

## Security industry trends at ISC West 2018

Ahead of the upcoming ISC West conference and expo this April in Las Vegas, four of Allegion's experts sat down to share their insights about the most important trends they see influencing the security industry, as well as Allegion's tactics to help security integrators take advantage of the business opportunities that arise with these trends. Here's what they had to say:

### 1. Enhancing perimeter security

"Security enhancements in K-12 will be a major topic at this year's ISC West, something that has always been a focus for us at Allegion. Wireless technology is allowing us to make exciting advancements in perimeter security. For example, we have a new product called the Von Duprin® Remote Undogging (RU) and Remote Monitoring (RM) kits that allow you to cost effectively add wirelessly monitoring and management to mechanical devices, offering routine 'lock-up' and emergency 'lock-down' functionality that facility managers, especially in the K-12 market, can benefit from daily."

– **Brad Aikin**, channel led business leader,  
security integrators

"It's becoming more and more important to create smart options that enable our install base to migrate to new technology. The Von Duprin Remote Undogging (RU) and Remote Monitoring (RM) kits allow for wireless remote monitoring and management of devices, putting more information and control in the hands of facility managers to improve the security of the building's perimeter."

– **Yong Lacy**, category leader, openings

"Customer research has continually shown that security is one of the driving factors for consumers and end users to deploy smart devices in their homes and buildings. Integrators are in a prime position to help customers with their vital security and access control needs with innovative products."

– **Mark Jenner**, director of market development

### 2. Valuable partnership

"We're excited to truly partner with integrators to help them deliver more value to their customers by making their business more effective. We're excited to truly partner with integrators to help them deliver more value to their customers by enhancing the breadth and operational efficiency of their access control business. All the way from assessing the needs of the customer and providing a quoted solution to executing on those needs, we're there to help with pre-sales resources, training guides, thought leadership content and more." – **Brad Aikin**, channel led business leader, security integrators

"The best hardware providers participating in ISC West are addressing customer needs from project inception through sustainment and support, driving down the total cost of ownership, and improving profitability for integrators."

– **Devin Love**, market development manager

### 3. Open solutions and analytics

"End users need the flexibility to change their solutions as the needs and capabilities of their building change. Integrators need the flexibility to do more with less, not only with labor but with inventory through configurable products like multi-technology credential readers, multi-technology wireless devices and open architecture devices. These needs are driving a convergence between electronic and mechanical devices. With the Von Duprin RU and RM kits you can see an example of this convergence and the way integrators can provide customers a tailored solution that offers the best value."

– **Brad Aikin**, channel led business leader,  
security integrators

"With the proliferation of smart and connected devices, technologies that can harness this overwhelming amount of data and information becomes more important. All the data being collected is only useful if we can provide actionable insights and analysis for users. The security integrator has a huge opportunity to provide a critical

value-added service to facility managers by becoming their analytics expert. With every new technology that is shown at ISC West, there is a huge business opportunity for the integrator channel.”

– **Mark Jenner**, director of market development

#### 4. Security simplified

“One size fits all solutions can at times add unnecessary cost and complexity. Instead, it is important to understand the needs of the application and deliver a customized product with the right level of features and functionality. For example in K-12 schools, because they primary building occupants are students that do not carry credentials, many opening only require dogging and monitoring rather than individual access control. Von Duprin has more than 100 years of history manufacturing existing devices and has unique expertise and understanding of the applications where they are used. This allows us to deliver specialized solutions such as the RU and RM kit that can be retrofitted to existing devices and connect wirelessly to the electronic access control system of integrated software alliance members already in place at the facility, cost effectively meeting the unique needs of perimeter doors in schools.”

– **Yong Lacy**, category leader, openings

ISC West is the largest security industry trade show in the U.S. More than 30,000 security professionals are expected to attend to see everything from access control solutions to unmanned vehicles. Allegion will be at Booth #20043. Visit [us.allegion.com/iscwest](http://us.allegion.com/iscwest) to learn more.

## About Allegion

Allegion (NYSE: ALLE) is a global pioneer in safety and security, with leading brands like CISA®, Interflex®, LCN®, Schlage®, SimonsVoss® and Von Duprin®. Focusing on security around the door and adjacent areas, Allegion produces a range of solutions for homes, businesses, schools and other institutions. Allegion is a \$2 billion company, with products sold in almost 130 countries. For more, visit [www.allegion.com](http://www.allegion.com).

KRYPTONITE ■ LCN ■  ■ STEELCRAFT ■ VON DUPRIN



© 2018 Allegion  
012189, Rev.04/18  
[www.allegion.com/us](http://www.allegion.com/us)