

hosted
managed



For the Managed Service Provider

KANTECH

From Tyco Security Products

The Shift in Security

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.

The Solution

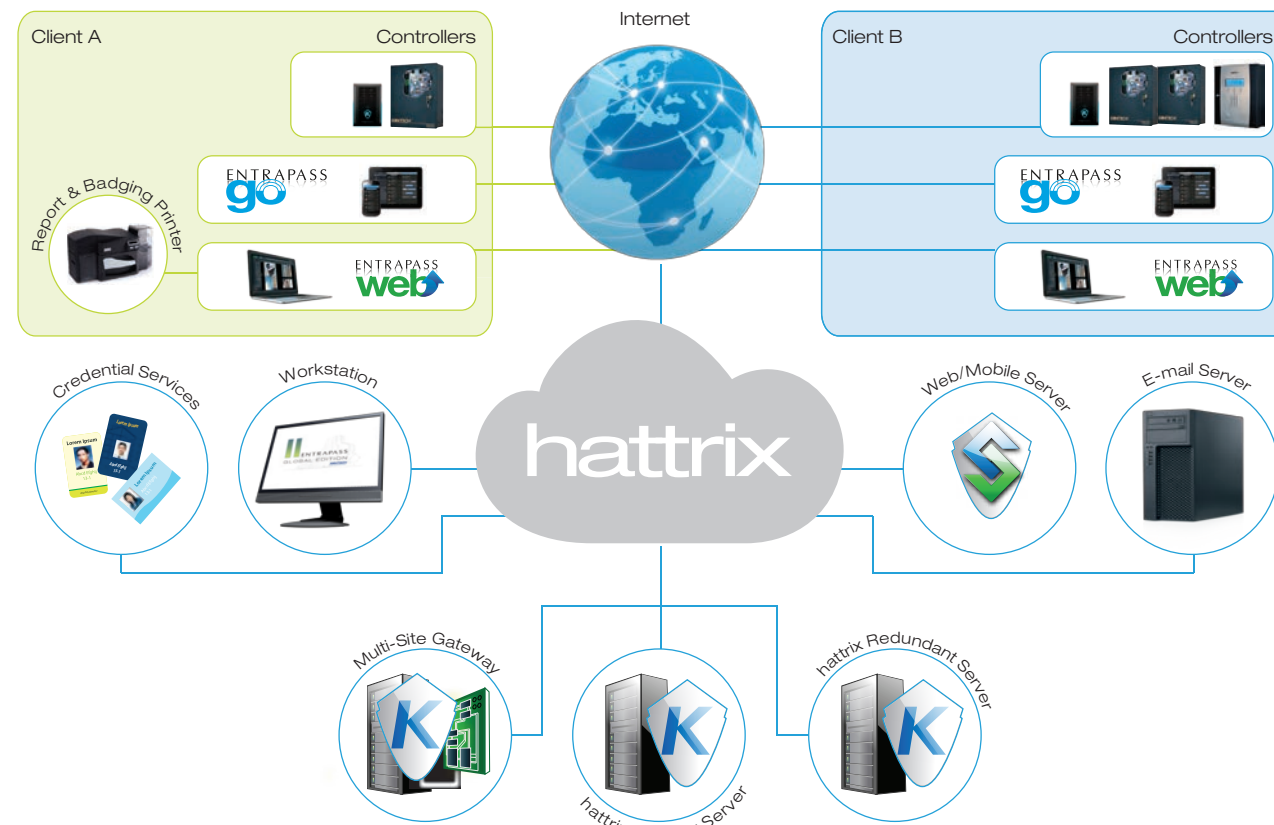
hattrix

For the Managed Service Provider

Hattrix allows you to offer the right combination of the best talent and the most cost-effective security services.

Hosted	Managed
Description Customers control their own security remotely in real-time via EntraPass Web and EntraPass Go mobile app.	Description All security needs provided by MSP. No customer investment in headcount or infrastructure.
Features and Benefits <ul style="list-style-type: none"> • Simple Web interface • New system features at no added cost • System backed up and redundant • Lower IT costs • No PC or software needed 	Features and Benefits <ul style="list-style-type: none"> • Worry free, professionally managed • Lower on site staffing needs • No training needed • Eliminate IT costs • Eliminate PC, software costs
Pain Points Solved Maintenance Inefficiencies and Infrastructure Expense.	Pain Points Solved Maintenance Inefficiencies, Infrastructure Expense, Knowledge Level and Manpower Expense.

hattrix System Architecture



The Benefits

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 hatrix sales tools available from Kantech

hatrix calculator

Number of Doors	Number of Cards	Hours per Week
1	10, 20, 30, 40	1
2	10, 20, 30, 40, 50, 60, 70, 80, 90, 100	2
3	10, 20, 30, 40, 50, 60, 70, 80, 90, 100	3
4	10, 20, 30, 40, 50, 60, 70, 80, 90, 100	4
5	10, 20, 30, 40, 50, 60, 70, 80, 90, 100	5
6	10, 20, 30, 40, 50, 60, 70, 80, 90, 100	6
7	10, 20, 30, 40, 50, 60, 70, 80, 90, 100	7
8	10, 20, 30, 40, 50, 60, 70, 80, 90, 100	8
9	10, 20, 30, 40, 50, 60, 70, 80, 90, 100	9
10	10, 20, 30, 40, 50, 60, 70, 80, 90, 100	10
12	10, 20, 30, 40, 50, 60, 70, 80, 90, 100	12
15	10, 20, 30, 40, 50, 60, 70, 80, 90, 100	15
20	10, 20, 30, 40, 50, 60, 70, 80, 90, 100	20
25	10, 20, 30, 40, 50, 60, 70, 80, 90, 100	25
32	10, 20, 30, 40, 50, 60, 70, 80, 90, 100	32
40	10, 20, 30, 40, 50, 60, 70, 80, 90, 100	40
50	10, 20, 30, 40, 50, 60, 70, 80, 90, 100	50
64	10, 20, 30, 40, 50, 60, 70, 80, 90, 100	64
80	10, 20, 30, 40, 50, 60, 70, 80, 90, 100	80
100	10, 20, 30, 40, 50, 60, 70, 80, 90, 100	100
128	10, 20, 30, 40, 50, 60, 70, 80, 90, 100	128
150	10, 20, 30, 40, 50, 60, 70, 80, 90, 100	150
200	10, 20, 30, 40, 50, 60, 70, 80, 90, 100	200
250	10, 20, 30, 40, 50, 60, 70, 80, 90, 100	250
300	10, 20, 30, 40, 50, 60, 70, 80, 90, 100	300
400	10, 20, 30, 40, 50, 60, 70, 80, 90, 100	400
500	10, 20, 30, 40, 50, 60, 70, 80, 90, 100	500
600	10, 20, 30, 40, 50, 60, 70, 80, 90, 100	600
750	10, 20, 30, 40, 50, 60, 70, 80, 90, 100	750
1000	10, 20, 30, 40, 50, 60, 70, 80, 90, 100	1000

How to use this tool:

Step 1: Slide the Insert to line up with the Number of Doors and Cards for this proposal.

Step 2: Note the numbers Hours per Week this solution would require an administrator.

Step 3: Annual Labor Cost:
Ask for the salary of the employee that has been delegated to manage their system. This field indicates how much it will cost you to have an employee manage the system on an annual basis. The cost is based upon the Number of Hours spent, multiplied by the employee's salary.

Step 4: Infrastructure Costs:
Next, refer to the Infrastructure Expense field. This field indicates what your client's PC, software and IT support costs will be if they opted for a Traditional Access Control Solution.

Step 5: Total Cost of Ownership (TCO):
Refer to the field labelled "Total Annual Costs, Infrastructure and Labour". This field indicates your customer's TCO if they opted for a Traditional Access Control Solution.

Step 6: Return on Investment:
Having identified the real costs to run a Traditional Access Control System, present the cost and savings of the two hatrix solutions. The key savings in this model is that of Infrastructure Expenses. In a hatrix Managed solution, you are no longer paying for an employee to manage and administer the system. However, benefits such as system redundancy, daily backups, and more are still achieved.

Cost of a hatrix Managed solution vs. Traditional access control solution:
This model brings to bear key savings across all aspects of the system. Manpower to Infrastructure. The additional benefit of the hatrix Managed solution is that best practices are followed, providing consistency in security policies and ensuring maximum system up-time. In a hatrix Managed solution there is no risk of failure in either the system or knowledge level.

Annual Labor Cost = Annual cost to properly manage a system.
2400 3000 3600 4200 4800 5400 6000 6600 7200 7800 8400 9000 9600

Infrastructure Cost = PC, software and IT costs.

Total Annual Cost = Annual Labor cost + Infrastructure Cost.
2400 3000 3600 4200 4800 5400 6000 6600 7200 7800 8400 9000 9600

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

hatrix

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hatrix End User Brochure

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

hatrix Calculator

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

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

www.kantech.com

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