ACRE – RS2 / CompleteView 20/20 Solution Sales Guide

Solution elevator pitch

Salient and RS2 Technologies have joined forces to create a powerful, integrated access control and video surveillance system that combines the two technologies for a complete security solution. By adding CompleteView 20/20 to your existing or planned Access It!® Access Control system, you can enjoy all of the power of VMS application through Access It!®. With a comprehensive set of fully integrated video and access control security features, the Access It! System and CompleteView 20/20 VMS solution provides actionable information with live viewing and playback features, advanced PTZ control, as well as email notification capabilities for a faster response to security incidents.

1. Market. Start the conversation; understand the need.

Highlight these features to start the conversation:

The synergy of the Access It!® CompleteView 20/20 combined solution can provide a unique integrated solutions to your customers access control and surveillance needs. Highlighting the following capabilities is a good way to start the conversation.

- Display cameras from the video system
- Play back recorded video associated with a specific alarm with full playback control (play, stop, pause, frame by frame)
- View and manage cameras from multiple NVR's simultaneously
- Evolve your video surveillance infrastructure by managing your digital IP and analog video technologies from the same platform.
- Search for events, cameras, and activities by key words, Instantly narrow down events, cameras, and views
- Gain a single point of contact for securing a facility or group of facilities.
- Increase security at and audit capabilities at all access points
- Reduce response times during incidents
- Provide the ability to scale with everchanging access control and video needs
- Reduce equipment and infrastructure costs

Customer profile 👤

Whether you are a small business, a large global enterprise, or something in-between, the RS2 / CompleteView 20/20 VMS combined solutions brings deployment simplicity and unmatched scalability to support your requirements, both today and tomorrow. The combined solutions is well suited for a variety of sectors, including:

- Educations: K-12 and Higher Ed
- Finance: office and bank centers and branch offices
- Retail: both big box and remote chain locations
- Healthcare: hospital and offices
- Corrections: state and federal

2. Sell the right solution. Sample customer scenarios.

Unified Security Platform	Maximize ROI	Open Platform
- One interface for Video and Access via RS2 Access IT - Access and Video are most effective when data is combined - Accelerate investigations of security incidents	- Lowest bandwidth consumption for remote monitoring and investigations - Reduced licensing cost - Deploy software updates centrally	- Deploy integrated and best-of-breed products - Reduce long term deployment risk by avoiding vendor lock-in
Benefits	**Benefits**	**Benefits**
- Visually verify access events. - Faster video search, because recordings of security incidents are marked by Access IT - Identify credential misuse by matching video with access control records.	- Perform remote site monitoring without upgrading internet connections. - VMS Platform costs are reduced allowing deployment of more cameras for greater coverage in same budget - Reduced IT management of patches and updates	- Deploy systems based on best-in-class Access Control, Video Management, Cameras, and Video Analytics. - Platforms integrate with many 3rd party complimentary systems allowing tailor made mix of technologies

Get more details.

RS2	Integrator / Reseller
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