

# 10 Questions to Ask Yourself Before You Talk to a Security Vendor

Below is a list of items that you can use as a guide to prepare for an interview with a Commercial Security System Integrator. Having the answers to these questions in preparation for your meetings will help keep your meeting efficient and give you a guide of what to ask so that you understand your options and can get a system to meet your business needs.

## 1 | Do you already have a Video System?

### Yes / No

- Is it Analog? Hybrid? Or Digital?
- How many cameras do you have?
- Do you need additional coverage?
- Do you have audio incorporated into your video system?
- What types of issues do you primarily use the cameras for (robbery, fraud, operations, physical crime, workplace violence, slip & fall, employee monitoring)?
- Any other security concerns not already addressed above? Fraudulent Claims? Property Damage? Etc?

## 2 | Do you already have Access Control?

### Yes / No

- If so, is it part of your Analog system? Or Cloud based?
- If cloud based, do you use Mobile Passes?
- Are there additional doors that need access control?

## 3 | Do you have an intrusion Alarm system?

### Yes / No

- Does it communicate on a POTS line?
- Or via your Network Connection?

## 4 | What are some of your main security concerns?

- Shrinkage/Theft
- Fraudulent Claims
- Property Damage
- Other?

## 5 | Who is your current Security System Integrator?

- What do you like about them?
- What do you dislike about them?

## 6 | What manufacturer(s) are you currently using for your video?

- Access control?
- Alarms?

## 7 | How many locations do you have?

- Are you planning on adding new locations in the future?

## 8 | Are you experiencing any losses that triggered you to look for a new security system for your business?

- Do you know how much those losses are costing you annually?

## 9 | Are you aware that you can also use your security system to better manage your business?

- Like lock doors remotely from wherever you are if the last person out didn't lock up?
- Turn off/on AC, heat, lights, etc.

## 10 | Do you have someone on your team to monitor your video, access control and/or alarm systems?

- Are you interested in outsourcing that?