

Vanderbilt #ReadyForAnyChallenge How-to: The Benefits of SaaS for Installers

If you're wondering how selling Software-as-a-Service solutions can benefit your business as an installer, here are six points to consider:

1 The simplicity of set-up:

Setting up SaaS solutions on site can be as simple as the purchase transaction itself. All you need to get started is a username and password. Contrast this with the lengthy, complex, and sometimes extensive setup and configuration period for some on-premise applications.

2 Software updates:

Instead of pushing updates to the client, and requiring the channel to update the system, the end customer remains on the latest version and no longer has a risk of getting

bugs or an update being done incorrectly. This translates directly to a value to the installer as well as you keep up with the latest technology.





What is SaaS:



SaaS application access is frequently sold using a subscription model, with customers paying an ongoing fee to use the application.

3 All customers have the same software:

The installer gets the scale of efficiency in providing technical support due to dealing with only one single software. SaaS helps to maintain high service levels and proactively monitor service issues for the end user – possibly predicting a likely service event.

4 On-line service:

Installers can help the user solve system problems online, by providing real-time support without going to the site.

5 Service call planning:

The installer can see service issues and prepare the technician with the right parts in advance of the visit. This also means you can organize service calls into efficient locales, so the technician is not traveling all over the town.

6 Recurring Revenue:

As SaaS solutions are based on subscription models, this means installers have the chance to create recurring revenue opportunities. Recurring revenue creates a steady income stream, brings high profit, and increases cash flow.



The secret behind selling SaaS:

Traditionally integrators think that they have made their money from product sales, when in fact, they make their money from installation, training, integration, customization, and support.

Vanderbilt's SaaS solutions:

- ✓ ACT365 is Vanderbilt's complete access control and video management solution that offers remote setup, servicing, and support.
- ✓ SPC Connect is a hosted cloud-based solution explicitly designed for installers to monitor, manage, and maintain SPC panels remotely from any location.

What our customer says:



The ease of which the ACT365 installation went in was great. There were no issues. We pre-programmed the units before we sent them to the site. There were no glitches, no errors at all. I think that comes down to quality products and quality pre-installation support.

Paul Wilson, Managing Director at ProLogic Systems Ltd.



Learn "How-to" with Vanderbilt at **IFSEC 2018**. Visit us at **Stand F305**, 19th – 21st June.

What our customer says:



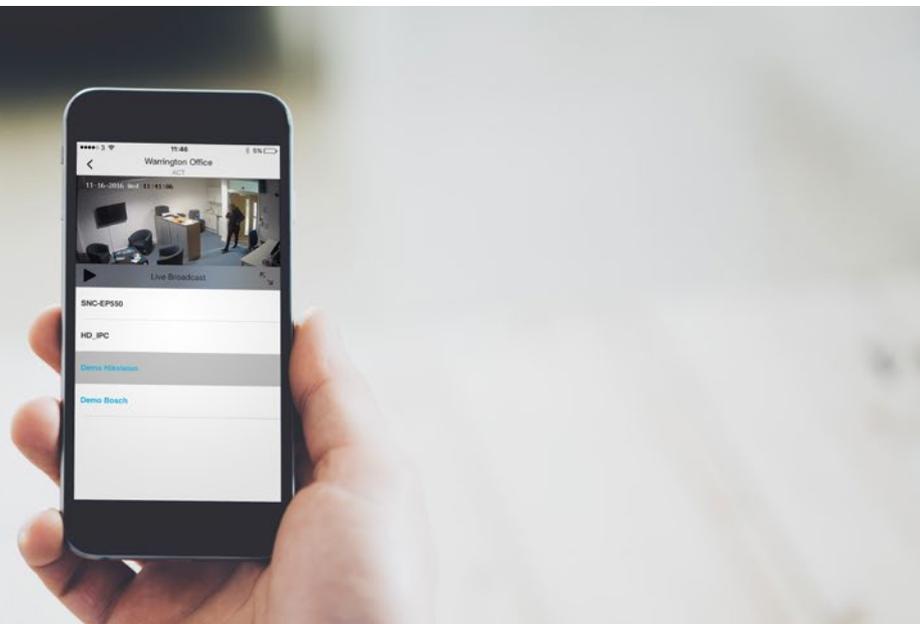
Our first project with ACT365 proved incredibly smooth. The ease and speed of implementation (less than a day) exceeded even the high expectations we have. We now have a full ACT365 system running in our offices, and our design engineers are drilling down into the software's capabilities.

Jason Draper, Operations Manager at Quantum Security



Why end users love SaaS:

- ✓ The user's hard disk space requirements will decrease dramatically, as it won't be necessary to install the software on that computer, which means some savings in capacity.
- ✓ The "outsourcing" of service offered by the SaaS means that the availability and proper functioning of the SaaS depend on the companies that provide it. This will usually include customer service, which will provide support and future improvements to the product.
- ✓ One of the main features of the SaaS is accessibility. The end user accesses the service from any device that has access to the internet.
- ✓ Another critical feature is flexibility. It is possible to use the software not only from different computers but also through different operating systems.
- ✓ SaaS will often be flexible in the economic sense. The end user will pay to access the use of the software for a specified period, monthly or annually, etc.
- ✓ With a flexible pricing model, SaaS platforms eliminate the cost of acquiring, provisioning, and maintaining the hardware needed to host business-critical software.



Facts

- ✓ Data from a recent Gartner survey shows that 62% of small and midsize businesses are already using cloud computing, while 33% are either planning on implementing the technology or evaluating how it could best be used by their organization.
- ✓ Forbes predicts that 83% of enterprise workloads will be in the cloud by 2020.



- ✓ According to BVP State of the Cloud 2017, DropBox is the fastest SaaS company with \$1 Billion Revenue Run Rate.
- ✓ The total global public cloud market will be \$178B in 2018, up from \$146B in 2017, and will continue to grow at a 22% compound annual growth rate (CAGR).
- ✓ In 2026, the SaaS market is expected to reach £234 billion – a 183 percent increase on 2018 figures.



About Vanderbilt

Vanderbilt is a global provider of security systems recognized for future-proof, high-performance, easy-to-use products. Vanderbilt strives for innovation in Software-as-a-Service solutions such as **ACT365** and **SPC Connect**, as well as product integration both within and outside of their portfolio offerings. Simply put, Vanderbilt is **#ReadyForAnyChallenge**. To learn more, please visit vanderbiltindustries.com, or follow us on [Twitter](https://twitter.com/VanderbiltInd), [Facebook](https://www.facebook.com/VanderbiltInd), and [LinkedIn](https://www.linkedin.com/company/VanderbiltInd).



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