

# ROI Worksheet Examples Showing Savings Using Remote Guard Services

## EXAMPLE 1: Replacing 24/7 Onsite Guard With 24/7 Remote Guard Services

Using a typical 24/7 security scenario, the following is an example of your 'return on investment' when you convert from an onsite guard to the AMS remote services solution. This example includes the purchase and installation of the equipment necessary for remote services which leads to: 1) proactive monitoring of activity within camera views. 2) access control device interaction and documentation of access/egress activity. 3) onsite audio interaction. If a qualifying DVR/NVR, cameras, access control system and/or public address system are already in place, the savings are much higher.

	Traditional Onsite Guard Scenario	Remote Guard Service Scenario
Weekly Hours at 24/7	168	168
Hourly Bill Rate	\$16.00	N/A
Weekly Cost of Service	\$2688.00	\$675.00
Telephony Charges (T-1)	\$0.00	\$118.00
Total Weekly Cost	\$2688.00	\$793.00
Weekly Savings Amount	\$0.00	\$1,895.00
Weekly Savings Percentage	0.00%	70.49%
Annualized Savings	\$0.00	\$98,540.00
Typical Capital Spend for Installation	N/A	\$38,000.00
Capital Spend Payback Time Period	N/A	20 weeks / 4.7 months

*At current 3-year lease rates, a 2-month up-front payment and a \$1 buyout at lease end, payment would be approximately \$1199 a month – no capital spend and a savings of \$6948 per month. After 3 years, no more lease payment, full security system ownership and monthly savings of \$8147.*

## EXAMPLE 2: Replacing Part Of The Onsite Service With Remote Guard Services

Although many of our clients are surprised at how much of the traditional guard services can be done remotely, certain situations may warrant onsite guard hours. The following provides an ROI example where 24/7 hours of service are split between onsite and offsite guard services. (*The favorable benefits of a lease consideration noted above also apply here.*)

	Traditional Onsite Guard Scenario	Shared Services Scenario
Weekly Hours at 24/7	168	168 – 40 Onsite / 128 Remote
Hourly Bill Rate	\$16.00	Onsite – \$16.00/Remote – Weekly Rate
Weekly Cost of Service	\$2688.00	\$1154.00
Telephony Charges (T-1)	\$0.00	\$118.00
Total Weekly Cost	\$2688.00	\$1272.00
Weekly Savings Amount	\$0.00	\$1,416.00
Weekly Savings Percentage	0.00%	52.68%
Annualized Savings	\$0.00	\$73,634.00
Typical Capital Spend for Installation	N/A	\$38,000.00
Capital Spend Payback Time Period	N/A	26.8 weeks / 6.3 months

### Service Features Include:

- Video and audio interaction with the client site.
- Custom designed solutions that address needs and exceed expectations.
- Operational procedures that are specifically designed for each site.
- Managed, verifiable & digitally documented access control transactions.
- Visitor sign-in and documentation capabilities.
- Real-time interaction & response to alerts.
- Property surveillance tours & “virtual escorts”.
- Digital video and audio archives.
- Real-time client access to all data & active monitoring.
- Consolidated access database management capabilities.

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*The above examples are fictitious yet representative of actual situations.*

# The Case For Offsite Guards Aided By Technology

Today's security solution challenges generally include one or more of the following: 1) Reducing the security budget. 2) Replacing aging technologies. 3) Adding new security components to existing security infrastructures. 4) Introducing new equipment and services to protect high-value assets.

Until recently, security solutions could not provide both expanded and improved security and cost savings, and rarely could you implement a program that would effectively avoid costs. AMS offers high-level security solutions while reducing costs. We utilize state-of-the-art technologies to remotely perform the interactive functions formerly done by onsite security personnel. These solutions bring significant cost reduction opportunities while delivering better security through observation and interaction. Tenants and employees experience both the perception and the reality of excellent security. Technology now affords you options that have not been available in the past. Learn how the implementation of innovative products and the professional services of AMS can lower costs and meet your security objectives.

Service Type	Pros	Cons	Cost
<b>Access Control</b> Key pads, card readers, transponders for entry/exit.	Access privileges are defined and can be updated quickly. Requires only a code or device for entry. Documents who enters & when.	Unable to provide personal assistance to guests, residents or tenants who are without a code, card or fob. Often requires assistance.	Low to medium initial setup cost. Minimal ongoing costs.
<b>Recorded Video</b> A DVR/NVR with cameras.	Records incidents on video for historical review.	Other than camera presence, offers no deterrent value.	Medium initial setup cost. Minimal ongoing costs.
<b>Intermittent Guard Tours</b> Foot or mobile patrols. Guards visit at intermittent times.	Ability to respond to incidents that occur during their time onsite. Intermittent physical presence onsite. Can check doors.	Gaps in security coverage. Limited deterrence factor. Can only report, not prevent, incidents that occur between visits. Increased liability concerns.	\$11.00-\$20.00 per hour of service. High ongoing cost.
<b>Onsite Security Guards</b> An employee or a contracted security guard is paid to be at the site during the times security is required.	Ability to observe, report, and respond to incidents. Ability to handle guests and deliveries and provide personal interaction. Offers a physical presence.	Can only be in one location at a time. Without supplemental camera system, incident reporting is primarily based on written documentation. Increased liability concerns.	\$11.00-\$20.00 per hour of service <i>For employees or contract services.</i> High ongoing cost. <i>Solid security, may require the expense of camera and video recording equipment.</i>
<b>Remote Guard Solutions</b> Professional guards remotely view site activity, manipulate doors, gates and other devices, speak to assist or challenge individuals and can respond to activities, motion detection and site events as mandated by our client.	Observes, respond to and reports incidents. Interacts with those on site. Ability to handle guests and deal with deliveries. Visually verifies and controls who enters & when. With PTZs, can get more valuable video when needed for historical review. Can quickly access, make use of and update data. Lessens liability concerns.	Cannot physically close non-mechanical doors. Personal interaction is limited to audio.	Typically billed monthly as an operating expense. Calculated to \$1.50-\$10.00 per coverage hour. <i>This rate often includes service and equipment.</i> Low to medium initial setup cost. Low to medium ongoing cost.

*Like in many other areas, the networking capability of the Internet has benefited those with security needs. What was once available only to major corporations and networked control centers is now available to all commercial entities. Ongoing improvements in technology continue to benefit loss prevention and protection services. For many experienced security professionals skeptical about remote services, simply giving it a chance makes them believers. In some cases, remote services will simply augment existing onsite guards services, reducing the number of guards needed or by covering 2nd and/or 3rd shifts. In other cases, remote services can completely replace guards (Please see reverse side for ROI examples). It is rewarding to provide our clients superior service, put effective surveillance and security solutions in place, while at the same time lowering operating costs.*

Our remote security guard services provide the functionality of an on-site security officer with active viewing of all areas under surveillance, management and control of access control devices, direct verbal interaction using audio technology along with the accessibility and use of important data. This is no longer simply passive access control or recorded video, but a highly interactive, real-time security process conducted by a professional security team. Our agents monitor and protect client sites in a proactive, interactive manner. Inappropriate activity receives immediate interaction that almost always stops it 'dead in its tracks'. Recorded video of the event is captured and when camera pan, tilt, zoom capabilities are available, agents often capture license plates, close-ups of the perpetrators and other valuable information. Working within a unique, supportive Security Operations Center, we leverage over multiple sites the abilities of outstanding officers with high-level skill sets. This approach creates a strong synergy that allows for excellent service and value for our clients. This approach offers superb security at a fraction of the cost of traditional on-site officers. It also provides top-notch security for those who had an identified need but could not justify the costs of onsite security guards.