

Physical security, managed like IT.

Cloud managed cameras, doors, intercoms, and sensors on Verkada and Cisco Meraki.

Physical security is now an IT purchase. It runs on the customer's network, authenticates against their directory, and should be managed by whoever manages that network. BCS365 designs, deploys, and monitors it as part of the same operating relationship.

THE CUSTOMER PROBLEM

- The camera system is end of life and the incumbent quote is a forklift replacement.
- Access control, cameras, and intercom come from three vendors with three portals.
- An on premise recorder sits unpatched in a closet, holding the only copy of the footage.

WHAT BCS365 DELIVERS

- Access control with role based permissions
- Remote lock and unlock, real time activity logs
- Directory integration for door permissions
- HD video with edge analytics and onboard storage
- Motion, tamper, and intrusion detection
- Intercom, two way audio, and visitor management
- Temperature, humidity, air quality, occupancy sensors
- One cloud dashboard across every site

WHY IT MATTERS TO YOU

Known brands

Verkada and Cisco Meraki are names your customer and your team already recognize.

Small first deal

A camera refresh or a server room sensor is an easy, low risk entry point.

Opens managed IT

Once we are on the network, the wider operating conversation follows.

SIGNALS TO LISTEN FOR

- "Our camera system is end of life and the quote is a forklift."
- "We need to know if the server room gets too hot."
- "We are opening a new site and need cameras and badge readers."

HOW TO BRING US IN

- Send the name and one sentence of context to your BCS365 contact
- Take 15 minutes on an opportunity huddle to confirm fit
- We join your customer call and run discovery. You lead it
- Register through AVANT as usual. Nothing commercial changes

DELIVERY MODELS AND CREDENTIALS

- Fully managed
- Co-managed
- Staff augmentation
- Project services
- 24/7/365 U.S. based NOC and SOC
- ISO/IEC 27001:2022 certified

No on premise recorder to rack, patch, or replace. Continuous updates, enterprise encryption, and 24/7/365 monitoring by our own team.

Capability summary only. Exact services, coverage, responsibilities, and commercial terms are opportunity specific and governed by the executed MSA and CFS.
BCS CallProcessing, LLC dba BCS365.

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