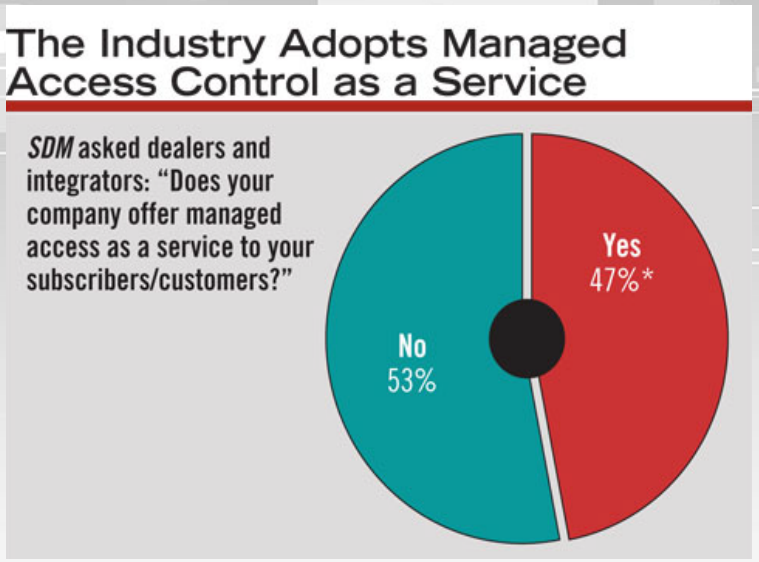
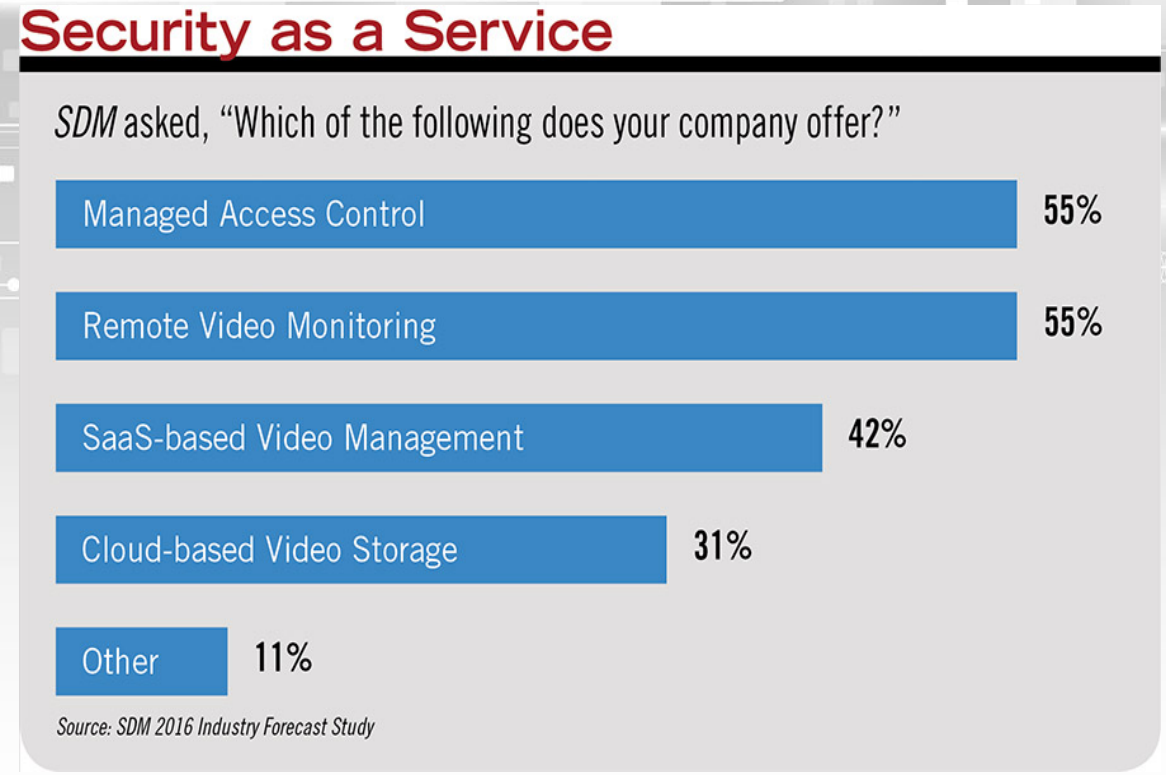
- Five Decades of Practice
- Now coming from the SaaS Market Approach

2014



2016



Hosted or Managed Access Control?

Hosted

- End-user manages their system through the Internet, typically from their web browser
- Continental Access Dealer/Integrator "hosts" the system for the end-user

Managed

- Integrator "Manages" the end-user's system
- Continental Access Dealer/Integrator typically leases or provides a "full service" solution to the end-user

Popular Markets for ACaaS

- Retail
- HOA's
- Property Management
- Commercial Systems
- Multi-tenant
- National (Multi-site) Accounts
- Education
- Healthcare

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Pricing Models

- Monthly Fee by Door/Access Point
- Monthly Fee by Credential
- Monthly Fee by Square Foot of Protection
- System Size Monthly Fee
- Maintenance and/or Support Contracts
- Lease, Lease to Own, or System Bought Outright Options

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Advantages

- Limit Service Calls (especially warranty work)
- All hardware, software & firmware updates are managed by dealer/integrator
- Secure off-site redundant storage of database, events & back-ups
- Eliminated operating system & browser compatibility
- Closer customer contact leading to higher customer retention

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Advantages

- Eliminate dedicated IT & on-site security system support
- No need for “Specially trained” operators & limited improperly trained operators
- Eliminate having end-user investing in expensive hardware, software & labor to install
- Dealer/Integrator can add, delete, modify and report end-user system information

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Advantages

- System health monitoring
- End-user out-sources security to Dealer/Integrator (many business related services are already being out-sourced)
- More difficult for another company to "takeover" the account
- End-user could directly write-off the monthly service fee as opposed to amortizing the capital investment of software & computer hardware

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Why Managed Access Control Works for Property Managers

Increase Property Square Footage Rate by Including Security
Security Systems Help Increase Occupancy Rate and Decrease Absorption Rates vs. Buildings Without Security
A Single Point of Control for the Whole Building Helps Reduce Operational Time and Costs While Increasing Efficiency
Manage Common Areas Where Companies and Visitors Need Access
Create New Service Revenues by Managing Cards, Photo-Id Badges, Reporting and More
Secure Your Offices Long After the Tenant Leaves Because the System Stays Put

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7 Ways to Expand RMR Opportunities

1. SaaS licenses
2. System support agreements
3. Equipment upgrade agreements
4. Managed services (including database management, reporting, access provisioning, cybersecurity and much more)
5. Supplies as a service (including hardware)
6. Digital credentials
7. Annual increases

SOURCE: BLUEBØX SECURITY

Continental Access