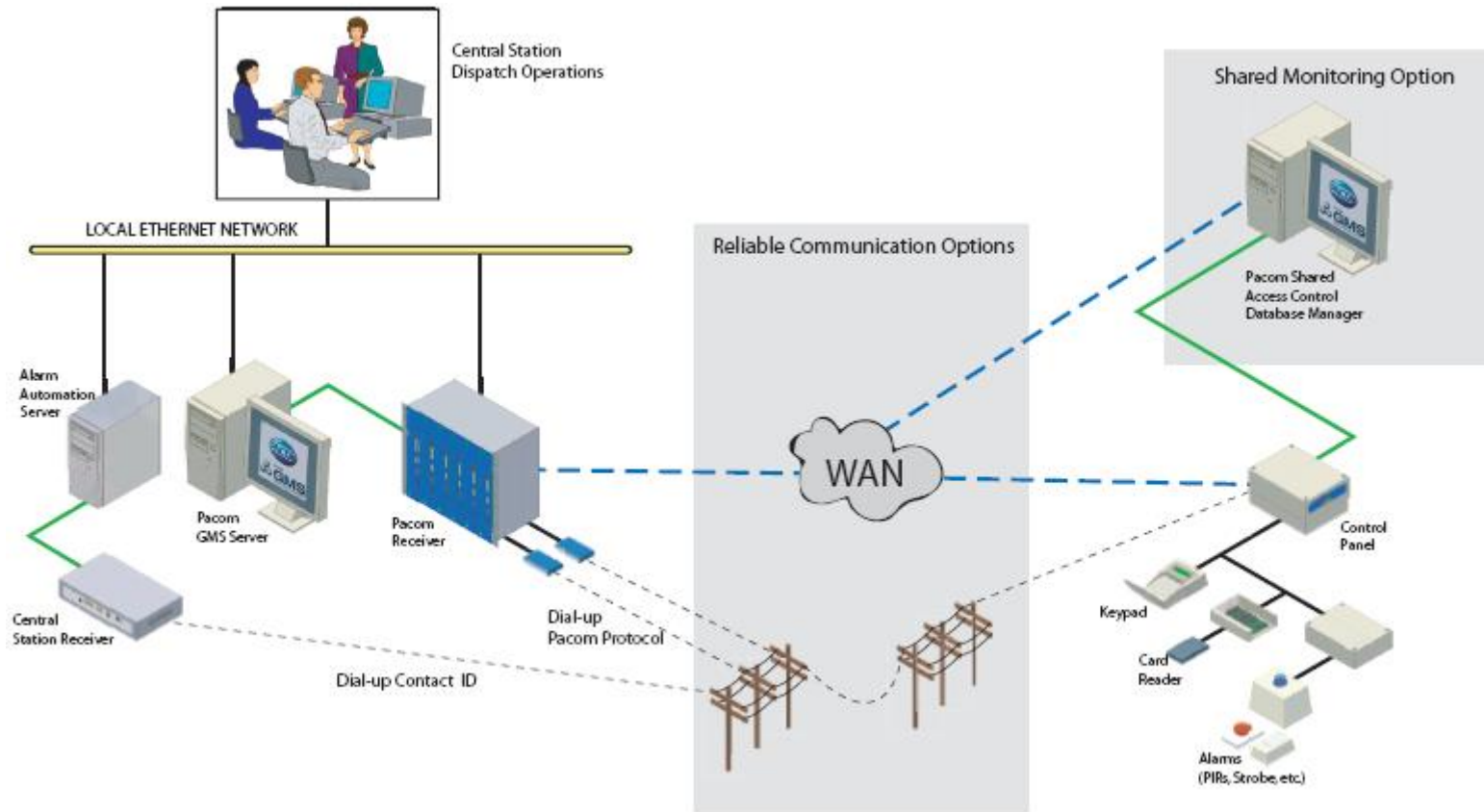
Why Should My Company Do This?

- Nice Profit Margins
- A big market
- Additional Related Sales using CCTV

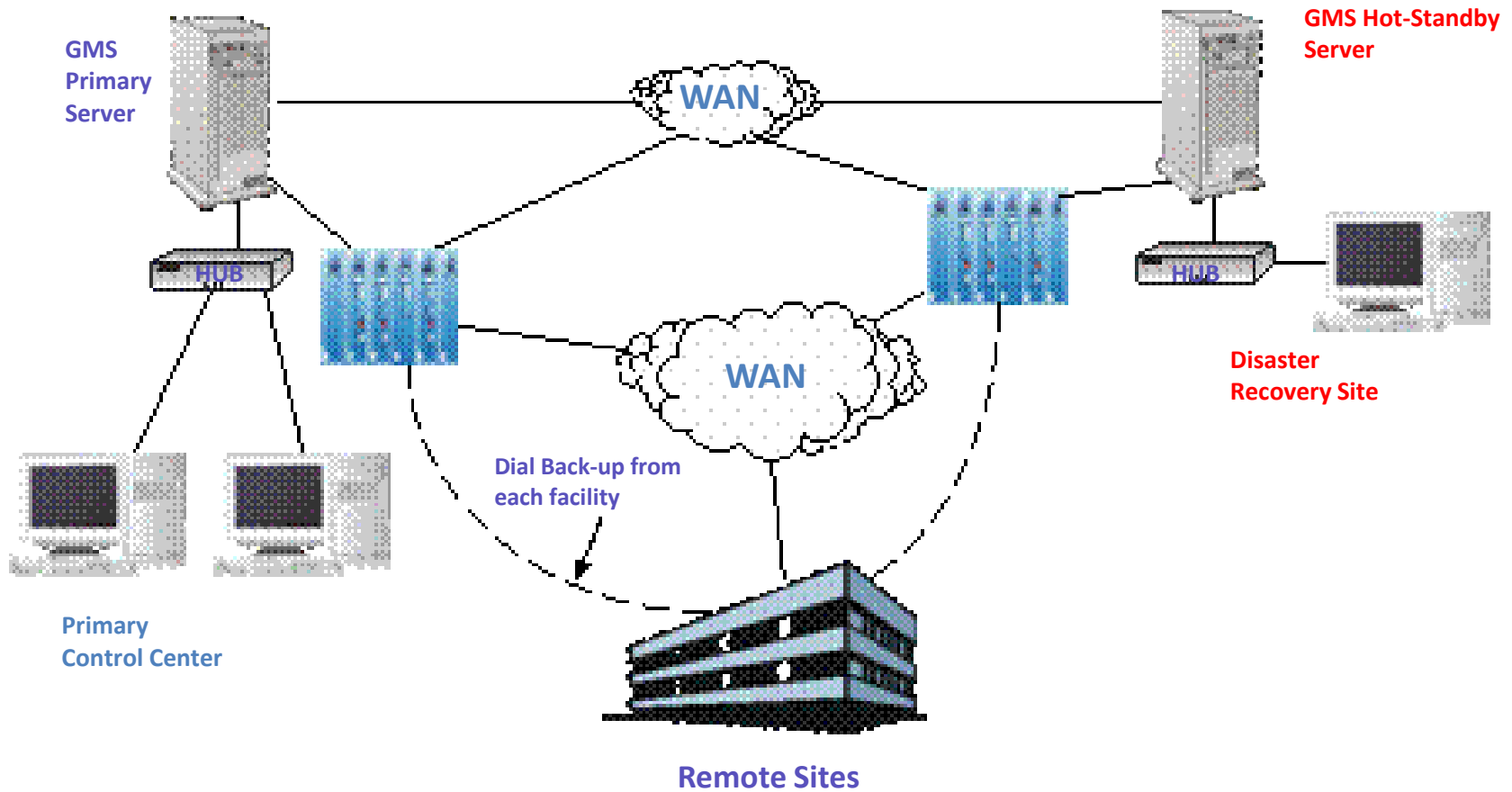
Why Should My Company Do This?

**Who are your Prospective Customers for Central Station
Managed Access Control**

Here's how it works:



The Pacom Access Control Redundancy System:



The Need and Demand for Security has Changed

Today's security customer is looking for more than just an alarm system.

... and a system that can solve many of their concerns about business operations and employee safety in the workplace.

-It is just not about the outside intruder anymore

The customer desires a single system for all of their security needs, both today and tomorrow.

Who is Pacom Systems?

- **Established 1983, First N. American Install 1986**
- **Original Concept: Network Interface Solutions to Third-Party Bank Alarm Panels**
- **1985-2001: OEM Business Partner with Mosler**
- **2003 – Began Development of Value Added Reseller Network (now 34 Independent Resellers with operating locations in 75 markets)**
- **2004 –Awarded Frost & Sullivan “Entrepreneurial Company Award as apart of the 2004 World Access Control Market Survey**
- **End Users - Over 50,000 installations world-wide since**

Q. Why Pacom Systems?

A. A Truly Unique Solution

Pacom Systems offers a unique set of solutions from our collection of **hybrid** security control panels that provide both alarm monitoring and access control.

A single control panel that can:

- provide central station alarms via your existing digital receiver and SIMS alarm automation system
- provide remote managed access control services

Our customer is you! We sell exclusively to resellers, not through distribution.

Why Pacom Systems?

Pacom is The Best Kept Secret in the Security and Alarm Integration Industry

Reliability, Versatility, Scalability, Ease of Use and Cost Effectiveness

No one can match the overall system redundancy, functionality and reliability that Pacom builds into each of its control panels and systems.

Why consider using Pacom to do this?

Unmatched flexibility for systems of all sizes.

- The Pacom panels support 8, 16 or 64 doors of access control with central station alarm signaling for up to 256 inputs and up to 32 alarm partitioned areas.
- From a single product line, you can offer your customers and prospective clients choice of:
 - remote managed access control
 - proprietary managed access control,
 - either one with central station alarm monitoring.

Integrated Systems provide Installation Cost Savings and “Win” More Opportunities

- Reduces installation and monitoring costs by consolidating alarm and access control into a **single control panel**.
- Alarm and access field devices connect to a common buss communications buss resulting in installation savings.
- **Increased monitoring revenue** opportunities through expanded service offerings; higher than average RMR per customer opportunity
- **Substantial installation cost savings options** with High-level wireless mature 3rd-party products offer additional flexibility to generate

Installation Cost Savings

Integrated Solutions – Wireless System Options

IR WyreLess Access

- Access Control
Cardreaders/Interfaces



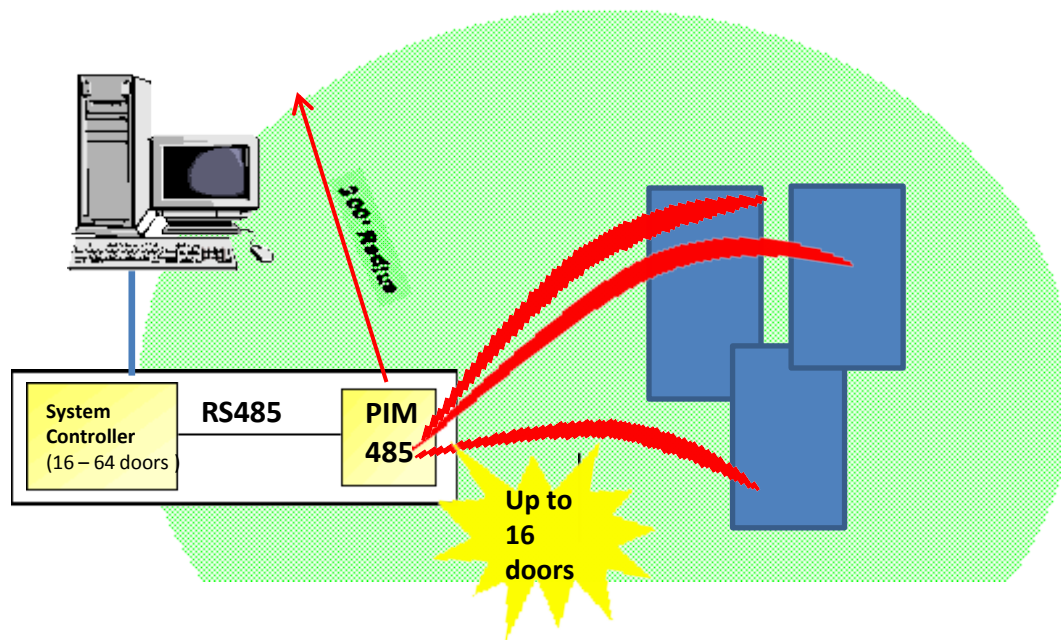
Inovonics Wireless

- Intrusion/Duress
Alarm Input Devices

Installation Cost Savings

Integrated Solutions – Wireless System Options

IR WyreLess Access – Access Control Cardreaders/Interfaces



Installation Cost Savings

Inovonics Wireless – Intrusion/Duress Alarm Input Devices

Features:

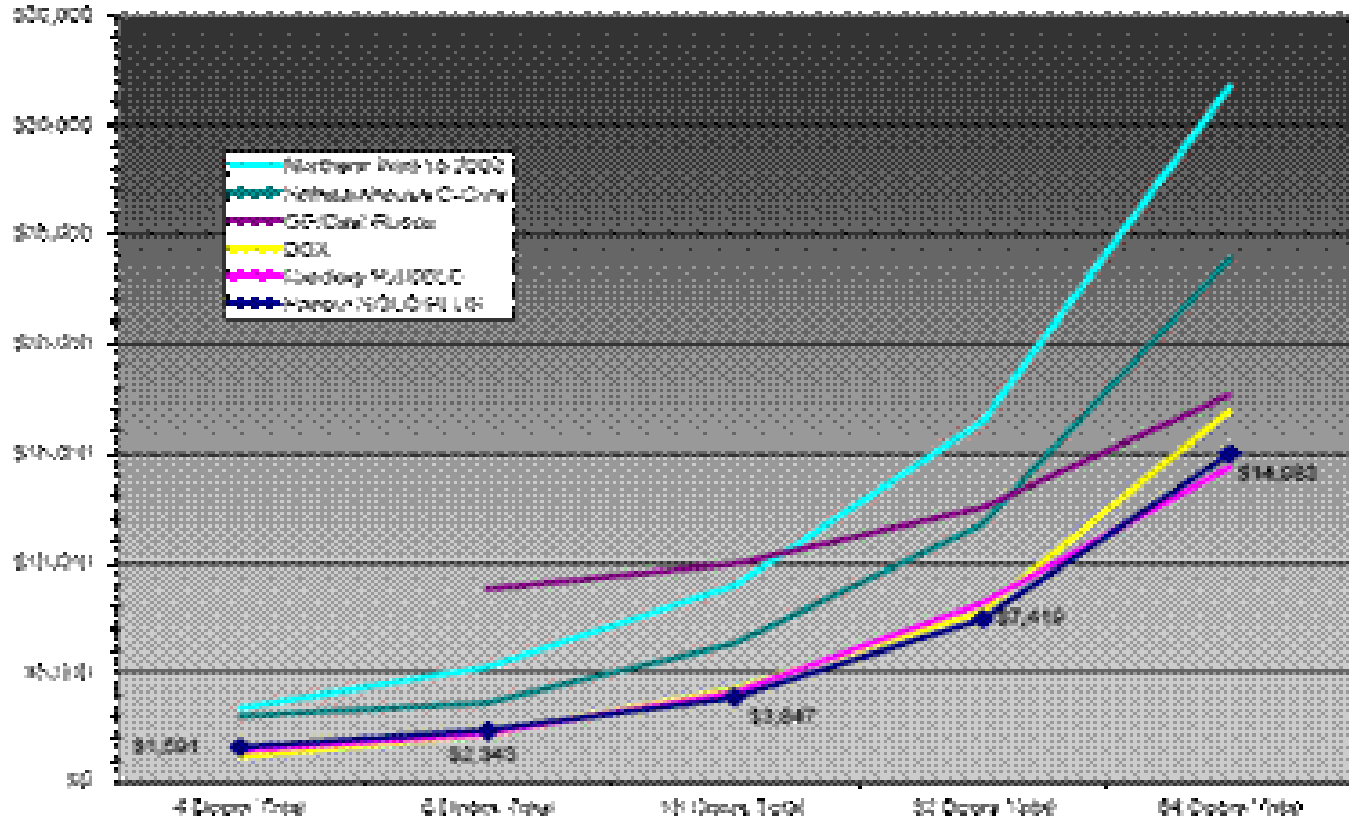
- Wireless integration & alarm management
- RS232/RS485 communication with Pacom field controllers
- Support for Inovonics FA 400 receivers and transmitters
- Support for up to 256 transmitters per field controller
- Intelligent redundancy ensures that critical alarms from a transmitter can be received by multiple FA400 receivers at a site but only reported once to the GMS

Installation Cost Savings

Covert Duress Signaling and Remote Door Release is available from PC's on the customers network using the Pacom system's **RTUSignal** feature option providing installation savings and added system value and flexibility

- User-friendly
- Simple to install and configure
- Encrypted alarm data
- Operates on all versions of Windows
- Configurable alarm hot-keys
(Ctrl, Alt, any number, any letter)
- Runs discreetly in the Windows system tray

Controller Pricing Comparison



This competitive pricing graph only reflects hardware and software to deliver the number of doors for the access control system and does not reflect competitors costs for the communicator for 3rd party central station alarm monitoring is already built into the Phoenix Systems control panels.

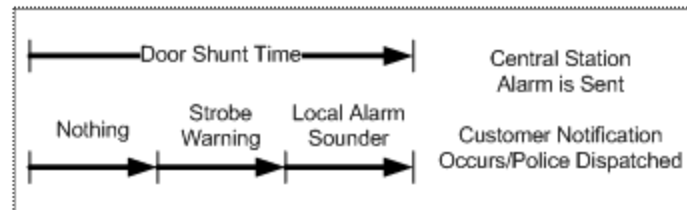
Why your customer will buy this solution

A Pacom Systems remote managed access control solution operated by your company can satisfy the typical requirements of most access control systems for far less initial cost and in many ways with higher effectiveness and greater security.

- Site costs are reduced by elimination of required on-site software and PC hardware which saves and reduces personnel costs for system operation and management.
- Provides 24/7 access and availability to the system for changes to access privileges without needing to go to the protected premises.

Why your customer will buy this solution

Enhances supervision of access door operation ensuring that the system operates as intended; can provide real-time local and remote notification of when doors are forced or propped open during normal business operations.



**Ability to
Provide & Demonstrate Value**

Why your customer will buy this solution

Integrated alarm and access allows the option of arming/disarming functionality through panel software without added installation efforts. Automatic timed and event activated arming of the system is also available.

Keypads are available with Card Reader Interface (CRI) built-in or Integrated HID or HID iClass SmartCard Readers

Why your customer will buy this solution

Provides for off-site management and supervision of

- **access card database**
- **access privilege management**
- **report generation**

allowing data to be sent to customer management
without on-site interaction.

Why your customer will buy this solution

Increases:

- Security
- Confidentiality of all access records
- Ensures that the system will remain configured for operation as intended

All things customer upper management wants!

Pacom Sales & Support Team



Greg
Keele



Glen
De Young



Dale
Gigandet



Andrew
Minnikin

Glen: 941-685-2768
Greg: 941-685-2824
Dale: 941-685-2802

glend@pacom.com
gregk@pacom.com
daleg@pacom.com

**Request for Action:
Contact us to further discuss
Remote Managed Access Control**

Company Name _____

Location: City _____ State/Province _____

Contact Name _____

Position _____

Contact Phone _____ Email _____

Return to Pacom table (or fax to 941-379-0218)