hosted
managed

hattrix

For the Managed Service Provider

KANTECH
From Tyco Security Products

No matter what industry, every company is looking for ways to optimize business processes to gain a competitive edge.

One increasingly popular way to ensure strict business focus is to outsource tasks that are not core to the business, such as security.

Outsourcing the management of physical security systems such as access control and video monitoring has become a very attractive option for many businesses. A managed security providers (MSP) offers an extremely important value proposition: helps business owners reduce capital and operating expenses by eliminating the need to hire and train specialized staff or purchase dedicated equipment.

As more and more businesses embrace this concept, a savvy MSP can leverage the opportunity to profitably grow recurring monthly revenue (RMR).

Security Management Pain Points

• Limited Knowledge of Access Control
It takes a lot of time and effort to continually train and support existing and new users. Lack of proper training can adversely effect the performance and stability of the system.

• Manpower Expense
Many customers can't afford to hire a dedicated person to run the security system. Asking current employees to take it on as a "part-time" job increases the possibility of maintenance inefficiencies and security breaches.

• Maintenance Inefficiencies
Inexperience and lack of knowledge can lead to a bloated database and security breaches. Not following best practices can result in the system not working at peak efficiency.

• Infrastructure Expense
Infrastructure can be expensive. In addition to the cost of controllers, readers and associated equipment, there is also a cost for PCs, software and OS updates and IT involvement.

Depending on the customer's degree of need in these four areas you can determine if they are better suited for a hosted or managed use of hattrix.
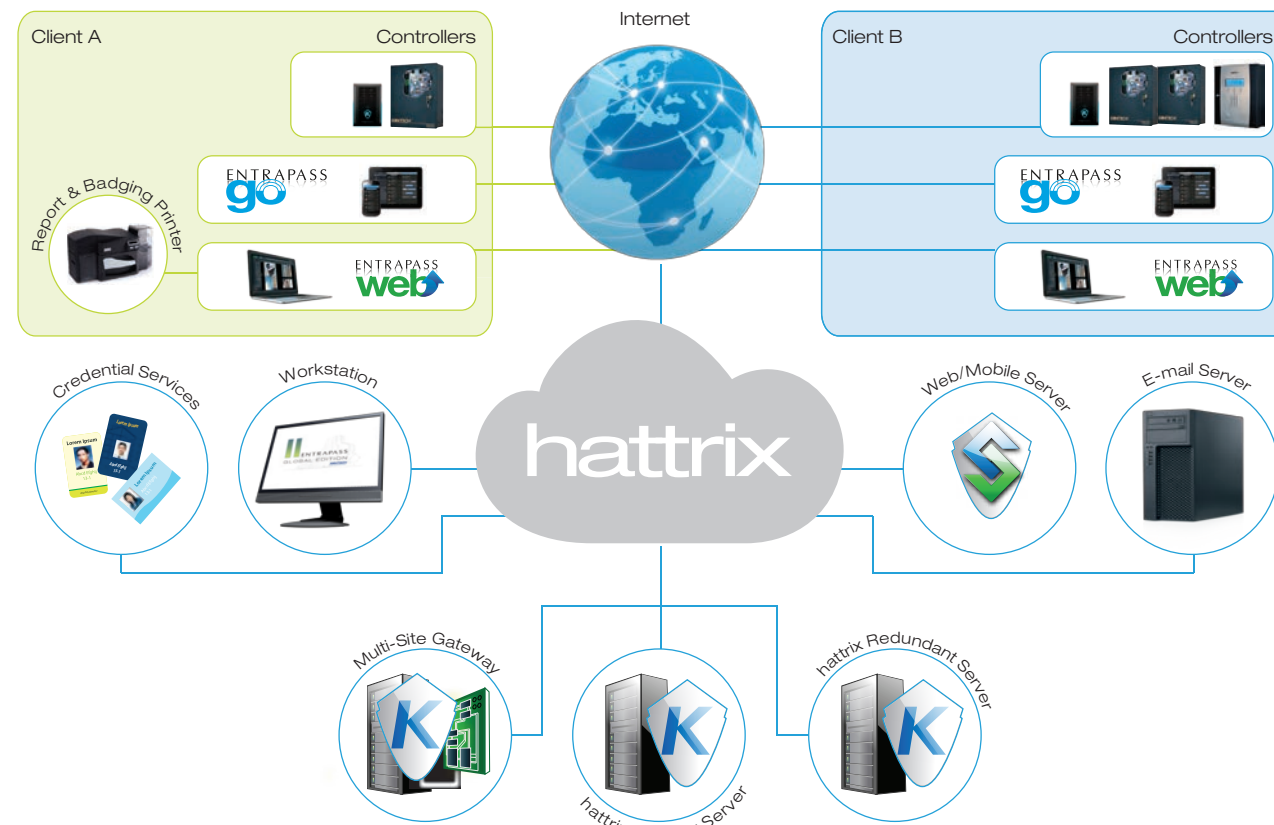
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Hattrix allows you to offer the right combination of the best talent and the most cost-effective security services.

Hosted	Managed
Description	**Description**
Customers control their own security remotely in real-time via EntraPass Web and EntraPass Go mobile app.	All security needs provided by MSP. No customer investment in headcount or infrastructure.
Features and Benefits	**Features and Benefits**
• Simple Web interface • New system features at no added cost • System backed up and redundant • Lower IT costs • No PC or software needed	• Worry free, professionally managed • Lower on site staffing needs • No training needed • Eliminate IT costs • Eliminate PC, software costs
Pain Points Solved	**Pain Points Solved**
Maintenance Inefficiencies and Infrastructure Expense.	Maintenance Inefficiencies, Infrastructure Expense, Knowledge Level and Manpower Expense.

hattrix System Architecture

Budgets are tight, skills are at a premium and network infrastructure is becoming more complex. All these can pose risks as well as inefficiencies for your customers. hattrix can help to overcome those challenges and close the gap through integrated security solutions and customizable managed services designed to meet the unique needs of any business. hattrix offers value to your customers and profitable growth for you as an MSP.

Value to Your Customers

hattrix enables you to address customer challenges:

• No Access Control "Know-How" Required
You know and understand security and can provide that expertise to your customers.

• Manpower Expense
Reduces the need for dedicated on site customer staff to administer the system.

• Works Right Because It's Managed Right
The entire security system is professionally and properly maintained on behalf of the customer.

• End User Experience
End users can interface with their system via EntraPass Web and EntraPass Go providing an unparalleled user experience.

Value For The MSP

hattrix empowers you to migrate to a service-based security model with great profit growth potential.

• Increase Customer Loyalty
Anticipating customer needs will result in a higher degree of customer loyalty.

• Scale for the Future
hattrix is a highly flexible and customizable solution that scales to support an entire enterprise such as property management, education, multi-site companies, retail and more.

• Unrivalled Support Structure
Our combination of people, processes, pricing and technologies can be tailored to the needs of your customers.

• Establish RMR
You are able to apply your core competencies to achieve a recurring profit, month after month.

Other hattrix sales tools available from Kantech

hattrix calculator

hattrix is a powerful cloud-based access control solution utilizing the industry renowned EntraPass security management software

hattrix End User Brochure
Designed to help explain the peace of mind that comes with having a security system that is professionally managed.

hattrix Calculator
Compares the cost of a traditional security system to a hattrix managed solution.

Contact us today to find out how a hattrix security service approach can dramatically improve business profitability today and tomorrow.

www.kantech.com

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