



KEEPING YOUR CUSTOMERS COMPLIANT

TELECO: Your Partner in Compliance and Market Growth for Surveillance & Access Control

The Growing Importance of Regulatory Measures in Access Control and Video Surveillance for TELECO Dealers



As the demand for advanced security solutions continues to rise, access control and video surveillance systems have become essential across a wide array of industries, each of which faces unique regulatory requirements. TELECO dealers need to understand the evolving landscape of regulatory compliance in order to offer tailored, future-proof solutions that meet their clients' needs. Additionally, the opportunity for recurring revenue through service contracts has grown substantially, making TELECO the ideal partner for security solutions.

Regulatory Measures: A Vertical Approach

Different industries face distinct regulations for access control and video surveillance. Some of the key verticals include:

1. Healthcare

- HIPAA regulations govern the protection of patient information, making access control critical in limiting who can enter areas where sensitive health data is stored.
- Video surveillance is often required in healthcare facilities to ensure safety but must be deployed in a manner that respects patient privacy, such as limiting surveillance in patient rooms and private areas.

2. Finance

- Financial institutions are subject to regulations such as Gramm-Leach-Bliley Act (GLBA), which requires stringent controls to protect customer information. Video surveillance and access control are essential to safeguarding vaults, data centers, and restricted areas.
- Solutions must include detailed logs and encrypted footage to ensure compliance with industry standards.

3. Education

- In schools and universities, access control and video surveillance must adhere to FERPA guidelines to protect student privacy, while also ensuring a safe campus environment.
- K-12 institutions may also face local or state-specific requirements that dictate the use of access systems for entry points and surveillance of public areas like hallways and parking lots.

4. Retail

- In retail, preventing theft and securing inventory are top priorities. Surveillance must comply with local privacy laws while offering maximum coverage to ensure loss prevention.
- Access control can be used to restrict entry to sensitive areas such as cash handling rooms and inventory storage areas.

Market Growth: a Prime Opportunity

The market for access control and video surveillance is on the rise, driven by increasing security threats and the need for compliance. In fact, the global video surveillance market is projected to grow at a compound annual growth rate (CAGR) of over 10% by 2028. This growth is reflected across industries, where the demand for integrated solutions combining hardware, software, and analytics is becoming more prevalent.

Key drivers for market growth include:

- Heightened security concerns and the need for real-time monitoring.
- Increased demand for cloud-based solutions and artificial intelligence (AI) for video analytics.
- Growing awareness of regulatory compliance.

Recurring Revenue & Service Contracts: A Growth Opportunity for TELECO Dealers

The transition from one-time hardware sales to recurring revenue models represents a significant growth opportunity for TELECO dealers. By offering service contracts, dealers can establish lasting relationships with clients, providing consistent support, regular software updates, and proactive system maintenance. **TELECO's CompleteCare ONE program** empowers dealers to build recurring revenue through service contracts, ensuring predictable income and strengthening customer loyalty.

Key benefits of recurring service contracts include:

- Predictable income: Recurring revenue ensures dealers have a steady stream of income from their clients over time.
- Customer retention: Service contracts keep customers engaged with your business, increasing the likelihood of contract renewals and system upgrades.
- Value-added services: Dealers can offer additional services such as remote monitoring, system health checks, and cyber-security updates.

Why TELECO is the Partner to Trust

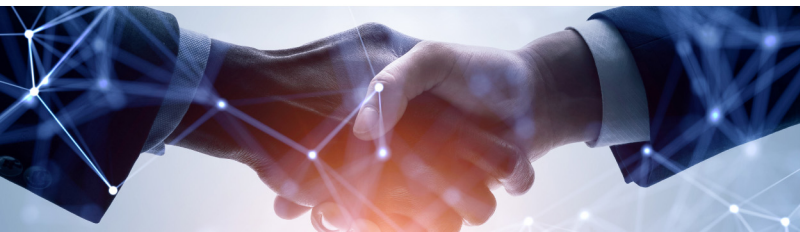
TELECO's expertise in providing industry-compliant solutions for access control and video surveillance is unmatched.

As a TELECO dealer, you benefit from:

- Tailored technology solutions for different industries.
- Reliable, high-quality products that integrate seamlessly into various environments.
- Ongoing support with comprehensive service contracts, maximizing customer satisfaction and increasing revenue.
- Cutting-edge technology, including cloud-based solutions, AI-driven video analytics, and scalable systems that grow with your clients' needs.

Let TELECO help you drive your business forward!

TELECO[®]
COMBINING TECHNOLOGIES™



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