



How a commercial property security upgrade saved money and transformed into a nationwide project.

In 2002, ISG approached the local security management staff of a well-known commercial property owner and operator of a national portfolio of premiere Class A commercial office space to discuss updating their electronic security technology for one of their local properties.

ISG recommended a plan to take advantage of current assets and resources while leveraging a technology and security upgrade that would result in substantial savings through the reduction of contracted security guard staff.

More importantly, this upgrade would also achieve improved security, standardized and centralized control, all of which was designed to provide elevated security and life safety benefits to the property owner and tenants.

When the local project proposal was presented to senior management for approval, the only question asked was: how can we do this nationwide?

The national commercial property owner hired an independent, third party consulting firm, to review the ISG proposal, validate the findings, establish a formal Request For Proposal (RFP) process and offer final recommendations.

After several months and RFP's from most of the larger, well-know systems integrators, the consulting firm returned and recommended the original solution presented by ISG – noting the ISG team provided the most unique solution using advanced technology and a real world approach, and they were best suited of all the major national, regional and local providers to kick off this multi-million dollar security initiative.

Since the implementation of this project, ISG continues to provide security counsel and has expanded its role and services.

SECURITY CONSULTING & INTEGRATION

ISG provided a custom solution based on security know-how that integrated existing resources with new upgrades, resulting in improved security.

COST SAVINGS MULTIPLIED

Through centralization and standardization, new efficiencies netted significant savings and multiplied as the project expanded nationally

EXPERTISE SPEAKS TO CREDIBILITY

ISG wasn't the largest or most recognized system integrator in the country. ISG was independently qualified – twice – for its methodology and technical savvy in addressing the big picture and scaling it to individual requirements.

→ Security in the real world is not about reacting after something's happened, or hoping products work. Security is about having the information and systems already in place, and knowing they'll work. Can you risk not knowing?

Talk to the thought leaders at ISG:
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