

VYKON Video

Customer Value

- Enables business growth – expands your opportunity to meet more of your customer's needs; allows you to differentiate your proposal from many of your competitors, provides a great reason to re-visit your installed customer base and offer them a new application that enhances their existing Niagara based solution
- Opens new markets - security only contractors can be a great opportunity for growing your business
- Facilitates a safe, secure environment for users
- Increased functionality in a Niagara-centric manner – can reduce operational expenses (training, personnel, etc.)

Customer Applications

- School districts, university campuses, government buildings, and restaurant & retail stores, office complexes – most every business establishment today has a need for some level of video surveillance.
- Integrated BAS/Security/Video – simple expansion of what's already in place
- Standalone Security application – expanded offering now including intrusion, card access and video surveillance
- Unique video monitoring applications – provide a video window into a key process (examples; boiler/burner flame monitoring, or raw material flow).

Generating Customer Interest

- Mr. Customer, are you aware that you now can cost effectively add video surveillance, card access and security monitoring to your Niagara BAS system? And, these functions will merge seamlessly with your current operations saving you training & personnel costs. Wanna hear more?
- Mr. Distributor, are you interested in growing your business in a high growth industry by leveraging the solutions and technologies that you already know? Tridium has just introduced VYKON Video – coupled with Niagara Security you now have a comprehensive solution for electrical contractors specializing in security only applications. Interested in hearing more?
- Mr. Electrical Contractor, Tridium has just introduced a great new addition – VYKON Video! Combined with Niagara Security you now can meet many of your small building customer security needs. Interested?
- Mr. Distributor, interested in exploring additional Niagara applications that will help increase revenues and pull through more of your core offering?

Handling Common Objections

- But will I need to staff up to now have a security expert to support my security contractor customers?
 - Not really – you provide the Niagara Security/Video commissioning expertise – leave the door locks, camera placement, etc. to them.
- Most end users' security departments won't allow an integrated solution – they don't want mechanics involved in protecting the premise?
 - Perhaps – in that case provide them a simple to use, web accessible standalone Niagara Security/Video application. If they are open to change, sell them the operational and cost saving benefits of an integrated solution. Get their management involved (which see the big picture)!
- Web enabled key video feeds from my facility?
 - Niagara provides significant protection against unauthorized access – user sign-on, passwords, encryption, etc... And you can further lock down access behind a firewall making video information as secure as other key business data

Literature

- VYKON Video Data Sheet

Pricing

- VYKON Video pricing is based upon quantity of cameras connected and platform supported. For AX Supervisor applications, pricing starts at \$4400 List (16 camera capacity). For JACE applications, pricing starts at \$800 List (4 camera capacity).