



WHAT FACTORS TO CONSIDER WHEN INVESTING IN AN INTEGRATED SECURITY SOLUTION

By Paulina Nordebrand, PACOM Marketing

Why invest in an integrated security solution and what things should you keep in mind when faced with the task of selecting a system? Here's a few important factors we feel should be considered:

1. Does the integrated solution deliver more value than the sum of the individual systems?
Greek philosopher, Aristotle, said that "the whole is greater than the sum of its parts". This phrase could be applied to an integrated security system. Experience tells us that organizations typically with two or more sub-systems will gain a lot more value by integrating these as opposed to managing them separately. The value proposition needs to take into account the training requirements and costs of each sub-system, the degree of 'openness' of the solution in terms of integration possibilities and how sustainable the solution is.

2. Is there support for automatic uploading of configuration?
When deploying a security solution, time and cost are two critical factors. Most facilities require supervision 24x7 and thus require efficient installation and updating of security systems. It is therefore important that an integrated solution offers the ability to automatically upload the configuration data, so that the installer does not have to manually program every parameter multiple times. This saves time and minimizes the risk of human error.

3. Is there a software/support agreement?
The mistake many make is to look purely at the initial price of the integrated solution itself and not take into account the cost of system maintenance and how often updates and new releases are available. To ensure long-term confidence, it is important to establish an agreement that ensures access to updates, new features, enhancements and support.

4. Product Availability and Representation
Many organizations grow and expand into new geographic territories so it is important to review how accessible the integrated solution is and to what extent it can be localized. Factors such as lead times, product certifications and a certified dealer network are important factors to consider.

G4S PARTNERS WITH PACOM IN THE NORDICS

Expertise, confidence and extended customer choice are the driving factors behind the new partnership agreement between PACOM and G4S.

PACOM, a leader in integrated security systems and the organization behind the successful integrated security platform Unison has signed partnership with G4S.

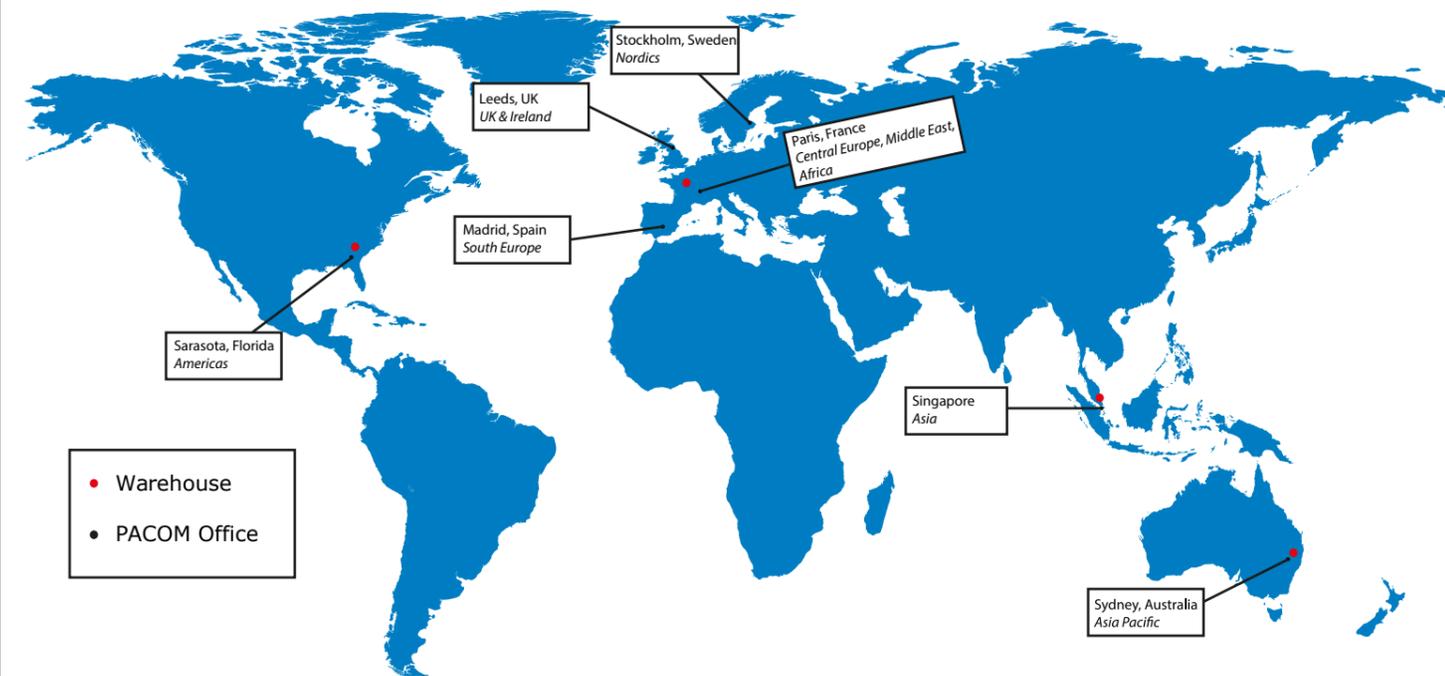
"We have a clear vision of our role in the security industry. Openness is a key factor that we have been focusing on for a long time. Both in terms of integration opportunities that our security solution offers, but just as important is openness in our dealer network. We therefore see great potential in this cooperation. It's our way of keeping our promise to our customers and deliver requested freedom and confidence." said Håkan Björkman, Director of Sales for PACOM in the Nordic region.

"Our customers want to know that there are more options available when choosing who will deliver the security solution and with G4S expertise, market presence and experience, we feel confident about this new partnership",

"We are constantly working to develop our product and services portfolio to become the obvious choice for medium to large businesses and government agencies. As our customers often have the need for high security and availability PACOM fits in as a natural part of our customer deliveries. Together with PACOM we will be able to deliver even more easily managed, complex solutions", says Jörgen Söderlund, Head of Operational Support G4S.

DID YOU KNOW...

That PACOM has offices in France, Spain, UK, Australia, Americas, Sweden and Singapore?





SUCCESSFUL UNISON LAUNCH IN SPAIN

PACOM Unison was officially launched to the Spanish market at Security Forum in Barcelona on May 27-28. The Pacom stand was extremely busy during both days of the event and dozens of Unison demonstrations were done to prospective customers.

"Unison is a unique type of security solution which has not yet been offered on the Spanish market. There are manufacturers who offer systems with integration, but their drivers are far from having the same level of functionality that Unison offers. Unison offers features such as automatic uploading of the configuration and

auto-linking of symbols on CAD drawings", said Miguel Angel Garcia, Vice President of Business Development for Pacom South Europe. The open, integrated Unison platform received many compliments and was praised for having an appealing user interface.

"We are very pleased with the launch and the interest has been very high," said Emilio Sanchez, Technical Support Pacom.

Watch the video from the launch by clicking [here](#).



WHY INTEGRATED SOLUTIONS ARE IMPORTANT FOR SAFETY AND SECURITY



Giri Ramamoorthy, PACOM's Business Development Director in Asia, held a seminar on "Integrated solutions significance for safety and security."

What does an utopian integrated solution look like? And why should you invest in integrated security? These questions and related topics dominated the agenda on the 28th of May when Giri Ramamoorthy delivered a speech during GDSF (Global Digital Security Forum) in India.

"The definition of an utopian integrated security solution is a single user interface solution that delivers reliable automated interoperability with an open architecture that can integrate disparate systems and can be easily adapted to new technologies," began Giri.

PACOM Unison was brought up as a prime example of a solution that meets the requirements that should be addressed when looking for an integrated system.

Giri summarized the benefits of integrated security solutions to three main points:

- Manage sub-systems together on a common interface
- Overcome training on multiple systems by reducing manpower costs and enhancing operational efficiencies
- Improve response times and having greater insight into an incident

"GDSF is focusing on the latest developments in electronic surveillance and security systems and was therefore a highly suitable place for us to talk about our solutions and how we can contribute to safer enterprises. The audience was very receptive to the topic and good feedback was received afterwards", said Giri.

THE MIDDLE EAST CONTINUES TO GROW

Despite the unrest in parts of the Middle East, the region is experiencing unprecedented growth and investments continue to be made in infrastructure and tourism. This places high demands on the safety of various facilities and creates a need for future proof security solutions.

"PACOM is currently present on many markets in the Middle East and we have representation in UAE, Saudi Arabia, Qatar and Egypt. We have determined that we can deliver a solution to a wide range of organizations in the Middle East and it is our responsibility to inform these markets of the values we can add to their operations", says Pascal Creff, VP Central Europe, Middle East and Africa.

According to a report from the New World Wealth Research Company, 841,025 regional and international tourists visited Qatar, one of the markets where we are operating, during the first quarter of 2015, an increase of 11% compared to the same period in 2014.

8003 CONTROLLER HEADLINES AT LAS VEGAS

Pacom proudly showcased its security solutions earlier this year at ISC West in April 2015 in Las Vegas, USA.

On show were GMS (Graphical Management System), Pacom's modular client-server application for multi-site organizations. Also on display was Unison, Pacom's "Next Generation" open, integrated security management platform.

Pacom also exhibited the 8003 controller which is an Intelligent IP-enabled hybrid controller that provides flexible intrusion detection and access control for up to two doors. The 8003 was the star of the show and clearly highlighted Pacom's commitment to developing products using the latest technology, specifically engineered for customers needs. The 8003 can operate stand-alone for smaller or remote environments or can be easily incorporated as part of a fully integrated alarm and access control system for larger buildings or multi-site applications.

Saudi Arabia, another market where we operate, has great potential in the hospital sector where five new medical cities and upgrades and construction of existing medical cities are planned according to a statement from official sources at The Ministry of Health.

"The increase in tourism causes an increase in population that moves about in the cities which in turn affects security requirements in various sectors, including shopping malls, business parks, hospitals and public places," adds Pascal.

"The investment in the hospital sector creates a demand on well-developed security solutions that can optimize daily operations without incurring large operating costs. Our integrated security solutions are a perfect fit for this sector and we already have several major hospitals worldwide implementing our solutions."



PACOM EVENTS



From left: Samira Ghaemi, Quality Assurance Officer PACOM, Sana Riaz, Financial Accountant PACOM, Kristy Freeman, Finance Manager PACOM

On 2nd June, we participated in a cocktail evening arranged by MCA (Museum of Contemporary Art Australia) in Sydney which today manages its security using Unison. Our team in Sydney were invited to take part of Vivid Sydney, a festival of light, music and ideas.



Netizen Security, our VAR in Greece exhibited PACOM solutions at two industry events in Greece. "We are confident that all the success, despite the current market situation in Greece, is a result of hard work, great enthusiasm and great partners such as PACOM" said Sfalagkou Natasa, Sales Department of Netizen.



On May 25th we participated in G4S's annual event in which the new cooperation between PACOM and G4S was officially announced.



We exhibited at Lagos Architects Forum in Nigeria and showed how our solutions can benefit the construction industry.



Giri Ramamoorthy, Business Development Director of PACOM in Asia delivered a speech during GDSF (Global Digital Security Forum) in India on May 28.



On June 9-11 our French team showed our security solutions during Prévientica Toulouse.