



Intelligent Project Guidance and Optimization

The Security Industry has changed tremendously over the last ten years as new technologies have revolutionized the industry and market leaders from a decade ago have been replaced by new names. Nevertheless, the way customers purchase new technology solutions hasn't evolved to these changes.

Physical Security is becoming an important advantage for organizations looking to advance their leadership role and mitigate potential threats. Access to the right technologies is paramount to acquiring the necessary continuity that is expected by Security Departments. Once thought of as an insurance policy or big brother, organizations are now discovering the benefits to providing employees with safe and transparent work places.

As an example, where access control once provided keyless, documented entry into a facility, smarter technologies can discard often lost keycards and implement the same facial recognition technologies their employees utilize to purchase coffee or download an app on their smart phone. Effective, hands free, effortless movement, with simple management and deployment.

Similar to Information Technology, organizations are discovering new ways that data generated by security devices can provide insights into employee preferences, visitor impact and operational efficiencies, in addition to traditional safety and threat mitigation.

For the last decade, Wave Representatives has worked behind the scenes supporting global accounts, providing "smarts and parts" and helping our channel partners achieve success with our recommended technology partners. Wave Representatives has moved beyond the manufacturer representative role and is leading the industry as an valued solutions enablement provider.

Most organizations are using inefficient practices for evaluating new products and services. Typically starting with an internal discovery process, organizations will use the following common methodologies when researching new solutions.

Industry Magazines and Blogs - While there can be value in viewing articles and case studies, end users should take the information with skepticism, since many industry periodicals rely heavily on product advertising and partisan contribution.

Sponsored Events - Even legitimate industry sanctioned expositions and trade shows have tremendous limitations for security professionals searching for new solutions to address their security initiatives. While face-to-face meetings are helpful, the large venues, limited time and marketing emphasis provides a limited benefit and rarely result in meaningful discussion.

Local Events - Depending on the host; best practices and open forum discussions can be extremely helpful. However, vendor participation is based on sponsorship, and may produce limited accessibility to challengers.

Association Meetings - Highly beneficial for growing your personal network and interacting with like-minded security professionals, events typically steer clear of product placement.

Building on our experience supporting technology partners and systems integrators, Wave Representatives is introducing end users to new technologies through our TechIntro service. In addition, we're assisting with modernization, providing design guidance, access to certified systems integrators and maximizing investments through our exclusive Constellation service.

Wave Representatives Capabilities

Planning, designing and executing your next security solution just got easier with our project acceleration services.

KEY BENEFITS

Security Initiative Optimization

Leverage Constellation, a project efficiency and acceleration platform design by security professionals to maximize your buying power.

Open Integration

Facilitate new security initiatives or enable seamless integration into your existing environment through software solutions for video surveillance, access control, emergency communications and intrusion detection.

Deployment and Administration

Wave Representatives can help you plan and design your next security initiative, removing the complexity of vendor selection, request for proposals, project management and execution.

The Challenge

Today, many organizations seek new ways to manage evolving security requirements with minimal cost and maintenance. Continuous reliability and value is an imperative. Yet managing new products and providers is increasingly complex—especially with limited time and resources.

The Solution

Wave Representatives Constellation service was designed to help you meet security requirements with reliable results. Unlike other services, Constellation is a free service to end users since our fees are passed onto the manufacturers for deployment. This alleviates any cumbersome contractual agreements and upfront costs providing the ideal solution for organizations facing pressure to increase security on budget.

Our embedded manufacturer relationships simplifies design-to-service while enabling unmatched cost efficiencies from manufacturers, distributors and certified channel partners via our cost optimization layer. Constellation delivers sought-after technologies while minimizing acquisition costs and implementation complexity.

Complete 360° View

Other security services fail to deliver a comprehensive approach to ensure that security initiatives are successfully executed. Wave Representatives goes beyond the basics to gathering and planning with key stakeholders and guiding the implementation process behind the scenes to ensure your investment is maximized, (protecting against potential end-of-life products, price increases, substitutions and unexpected issues. Constellation uses our extensive relationships to enable exceptional project performance and return on investment.

Our field proven approach delivers consistently successful outcomes for security departments, delivering enterprise deployment results for any size organization. Detailed knowledge transfer workshops, service guidelines and best practices for new installations ensure customer success.



Discovery

Wave Representatives will help plan and design your next security initiative using our comprehensive assessment process, ensuring that the solution adheres to best practices during the planning and design phases to enable a successful deployment.

Design

We will verify the manufacturer products meet the requirements and deliverables we've developed with your team. Once we've determined the right solution, we create a scorecard for all stakeholders to make certain it will meet with expectations. We will utilize our resources to create a project scope and budget analysis to help you successfully secure approval.

Planning

Wave Representatives will provide high-level planning, working with key stakeholders in your organization to finalize budget and timeframe for implementation. Unique to Wave Representatives, cost engineering will provide maximum buying power for the approved budget.

Wave Representatives PartnerForce™ Network has certified partners that deliver comprehensive systems integration services. Wave Representatives provides enablement, accreditation and support for our partners, ensuring optimal deployments. Certified integrators will be contacted to provide feedback, pricing and recommendations, afterward proposals will be reviewed with your team.

Execution

The selected partner will utilize best practices and tools, as encapsulated in their scope of work.

In addition to leveraging certified partner expertise, Wave Representatives and its partners leverage additional resources for creating a deployment schedule, inventory verification, order tracking, and efficient pre-deployment services for testing, labeling, addressing and packaging components for seamless installations.

Deployment

A detailed installation schedule will be provided before deployment. Partner roundtable will provide any necessary direction before implementation and address any divergence.

A detailed knowledge transfer workshop is recommended, (providing training and best practices) when implementing enterprise class architecture. Wave Representatives can facilitate and include this as a deliverable during the discovery and design phase.

Once successfully implemented, a project sign off of completion will be executed between the customer and the certified partner. Afterward, Wave Representatives will send out a survey 30 days after implementation to ensure the new solution is performing at the expected outcome.

Summary

Wave Representatives Constellation service is the culmination of years of successfully working behind-the-scenes designing, training and managing leading global corporations and ensuring successful execution of their security initiatives.

About Wave Representatives, LLC

Our purpose is to ensure optimally designed solutions are deployed by accomplished partners for the ideal customer experience, supported by industry leading manufacturer partners and our unique capabilities. Customers value our expertise, honesty and passion for helping them succeed.

www.wavereps.com