



SaaS – Security as a Service



Hosted & Managed Solutions for Security

Agenda:

- What are Hosted/Managed Solutions
- Where are they used today
- What is Hosted Access
- What is Managed Access
- Benefits
- What's Next
- Q&A

What is a Hosted/Managed System

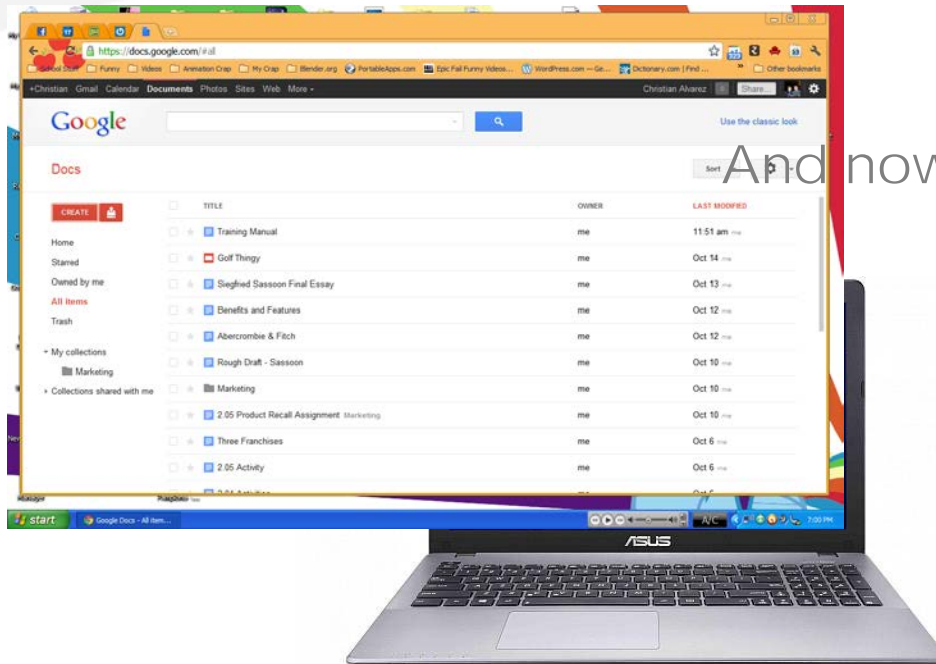
Systems, Software or Solutions that are Hosted on-line
(no longer installed on-site)



- It took a lot of hard disk space
 - Installation was a waste of time
 - Every year you have to buy/install the new updated version
- d today..
- I.T. departments hated maintaining different versions
 - It did not work consistently the same on all computers
 - Installing security patches wasted workers time

Remember installing MS
Office on your computer?

Systems, Software or Solutions that are Hosted on-line
(no longer installed on-site)



And now..

- Nothing to install
- Always updated for you
- Available from any computer
- Works with any operating system
- Documents automatically shared online or locally
- Automated document backups – less risk of loss of information
- Uses high-security encryption
- Support can be a managed service, alleviating your I.T. department of this task

Now with Office 365 or
Google Docs SaaS it is
hosted online

Just open your web browser & login

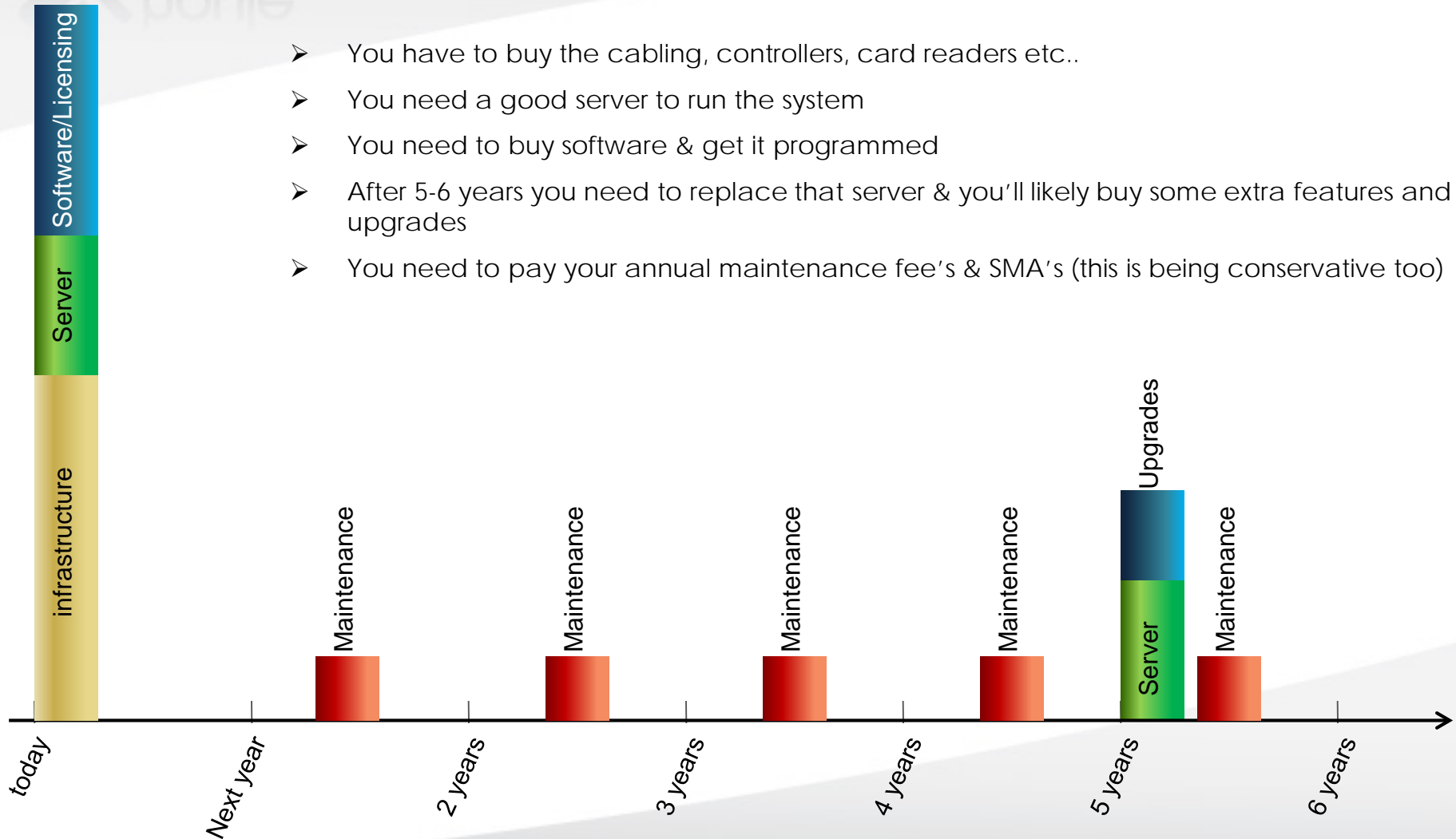
- Telephone Services (Comwave, Shaw)
- Conferencing & Video Conferencing Services (Intercall)
- Online Meeting Services (Webex)
- Virtual Concierge Services (Houle Vcon)
- Security & Fire Alarm Monitoring
- Healthcare Monitoring (Lifeline)
- Network Storage/Cloud Storage (MS Azure, Amazon Cloud)
- Online Virtual Servers (Google Cloud Servers)
- Hosted Call Centres (Primus, OneConnect)


.. So why not your security & access control systems?

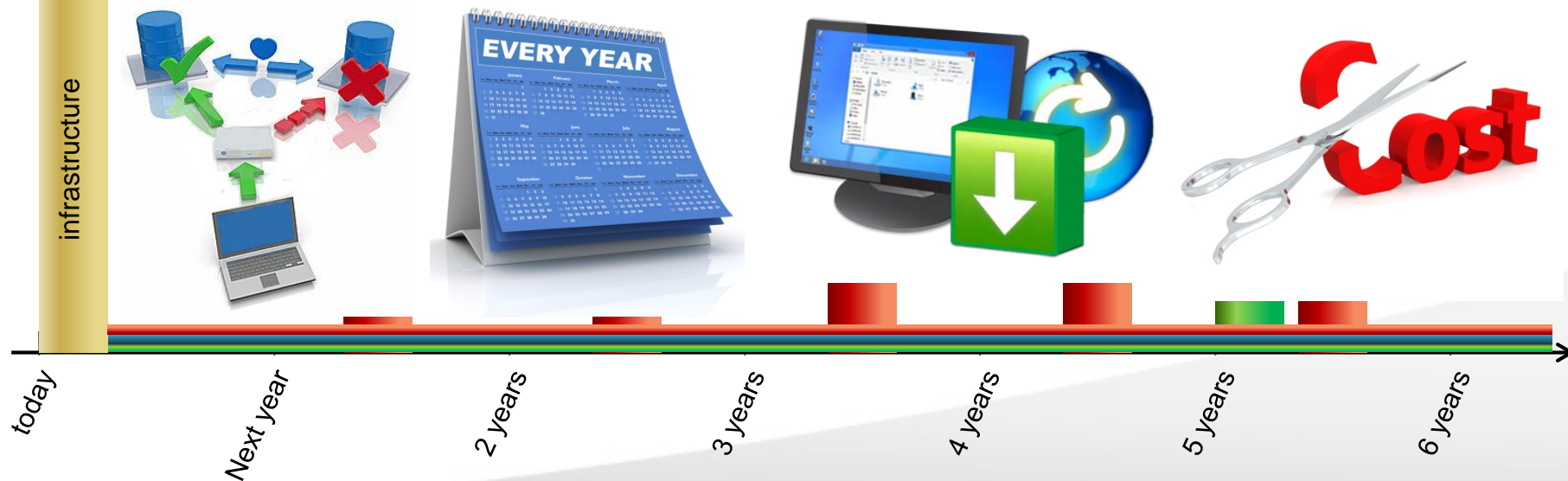
What is Hosted Access Control

Traditional Access Control TCO..

- You have to buy the cabling, controllers, card readers etc..
- You need a good server to run the system
- You need to buy software & get it programmed
- After 5-6 years you need to replace that server & you'll likely buy some extra features and upgrades
- You need to pay your annual maintenance fee's & SMA's (this is being conservative too)



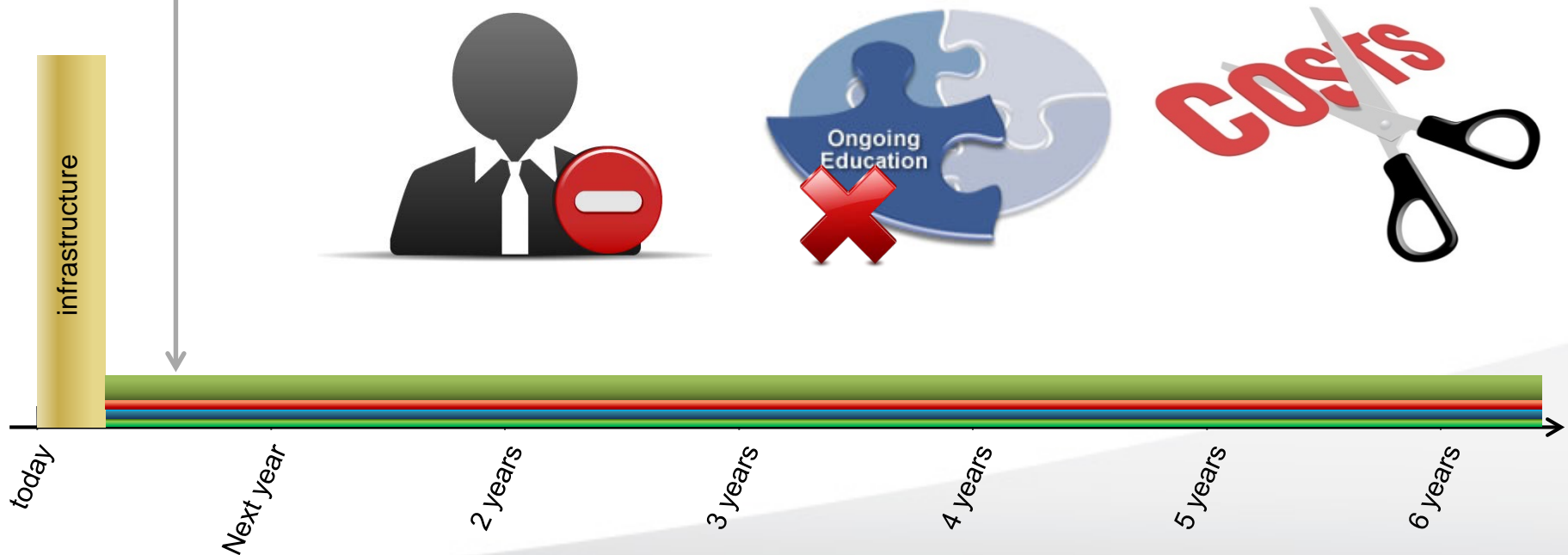
- 
- The system server, failover, software, licensing, & upgrades is hosted by the provider
 - The cost is amalgamated into manageable monthly fees
 - You can now predict the total management & upgrade costs ahead of time
 - You no longer need to worry about system updates or security patches
 - You no longer need to worry about software or server & get automatic upgrades
 - You get the added advantage of more versatile user interfaces
 - Your building does not need to power or 'cool' (HVAC) the system server
 - You get the added advantage of automatic failover & standby servers



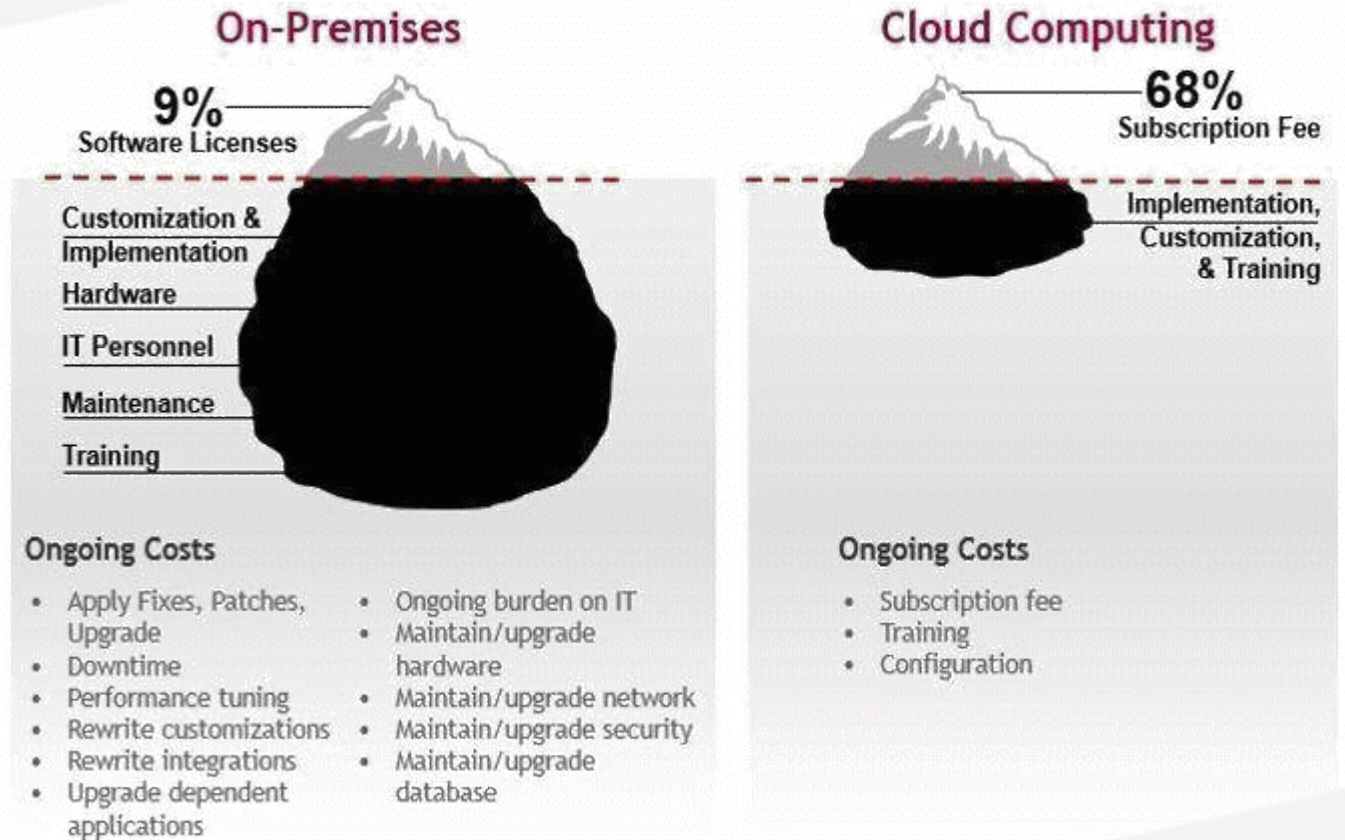
What is Managed Access Control

Managed Access Control..

- Management of your access system is provided for you.
- Minor adder to the monthly cost
- You no longer need a dedicated administrator (Larger systems)
- You no longer need to learn how to add/edit/remove users & doors & schedules
- You no longer need the ongoing expense of training on your access system
- Your access system database actually gets maintained – most don't!



Total Cost of Ownership Benefits..



Why Use It?

- 1) No need to power or cool (HVAC) a server PC
- 2) No need to support the server operating system & database licenses
- 3) No need to have a server room to host your server
- 4) No worry about when your server will fail & need replacement
- 5) No worry about annual/monthly Maintenance fee's
- 6) No worry about upgrades and security patches
- 7) No disruptions from upgrades, they are done in the background for you
- 8) You get failover built-in, no extra cost for that
- 9) You can predict your overall system costs ahead of time

A real life case WHY Hosted Access Control is beneficial..



An (unnamed) office tower in (an unnamed) Canadian City within the past 2 years had a building-wide access control system that managed all users and doors in the facility.

This system was never updated/maintained by it's vendor/integrator and left running a very old version of the access control software

In 2016 this facility was attacked by Russian Hackers



The building was on permanent lockdown and a ransom was sent to the owner



A Hosted or Managed system would have always had security patches in place preventing such attacks.

What is Next?

The Next Hosted Solution..

- 1) CCTV Video Surveillance Monitoring is currently offered as Hosted and Managed Solutions with storage on site
- 2) CCTV Video Storage on the Cloud is offered and growing
- 3) Security Guard Robots (K5 robots)

Video cameras
License plate parking scanners
Panic duress
Fully monitored
Intrusion sensors/LIDAR
24/7 guard service
Self recharging



Questions?



Contact:

Levis Veilleux
Houle Security
5050 North Fraser Way
Burnaby, BC V5J 0H1

ask us for a free demonstration