

YOU

ARE NOT

Network Integrators Face Similar Choices and Challenges

By Bill Bozeman

ALONE

There are enormous changes facing the physical security industry and the need to adapt to the changing market place has never been stronger. An alliance with a collaborative community of technology integrators positions your organization at the forefront of these changes and gives the agility and flexibility needed to remain successful.

The majority of the InService integrators, for example, are Cisco partners with the highest levels of certification. They are also wireless and storage experts who service the network requirements of large national and regional accounts. The InService organization consists of the most technically competent group of network integrators I have ever had the pleasure of working with.

Considering all of the above complements, InService members still face the same challenges and choices that PSA integrators and other competent physical integrators face on a day-to-day basis.

CHALLENGE ONE

To satisfy customers seeking integrators possessing skills that encompass physical and logical security, as well as the network expertise required to deliver a seamless, painless deployment.

CHALLENGE TWO

To determine if the chief security officer is pleased with the company's latest network-based security deployment

and the integrator chosen for the project. Chances are the CSO will stress a need for improvement.

After evaluating the variables, three options exist for the independent physical, logical, and network integrators who tend to come from and focus on a specific discipline.

OPTION ONE

Make the commitment to learn and become certified in the areas you have not focused on in the past. This option will take considerable time and financial resources. To assure success it must become part of your formal, budgeted business plan.

OPTION TWO

Partner with an integrator that can supplement your current expertise and certification. Physical integrators should seek out network integrators with network certification; network integrators should partner with physical security integrators experienced in security and life safety requirements and certifications.

OPTION THREE

Do nothing; hope proprietary systems will continue forever and that RG 59 will pave the way to a golden retirement.

In summary, I suggest option one if you can afford the time and are willing to make the financial commitment, option two if you have immediate needs and prefer to ease into new opportunities, and option three if you think Social Security will meet your retirement needs.

About the Author:

Bill Bozeman is president and CEO of PSA Security Network, the world's largest electronic security cooperative. Bozeman has 29 years experience in the security systems integration business. In 2005, he was inducted into the Security Integration Hall of Fame and was recognized as one of the 25 Most Influential Security Executives in 2006. Visit www.psasecurity.com for more information on the PSA Security Network.

About PSA Security Network®

PSA Security Network (www.psasecurity.com) is the world's largest electronic security cooperative with members responsible for over \$1.7 billion annually in security, fire, and life safety installations. These leading security systems integrators specialize in the design, installation, integration, and maintenance of access control, video surveillance, intrusion detection, fire, and life safety systems.

