Security for small and medium business

Working together to give business owners freedom and peace of mind.

security.gallagher.com

GALLAGHER™

Simplifying business security

Security for small and medium businesses

We've listened to the pain points of small-to-medium sized business owners. Common frustrations include shared PIN codes, lost keys, false alarms leading to unneccessary guard callouts, staff forgetting to set the alarm and a lack of visibility over what is happening on their site.
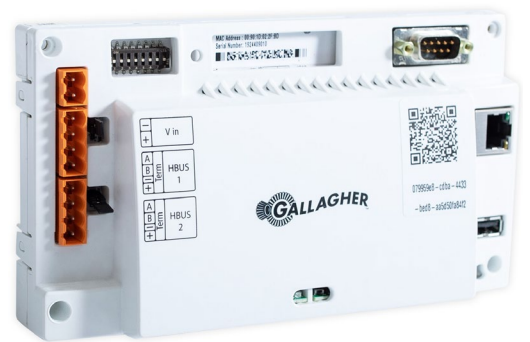
Gallagher security for SMB is a cloud-based system which gives your customer control of their site, at their fingertips. We offer an intruder alarm system, local and remote door control, and user management, and the ability to connect directly with guards*, all controlled via an easy-to-use app. Customers have the ability to self-monitor their site or opt for third-party monitoring.

*(*Guarding only available in New Zealand)*

The benefits of cloud architecture

Gallagher SMB uses cloud architecture, requiring no server to be installed on-site. The system is designed to be plug and play - once powered on, the controller will automatically assign an IP address using DHCP, download a default configuration and update itself with the latest firmware, cyber security, and functionality.

If the controller loses its connection to the cloud, it will continue to operate, keeping the site secure. During this time, the customer will be able to arm and disarm their site locally at the reader, and request access at doors.
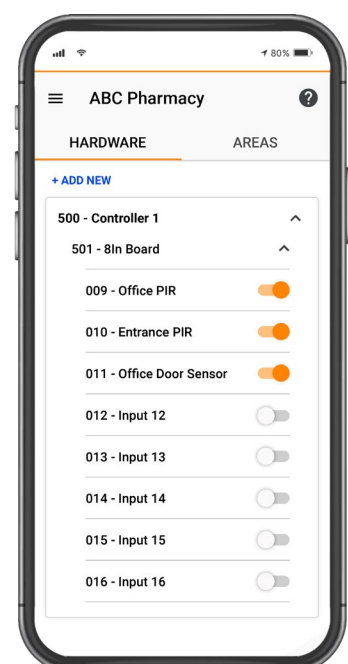
Site configuration made easy

The SMB Configuration app is a web-browser that can be accessed on a computer, tablet, or smartphone.

Technicians can use the app to pre-configure a customer's site ahead of the physical installation, reducing the time spent on site.

The site commissioning functionality allows technicians to test the site and generate a commissioning report that can be given to customers once installation is complete.

The security solution is hosted on a private server on Amazon's AWS cloud computing platform. This means customers do not need to purchase or maintain software, servers, or databases. They benefit from world-class cyber security, protecting their system and user data.

How the partnership works

Getting started

- A partnership agreement between your company and Gallagher is established.

- We provide you with training so that you and your team can become authorized to install Gallagher's small and medium business security solution.

- You can start selling and installing the system, growing your customer base and creating a recurring revenue stream from monthly subscriptions charged.

Next steps

- You can use your preferred method to qualify leads and generate quotes.

- Once the customer has accepted a quote, you can install the system and configure the site using the SMB Configuration app.

- The site is commissioned, tested, and a comissioning report is generated that can be downloaded and given to your customer.

- Once you've finished with the install, the customer is onboarded to the SMB app and can begin using their system, including adding their own users.

Ongoing support

- You retain the ongoing relationship with the customer and their site.

- The customer can generate call out requests, should any system faults occur. You can perform remote troubleshooting via the web-based SMB Configuration app.

- You can perform maintenance checks as per your company policy/as agreed with the customer.

- As Gallagher releases new features, you will have the opportunity to upsell and add-on to fit the needs of your customer.

Income model

- Subscriptions are charged at trade prices from Gallagher for you to on charge to the customer.

- Subscription as a Service (SaaS) revenue will commence once a site is activated.

- You can apply your own margin to the subscription and create a new source of recurring revenue. The monthly charge will reflect the customer's requirements and the services they are utilizing.

Partnering with Gallagher

We strive to build strong, long-lasting partnerships with experienced industry professionals, who have the skills and desire to champion Gallagher's security solution to business owners.

In return, we offer ongoing support to train your technicians, educate and equip your salespeople, and flexible remuneration options to fit the needs of your business.

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