

2019

Transforming Physical Security: 3 Trends, Challenges and Benefits

Your Presenters



Steve Van Till
Co-Founder, President
and CEO of Brivo Inc



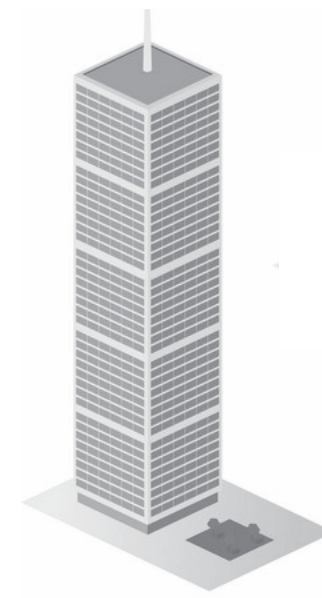
Martin Weiss
Security Evangelist
at Brivo

What You Will Get Today

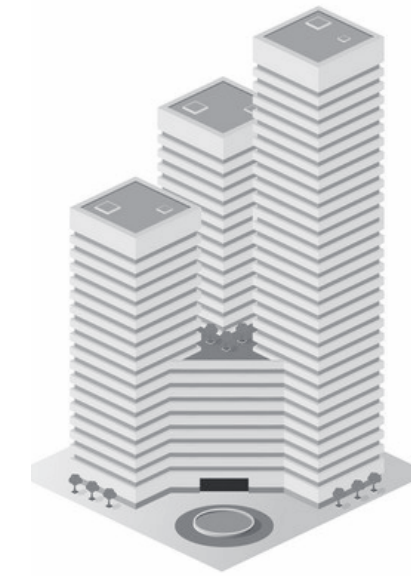
- Latest **benchmark data** to gauge how your organization stacks up
- Strategies to implement security trends and **see real benefits**
- Examples of total cost of ownership (TCO) calculations to help **build your financial case** for new technology

Who Participated in the Survey

Over
700
Security Leaders
in the US



Single
Site
24.4%

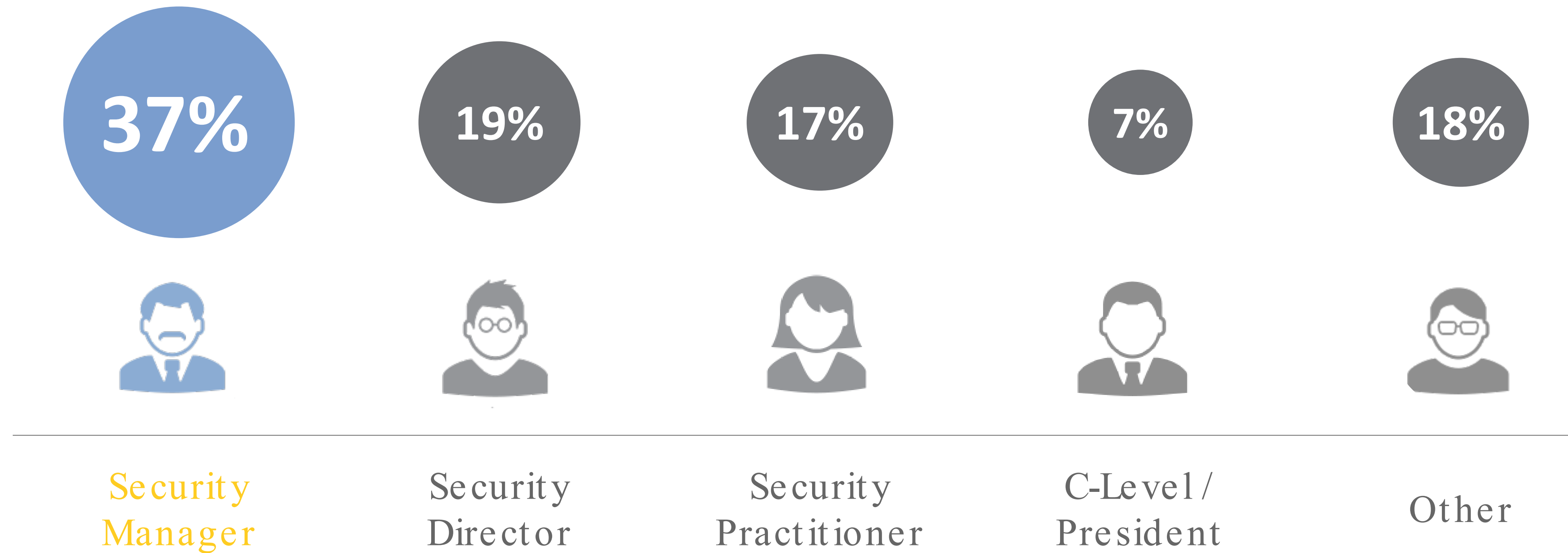


Multiple
Units
14.5%



Multiple
Sites
61.1%

Titles of Survey Participants



Digital Transformation (DX) Facilitates Business Transformation

“Who would have thought that ‘cute little projects’ like Uber and Airbnb, perfect examples of DX at its best, would bring entire industries to their knees?”



Digital Transformation in Physical Security

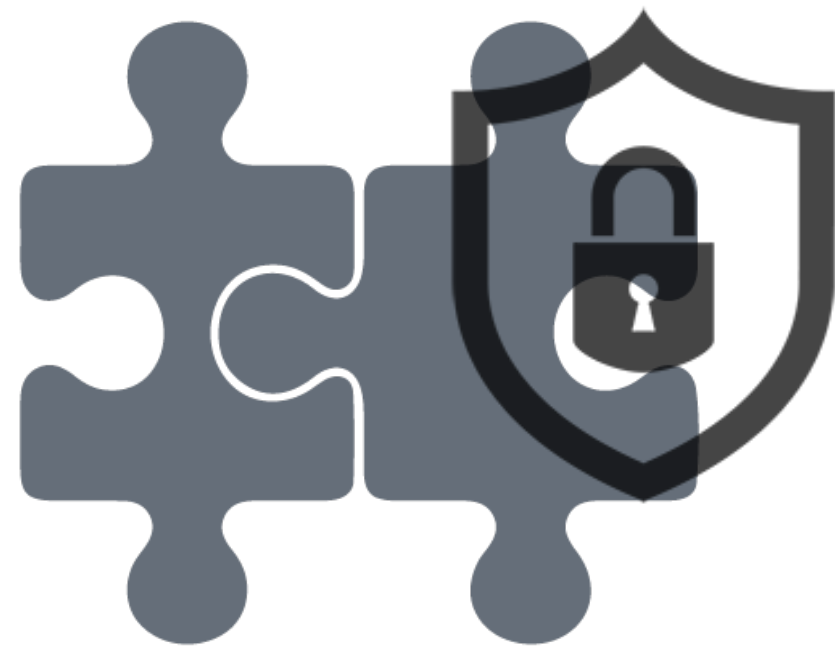
APIs are an instrument for digital transformation and move the security industry into the “API Economy”

They will be the basis for nearly all security product integrations going forward

They enable all three top security priorities for the coming year

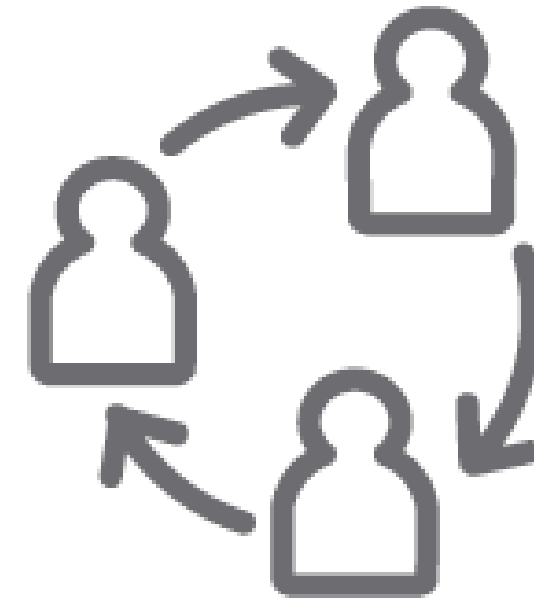
Top Three Physical Security Priorities This Year

35%



Integrate physical security systems

25%



Integrate security systems with other cross-functional areas

23%



Use physical security data

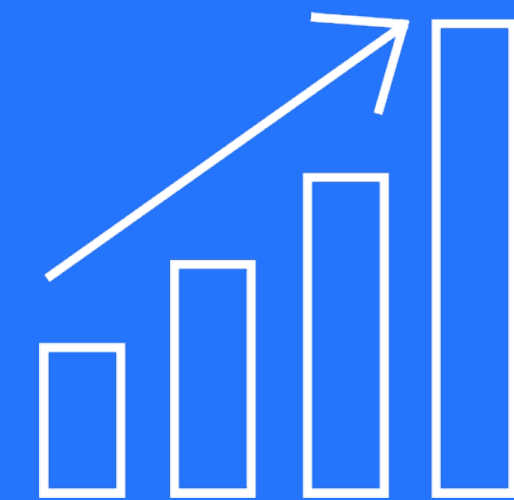
Three Investments to Make This Year and Beyond



Move to the Cloud



Make the Most of
Mobile



Use Physical Security
Data Effectively



Move to the
Cloud

Cloud Adoption Curve Has Moved from Early Adopters to Widespread Adoption



26.8%

Organizations that do not use the cloud for any of their business operations

Source: Benchmarks, Trends and Best Practices survey conducted by Security Management Magazine on behalf of Brivo, December 2018

\$220 billion

Projected cloud market growth by 2020, next year

Source: Forrester, IDC, Gartner, 451 Group, Forbes

15% to 20%

Annual growth of ACaaS and VSaaS for the next five years

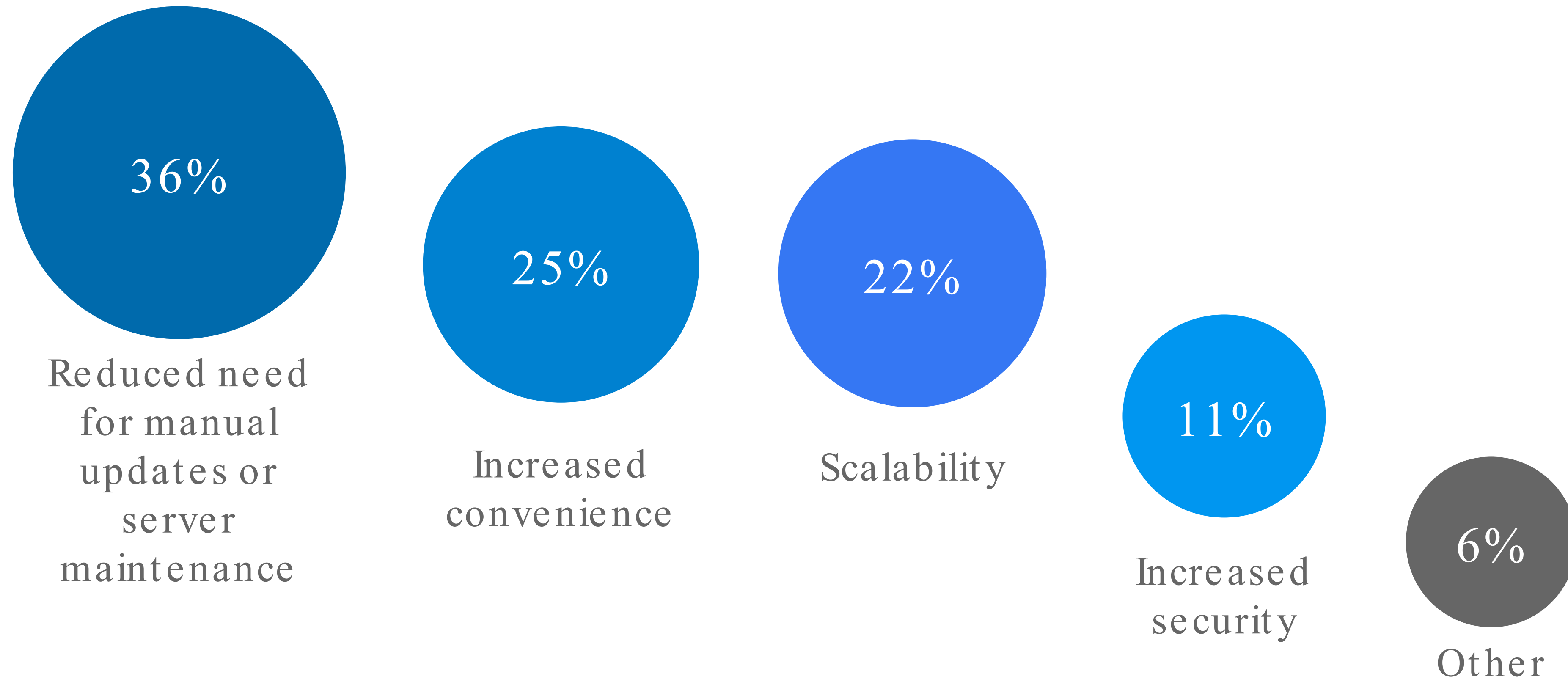
Source: IHS 2018 Market Projections



Move to the
Cloud

Benefits of Cloud Go Beyond Better Security

What is the most important benefit of using cloud -based access control technology?

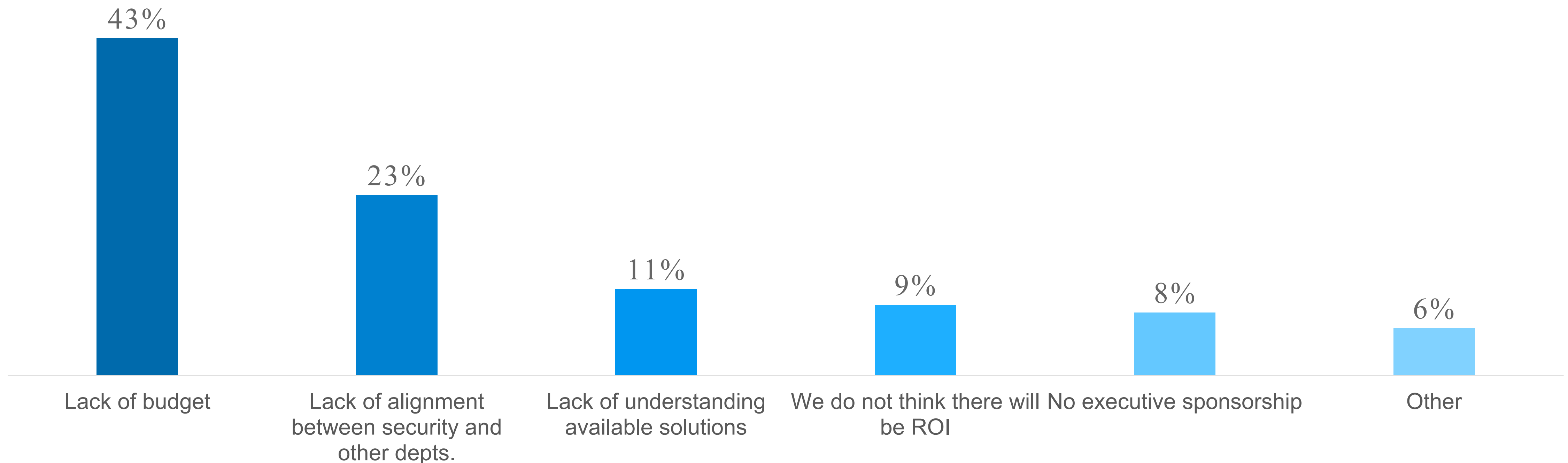




Move to the
Cloud

Challenges of Upgrading to New Technology

What is the major barrier to adopt new physical security technology?

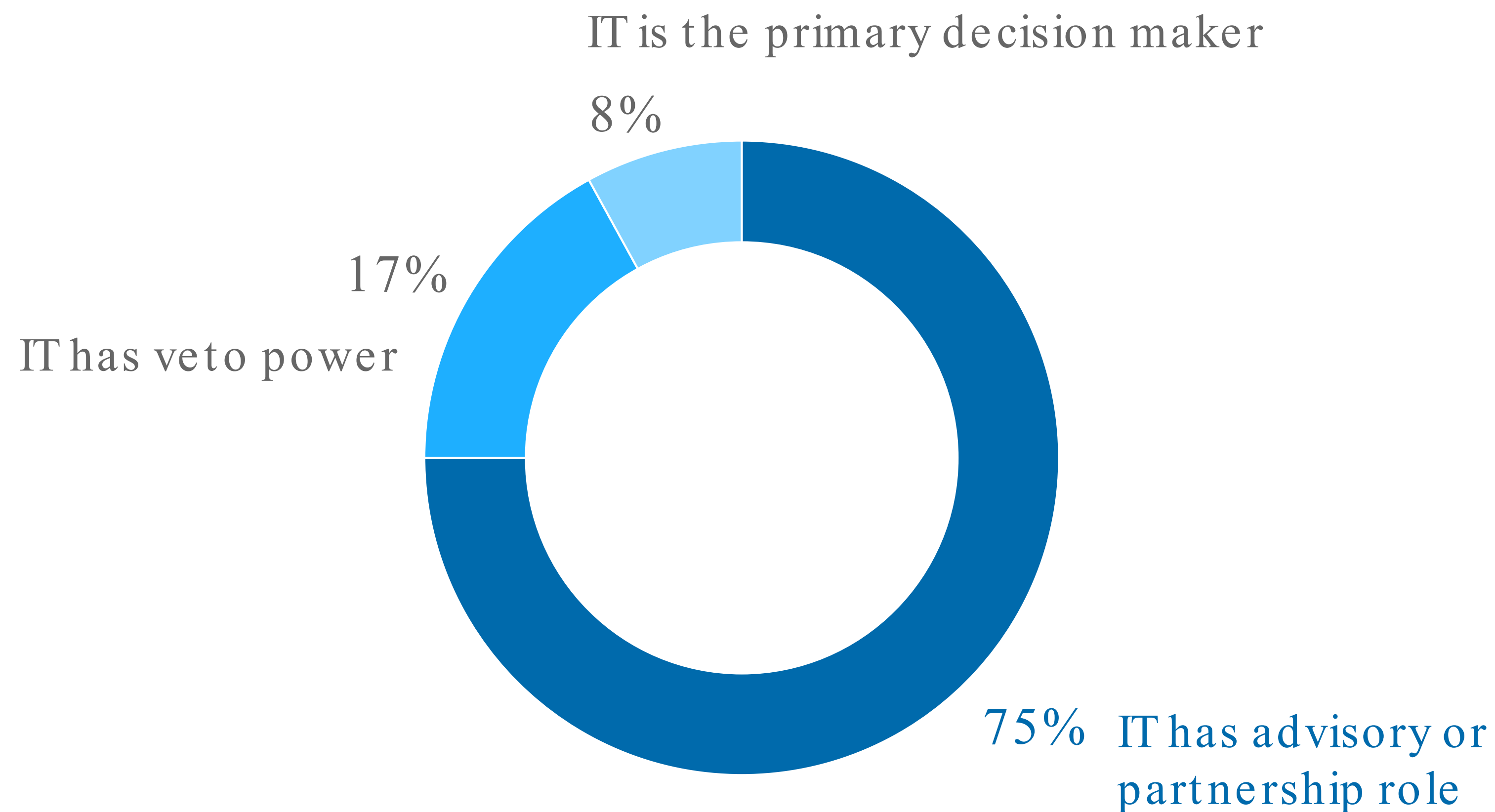




Move to the
Cloud

Getting IT Onboard to Make the Switch

What is the IT department's role in selecting new cloud -based technology?



How Your Company Stacks Up: Polling Question 1

Relative to your peers, evaluate your organization's use of physical security technology.

1. We are innovators - made significant investments in physical security technology
2. We have adopted some advanced technology, and it is widely used and having an impact
3. We have adopted some advanced technology, but it is **not** widely used and has limited impact
4. We are still evaluating some advanced tools
5. We have not evaluated physical security technology

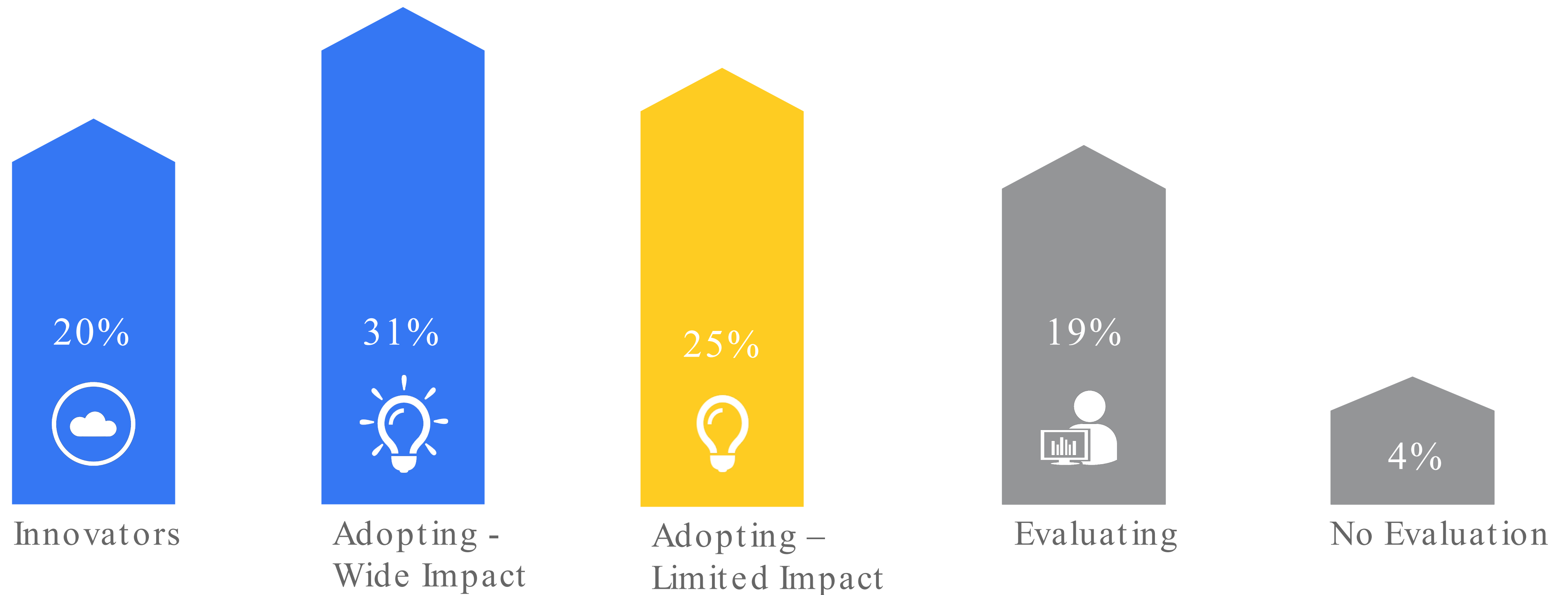


Move to the
Cloud

Make Sure New Technology Has the Right Impact

Evaluate your organization's use of advanced physical security technology and tools.

76% Adoption of Advanced Technology





Moving to the Cloud Is the First Step in Any Technology Roadmap

Cloud is foundational to all the other advanced technologies being deployed in security

- Mobile
- Big Data
- AI / Analytics

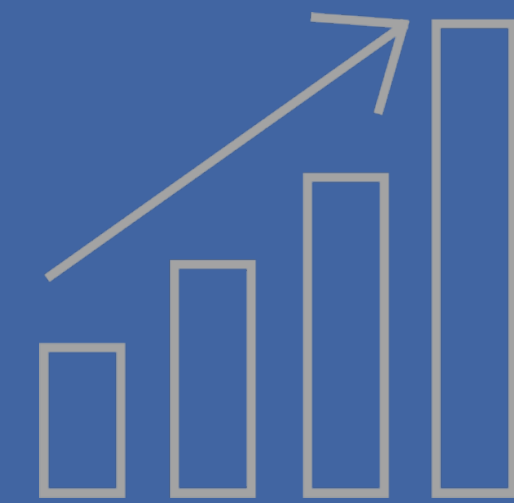
Three Investments to Make This Year and Beyond



Move to the Cloud



Make the Most of
Mobile



Use Physical Security
Data Effectively



Make the Most of
Mobile

Why Should You Adopt Mobile?



81%

Respondents who rely on mobile applications to manage their facilities and people

62%

Respondents using 1-5 mobile applications for work



25%

Respondents who have adopted mobile applications to manage security



Make the Most of
Mobile

Challenges of Using Mobile for Security

Privacy
concerns



Security app is
on user's
personal
smartphone



Large installed
base of legacy
readers lacking
Bluetooth
support



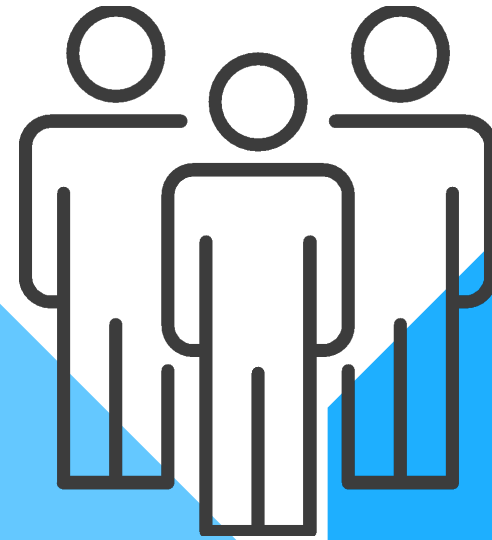
Integrating with
existing IT
platforms and
OS device
updates





Make the Most of
Mobile

Mobile Will Still Take Off in the Market



Facilitates the
new digital
identity

Mobile-centric
younger
generation



Growth of
cloud-based
systems with
mobile
experiences



Ease of update
and
replacement
vs. mobile
credentials

Move to
“mobile only”
access control
models



How to Make the Most of Mobile at Your Organization

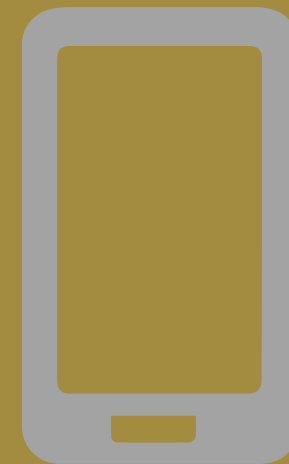
Additional security functions embedded in mobile credential applications, making them increasingly valuable

Service providers offer SDKs/APIs to enable users to embed credentialing and security features into vertical business applications

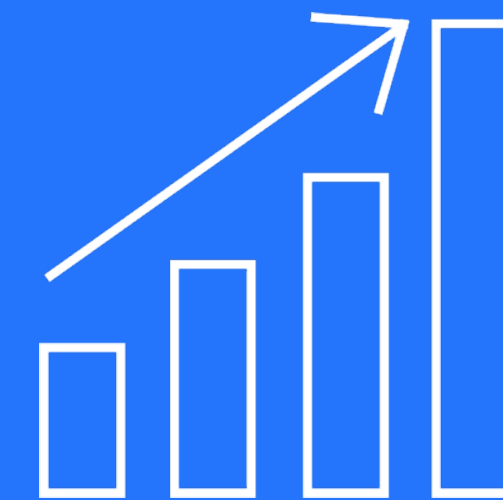
Three Investments to Make This Year and Beyond



Move to the Cloud



Make the Most of
Mobile



Use Physical Security
Data Effectively

How Your Company Stacks Up: Polling Question 2

What type of physical security data do you currently use/view most?

1. Event data
2. Video analytics data
3. Intrusion detection data
4. Other type of data
5. I do not have access to physical security data

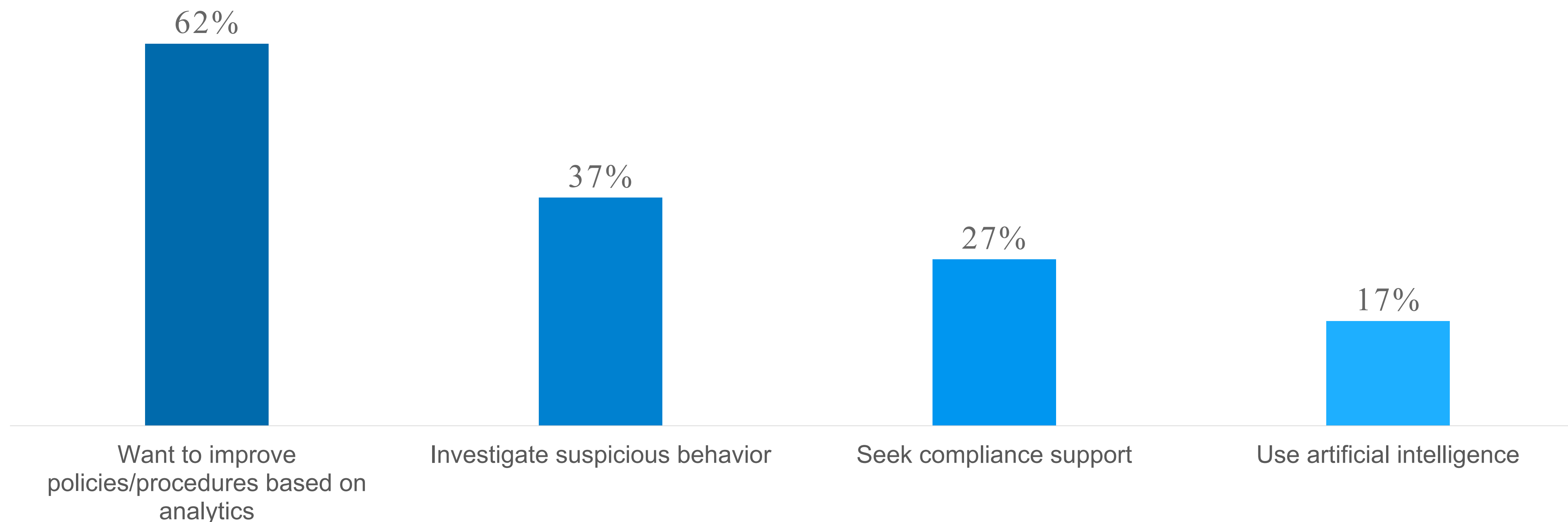


Use Physical Security
Data Effectively

How Should You Use Physical Security Data?

What are the top 2 benefits/insights you want to gain from physical security data?

(respondents selected top two answers)





Use Physical Security
Data Effectively

Challenges of Using Physical Security Data



63% of surveyed companies have decentralized or partly centralized security platforms that limit scalability and organizational efficiency

Need to Turn Data Puddles into a Data Lake


Using Physical Security Data to Be Proactive and Preventative

Patterns to inform policy

Anomaly detection so organizations become aware of unusual events

Face detection data will create a complete history of everyone who has come into or out of your doors


Your TCO Strategy to Build a Financial Case




assumptions

why brivo?


tco report



Single-Site



Multi-Site



Multi-Unit

1 Industry

2 Credentialed Users

3 On-Premise Systems

4 Doors & Entryways

5 System Uptime

6 System Admin Resources

7 IT Resources

On-prem server maintenance

IT hours per year

16

☒ Use default

IT hourly rate

50

☒ Use default

Workstation annual support expense

900

☒ Use default

Data center annual expense

1800

☒ Use default

Doubled if redundancy selected

HELPFUL TIP

On-prem system maintenance includes patches/upgrades, operation, backup and tech support.

Use \$75 to \$150/hour for contractors

Server energy and operating expense may account for as much as 85% of total data center expenses.

Data center default values display expense impact of supporting redundant and non-redundant on-prem servers.

See Recurring Expense assumptions for more details.

TCO Cost

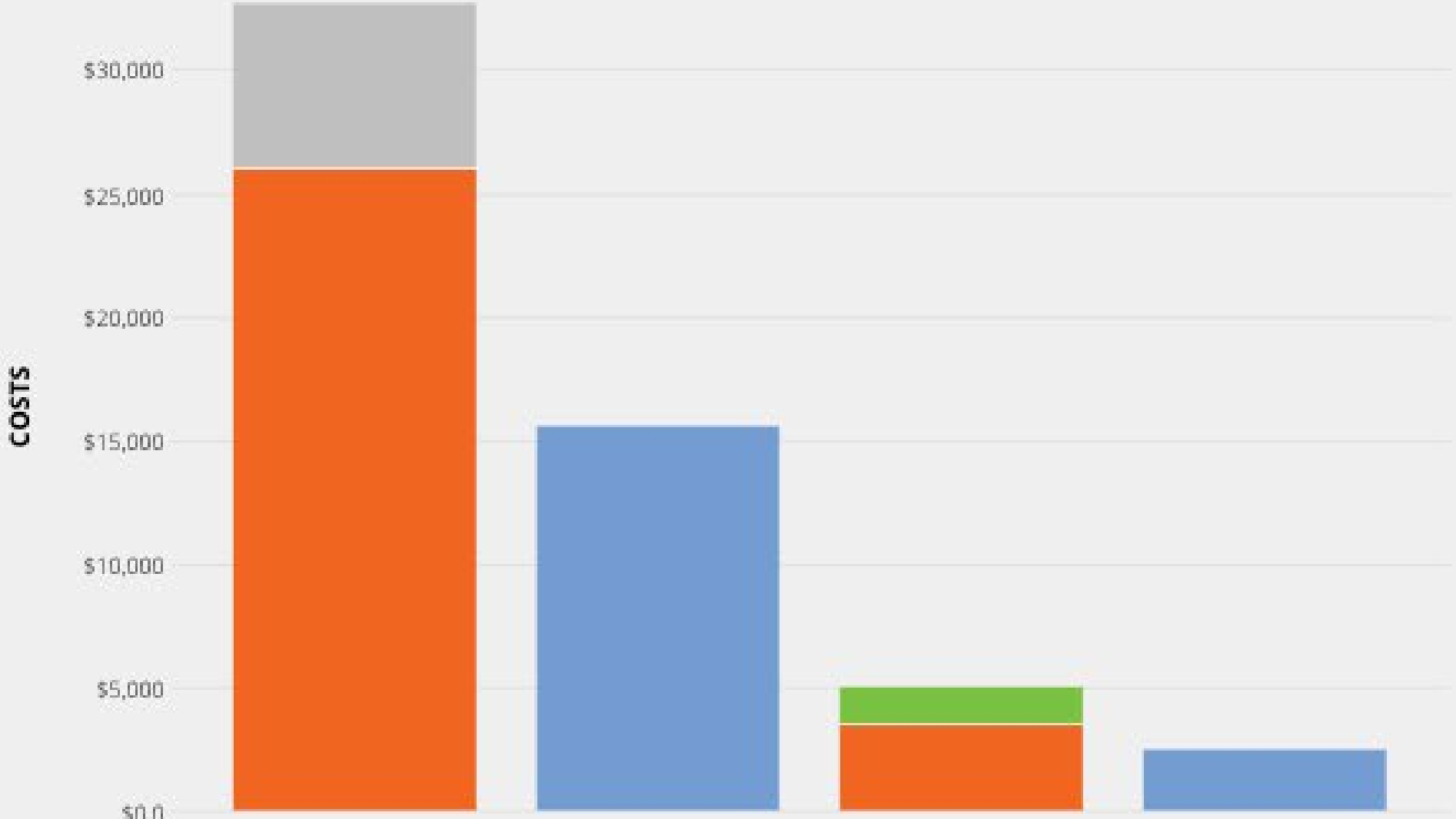
TCO Savings

IT/Admin Impact

ON-PREM VS. BRIVO CLOUD

Non-Recurring Costs (NRC)

Annual Recurring Costs (RC)



TYPE	On-Prem NRC	Brivo NRC	On-Prem RC	Brivo RC
NRC	~\$26,000	~\$15,500	~\$4,500	~\$2,500
Ann. RC	~\$4,500	~\$2,500	~\$4,500	~\$2,500

NRC

HW/SW, install

Doors+ HW, Install

Redundancy option

HW/SW, Install

Ann. RC

IT & Admin Labor/DC

License & other fees

Sub fees

Your TCO Strategy to Build a Financial Case



assumptions why brivo? tco report



Single-Site



Multi-Site



Multi-Unit

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TCO Cost TCO Savings IT/Admin Impact

ON-PREM VS. BRIVO CLOUD



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Bringing It All Together

Access
Control



Video
Surveillance



Mobile
Management



Identity
Management



Visitor
Management



Elevator
Control



Questions?

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