

Integrated Solutions Specialist

4th Annual ISC West Breakfast

The global leader in
door opening solutions

Agenda

Welcome

Opening Remarks – Kevin Klemmer, CISSP PSP, Director, Integrated Solutions Specialist Group

Partnering with ASSA ABLOY to grow your business

ASSA ABLOY Industry Perspective and Electromechanical Overview: The ASSA ABLOY Innovation – Martin Huddart, Vice President, Electronic Access Control

ASSA ABLOY Americas University – Total Openings for the Security Industry – John Hunepohl, PSP, Director of Education

Partnering Case Study

IEA and ASSA ABLOY: Business Partnerships – Tom McGuire, Vice President, EIA and Robert Gwinnell, PSP, ISS Regional Manager

Managed Access and the Intelligent Opening

New Technologies Driving managed access opportunities

eCylinders and Systems Integrators – Joey Kingma, Director of Business Development, Medeco

Reducing installation cost and greater profitability with Integrated Wiegand Devices

Innovative Security Consulting – True IP PoE End to End Solution – Rick Mohr, Director of National Accounts / Consultant Relations, HID Global & Kevin Klemmer

The WiFi Lock Solution – Next Generation Access Control with True Convergence at the Door

Access Control Manufacture Partnering with ASSA ABLOY and Systems Integrators – Stephanie Hensler, Director EAC OEM Sales

Paradise Valley School District, Red Hawk and ASSA ABLOY: Convergence at the Opening – Bradley Miller, General Manager, Red Hawk AZ & Dan Smith, CPP PSP, ISS Regional Manager

