

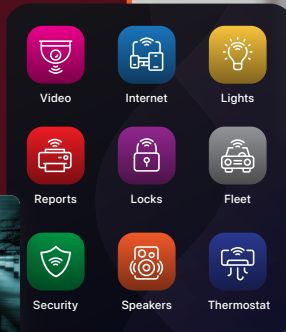


The Unified Platform for Commercial Security



Common Challenges

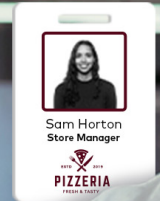
Today, commercial security administrators face many of the same challenges.



PIZZERIA
Login

USERNAME
sam.horton@pizzeria.com

PASSWORD
w0rking@hert!!



NAME	TITLE	CODE
William Jones	Accountant	1234
Tim Smith	Chef	5678
Sam Horton	Store Manager	4453
Alex Howard	Accountant	1567

Disparate Systems

Juggling multiple systems for intrusion, access, and video surveillance, making it hard to see and manage everything in one place

Fragmented Identity Management

Onerous management of user codes, access badges, and application logins across systems and locations

Decentralized Administration

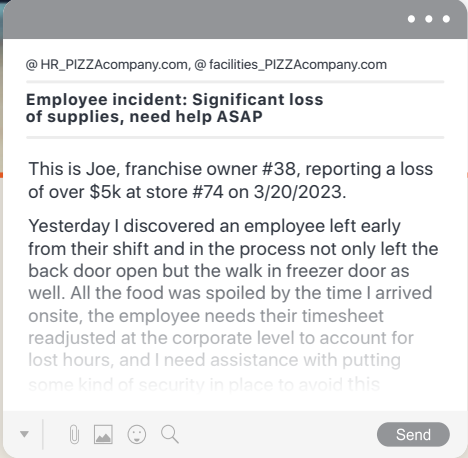
Unique systems for every location, requiring each location's system to be managed individually



I just got to the pizza shop and found the back & walk-in freezer doors open. the temp at 50 degrees!! When did you clock out? Who was closing?

my ride showed up a little early so I left, but emma said she would close for me.

You're not supposed to leave early & Emma shouldn't be closing alone. I've lost over \$5k of spoiled food and the entire freezer has to be emptied!



Passive Security

Legacy systems that don't proactively deter crime around the property perimeter

Single-Purpose Systems

Missed opportunities for actionable business intelligence that go beyond security

A Unified Cloud-Based Platform

Alarm.com for Business is the platform of choice for 700,000+ commercial properties.

Our unified platform allows your customers to manage intrusion, video, access control, and more from a single intuitive interface.

East Coast

Boston

Opened on Time
6:24 am, Today

Panel Disarmed Partition 2 Disarmed

Manager's Office Locked Back Door Unlocked

Columbus

Opened on Time
6:44 am, Today

Panel Disarmed Partition 2 Disarmed

Back Door Locked Manager's Office Unlocked

Proactive Deterrence

Customers can accurately detect people and vehicles entering their property so they can get notifications in real time about things such as after hours access or unexpected activity. They can even stop intruders in their tracks with a light and audible alarm using Perimeter Guard™ proactive defense.

Global Identity Management


Customers can manage access permissions and user codes within minutes across groups, in bulk, to save time and increase consistency across all locations. Third Party Identity Management integration with Okta, Azure, and SCIM enables automated user and permissions admin.

Enterprise Multi-Location Management


Your customer can combine all their locations into a single dashboard grouped by region or organize their locations into a top-down hierarchy to streamline operations management and increase remote awareness. They can view and take action in bulk or drill down into specific properties as needed with ease.



WAREHOUSE DOCK (CSV2016P) ONLINE



time
1:31:00 pm



Nighttime
8/6 1:54:00 am

CAMERAS ONLINE ✓
RECORDING TO CSVR ✓
CLIPS UPLOADED ✓

Low-Touch Cloud Management

Reduce the burden of system management on business operators with Alarm.com Automatic Software and Firmware Management, 24/7 Video Health Monitoring, two factor authentication, and more!

Business Activity Analytics Report
Bar + Restaurant

PEOPLE
COUNT

1,732
Visitors Total
↓ 157 People fewer
Than Last Week

1,823 people
last week
1,732 people
this week

PEAK
TIME

Jan 29
day

10 AM - 11 AM
time

46
People

OVER
CAPACITY

10
of times over capacity

2d 17h 20m
total time over capacity

Over Capacity					
1/28/2021, 6:55 AM - 3:05 PM	46 people	+31	1/28/2021, 4:50 AM - 3:10 PM	48 people	+33
1/28/2021, 5:05 AM - 3:30 PM	44 people	+29	1/28/2021, 3:15 PM - 3:25 PM	17 people	+20
1/27/2021, 9:50 AM - 9:01 AM	18 people	+1	1/30/2021, 3:35 AM - 3:50 PM	45 people	+32
1/27/2021, 6:10 AM - 3:30 PM	46 people	+31	1/30/2021, 5:55 PM - 4:00 PM	16 people	+1
1/28/2021, 6:20 AM - 3:30 PM	47 people	+32	1/31/2021, 5:30 AM - 11:50 AM	44 people	+29




Business Intelligence

Set up your customers with a centralized business intelligence interface that enables them to perform real-time searches, investigate specific events, and even export data or schedule reports. Empower them with access to actionable insights that help them make quick and informed business decisions.

Open/Close Activity Report
Weekly Report

Springfield Springfield, 22150, VA, USA

Date	Event
Sun 2/26 - 3:15 pm	Entrance Panel Closed on Time
Sun 2/26 - 7:14 am	Entrance Panel Opened on Time

 Refrigerator	Refrigerator Low: 35° High: 45°	⚠ Too Cold	33°
 Dry Storage	Storage Low: 62° High: 80°	✓ OK	72°
 Freezer	Freezer Low: -5° High: 5°	✓ OK	-1°



The Big Picture

Business customers gain enhanced remote awareness like never before with Alarm.com. They can see and manage all locations from one unified platform and app, no matter where they are.



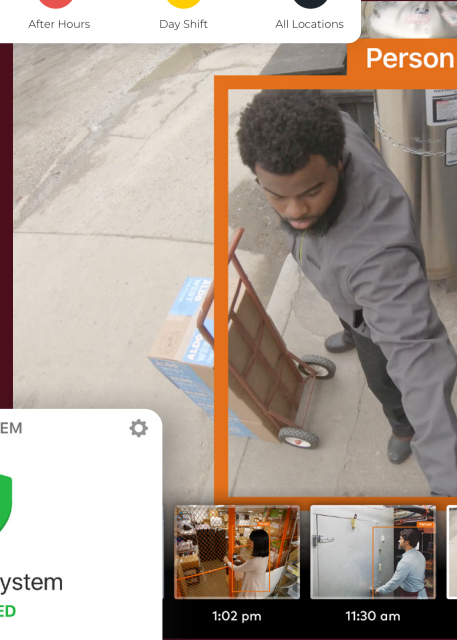
An access control system, an intrusion system, and a camera system all speaking together is what drives the success!"

Jacob Long
Alarm.com for Business User

See it in action through our Bargain Hunt testimonial!

T Tasha L
Enterprise
Canton Abingdon Columbia

C Chris R
Enterprise
After Hours Day Shift All Locations



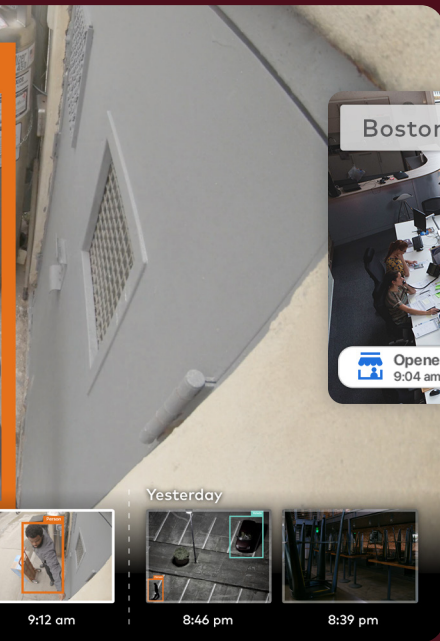
BUSINESS SECURITY SYSTEM

Business System
DISARMED

Disarm Armed Stay Armed Away

Press & Hold Time Remaining 2:00

FALSE ALARM CONFIRM ALARM



Instead of managing locations separately, Alarm.com lets customers organize them into a top-down hierarchy of groups. Global management of user codes, access permissions, and system settings quickly saves time and increases consistency. Customers can view video footage from multiple cameras in one place and gain access to things like event trigger clips.

Simplified management from the single-pane-of-glass view

- + Proactive deterrence
- + Customer trend analytics
- + Mobile Credentials—Upsell opportunity!
- + Property automation

Intrusion Detection

Alarm.com technology enhances commercial property protection and eliminates common security system frustrations.

Access Control

Alarm.com cloud-based access control combines intuitive user management with a seamless alarm and video integration. Customers can bulk add or remove users remotely, set schedules, get real-time notifications, reduce the need for key fobs and badges using Mobile Credentials, and receive insightful reports.

Video Surveillance

Cloud-managed video surveillance combines cloud storage, 24/7 health monitoring, and intelligent analytics to ensure footage is available when they need it most and can be easily found and shared.

Meet Our Pro Series Cameras

When you sell Pro Series, you're not just selling a camera. The Pro Series lineup provides businesses with powerful insights that allow managers to make quick and educated business decisions.

- + Select cameras* equipped with Perimeter Guard™ capabilities to proactively deter unwanted visitors
- + Supports 24/7 Onboard and CSV recording
- + Business Activity Analytics help customers manage day to day operations by creating rules around the movement of people such as queue monitoring, occupancy counting, heat mapping, and more
- + Compliant with Section 889 of the NDAA**



ADC-VC728PF

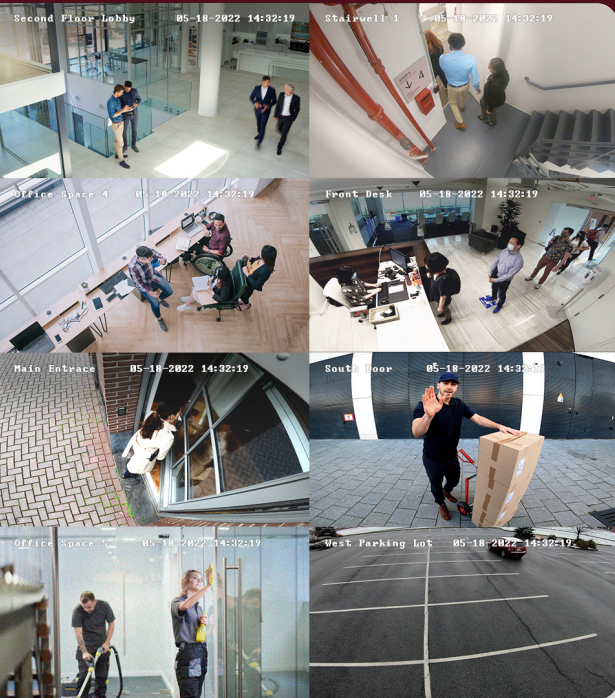


ADC-VC727P



ADC-VC847PF

Third-Party Camera Support



Integrate third-party cameras to any Alarm.com for Business account, making it easy to retrofit video surveillance installations, and offer custom systems. Cameras using ONVIF and VAPIX will allow for seamless integrations with the Pro Series CSVR.

Supplement existing legacy camera systems over time with Pro Series cameras to gain additional insights and increase operational awareness using exclusive features such as Business Activity Analytics.



ADC-VC827P



ADC-VC838PF

** Exclusive to the VC727P and VC728PF*

*** All information herein accurate as of February 22, 2023. Read Alarm.com's NDAA Statement at [alarm.com/legal](https://www.alarm.com/legal) for additional information.*

Tools for Partners

Customer Connections

Engage, refer, and upsell customers through targeted, personalized email campaigns or in-app offers. Partners who utilize Customer Connections generate more RMR by lowering attrition rates, generating referrals, increasing advanced device adoption, and creating engaged and happy customers (at no additional cost!).

On-Site Wrap Up and MobileTech

Streamline installations with our On-Site Wrap Up tools and MobileTech to help decrease on-site time, improve quality, and reduce the need for support calls.

Customer Connections Campaigns

Upsell



✓ Enrolled

Engagement



✓ Enrolled

Refer-a-Friend

Generate referrals and allow existing customers to refer their friends and family

ENROLL

On-Site Wrap Up

7.12%

Verified With On-Site Wrap Up

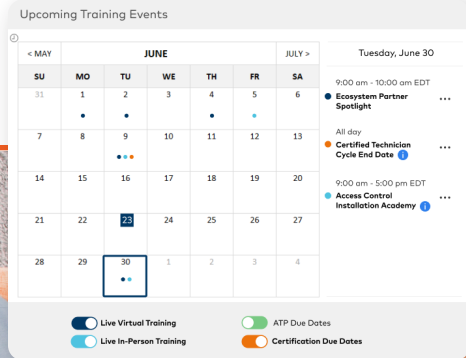
↓ 20.5%
vs. Previous Month

Overview On-Site Wrap Up



Academy Online

Utilize our Academy Online resources to receive quick, hands-on training, access to live webinars, and certifications so you can grow your portfolio and offer solutions like access control.

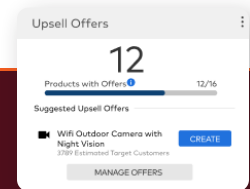
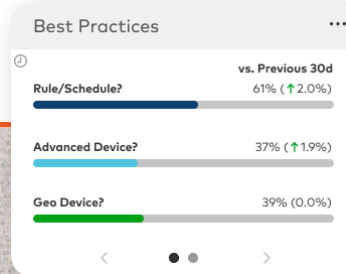


24/7 Managed Access

Provide concierge-level service for high-value customers by managing their account logins, user codes, arming/disarming panels, and more.

Custom Service and Engagement Dashboards

Designed with service managers in mind, dashboards are a one-stop-shop for service operations information, technician performance metrics, and service feature listings to increase adoption of Alarm.com tools.



RMR Incentive: Repeatable Systems Model

Ask your Alarm.com representative about how we equip partners with a repeatable-systems cloud security model that maximizes profitability and provides proven best practices for implementing it within an organization.



Join the Alarm.com Partner Community

Just as their business is your business,
yours is ours.

We'll support you at every step as you delight your customers, capture new opportunities, and accelerate your business and theirs.

Scan to see how you can help your commercial customers manage multiple locations from one view.



Watch this video and more
on our YouTube channel at
youtube.com/alarmdotcom

Award-Winning Products and Features

2022 Security Sales & Integration Top 30
Technology Innovations

Alarm.com Pro Series Commercial Cameras

2022 SecurityInfoWatch.com
Readers' Choice Awards

Honorable Mention, Access Control Readers
& Mobile Credentials

Honorable Mention, Business Activity Analytics

2022 ESX Innovation Award

Winner, Business Activity Analytics
& Pro Series Cameras

2022 CEPro Quest for Quality

Category Kudos, Lead Generation

Category Kudos, RMR Support Programs

2021 CEPro Quest for Quality

Silver, RMR Support Programs

2020 Business Intelligence Group Excellence
in Customer Service

Winner, Alarm.com CORE

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