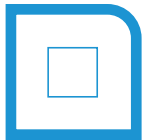


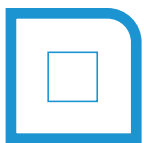
10 THINGS

Hospitals and Healthcare Facilities Should Look for in a Security Integrator



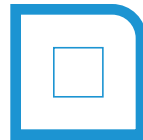
EXPERIENCE IN HEALTH-CARE ENVIRONMENT

It's not just overall industry experience that is important, but experience working in a hospital or other healthcare environment. You don't want to hire an integrator who sends a technician with no experience with containment carts or cabling in that environment.



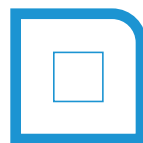
TIMELY SERVICE

In many ways this should be five out of the ten on the list. It is critical that hospitals receive timely service when there is a problem with one of their systems. Integrators should provide time frame guarantees for service.



SIZE OF COMPANY

The integration firm must be large enough to competently provide all of the criteria on this list. A small firm with two or three technicians just won't cut it. At the same time the firm shouldn't be so large that the hospital gets lost in the shuffle.



TURNKEY SOLUTIONS

The security integrator must be able to provide turnkey solutions to limit the burden on facility personnel to find other contractors or do some of the work themselves. Installing electrified hardware and fiber installation are examples of this.



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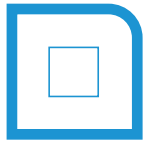
Brian Guin, Senior Security Consultant

p. 203-785-0300 X 4115

e. brianguin@nationwidesecuritycorp.com

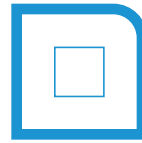
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10 THINGS HOSPITALS AND HEALTHCARE FACILITIES SHOULD LOOK FOR IN A SECURITY INTEGRATOR



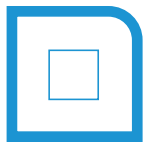
IT SUPPORT

While the facilities IT department may have to be involved in many projects in some way, it is important that the integrator has IT expertise to reduce that burden as well. This includes services such as database management and backups, virtual environments, integration to active directory, management of servers, and enrollment / badging.



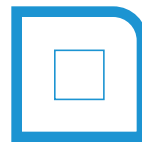
LOCKDOWN EXPERIENCE

Lockdowns have become a critical operational and security element to a hospital's overall plan. The integrator must have experience on how to provide the physical equipment and integrate that with the desired operation of a lockdown, which vary facility to facility. Interfacing with automatic doors is a mandatory part of this experience.



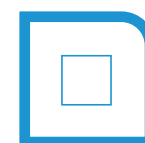
EXPERIENCE WITH MULTIPLE SITES

Because most hospitals have multiple buildings and many healthcare systems have multiple sites, the integrator must have experience with managing multiple buildings / sites with one interface. Experience with wireless point to point across multiple buildings would be a plus.



RELEVANT SYSTEM EXPERIENCE

The security integrator must have experience with all the systems and sub-systems that are relevant to hospitals and healthcare facilities. These include access control, wireless locks, mobile apps, guard tours, video management, LPR cameras, and visitor management.



NON-PROPRIETARY HARDWARE

The security integrator should offer and install non-proprietary equipment, meaning equipment that is not only available or not only can be serviced by their company. The client should have the opportunity to move to another integrator if not satisfied with the service and not be locked in to just one company.



COST

While cost should definitely not be the only factor when choosing a security integrator, of course it must be one of the factors. The integrator must offer solutions that provide a low cost of ownership over time. Their service fees or service contract costs for life after installation should be made clear up front.

