



Enterprise Security for New Construction Projects



Powerful Solutions Help Drive Project Success and Attract Tenants

Real estate developers and general contractors rely on dozens of systems and technologies to design, build and deliver modern buildings that meet market demands.

Physical security is just one component, but it can turn into an unexpected pain point due to the lack of expertise among even some seasoned industry professionals. When security is an afterthought offloaded to consultants, the result is often an assortment of outdated technology and disconnected systems supplied by specialized vendors.

Procurement is slow and inefficient, leaving GCs with a stack of contracts and new relationships to manage. The mismatched security systems might check off the required boxes, but they don't appeal to tenants who want a cutting-edge, intuitive solution that accomplishes everything they need with ease.

Verkada helps overcome this challenge in new construction.

Our all-in-one physical security ecosystem provides seamless integration from the outset. It is feature-rich, easy to use, simple to install and helps attract tenants.

Instead of relegating enterprise security as just another requirement, Verkada presents a true holistic solution that will differentiate a building and help drive project success in ways that frequently go unrecognized.

Implementing Best-in-class Performance and Functionality

At Verkada, we're on a mission to modernize enterprise physical security with a suite of connected security devices that provide users with a full picture of the health and safety of their environments. What does this mean in practice? Powerful video security, access control, alarms, sensors, visitor, mailroom management and all the smart building operating system capabilities in our product development roadmap.

Designed with simplicity in mind, Verkada's ecosystem of powerful solutions provide a scalable way to easily configure, monitor and respond to events from anywhere. We have already helped transform physical security for some 14,000 clients, including dozens of Fortune 500 companies, in healthcare, education, financial services, government, retail and hospitality.

Verkada's hybrid cloud video security capabilities lead the industry and our centralized Verkada Command platform integrates insights across our entire suite of products. Critically, there is no single point of failure as we empower users with features such as remote system management, live event-based monitoring, real-time lockdowns, 4K resolution, touchless entry and so much more.





Staying on Budget and Maintaining Total Cost of Ownership (TCO) Accuracy

Commercial development and construction projects include countless budgetary line items. A critical role for Verkada in any partnership is to provide cost transparency and pricing consistency from the initial interaction through the entire life of the project.

We want to make sure this is one area where cost overruns don't bog down the project. Physical security becomes a fixed cost that can be easily forecasted and included in any agreement for the entire lifecycle of a building.

Verkada also positively impacts TCO accuracy for buildings in other key ways:

- **Implementation and installation:** Systems are intuitive for tech integrators, infrastructure is simple to understand for GCs and adjacent trades.
- **Physical space optimization:** Hybrid cloud solutions have a smaller footprint in IDF/IT closets, saving ~30 square feet vs. on-premises systems.
- **Maintenance and management:** Verkada has saved some clients six figures on these ongoing costs.
- **10-year warranty:** Industry-leading warranty keeps lifecycle cost of ownership lower.
- **Licensing:** Familiar industry model allows costs to be passed on to the tenant.
- **Scalability:** Scaling is much easier with hybrid cloud solutions vs. compared to on-premise systems.

Minimizing Procurement Lead Times and Streamlining Relationships

When physical security is not considered a priority from the outset, this usually leads to project sourcing multiple systems from multiple vendors. This means more touchpoints, more negotiations and more management system complexity.

Developing relationships with a single provider will save time, while ensuring consistency and improving reliability across projects.

With a holistic solution that is easy to scale on-demand, Verkada helps sidestep these challenges and schedule accuracy. GCs can make decisions quickly and don't have to waste time – and space – trying to install outdated technology with a large footprint. At the same time, they can realize efficiency gains in a stable partnership with a provider that offers everything they need.





Attracting Tenants With Leading Tech and Sophisticated Systems

Tenants today have come to expect the latest technology across all building management systems (BMS). While physical security has lagged behind other innovations, Verkada has prioritized sophistication and ease of use since we entered the market.

This can help turn security from simply a must-have to a real differentiator that offers standout features such as mobile capability, remote access and streamlined workflows that integrate with professional tools that companies actually use, including:

- Office 365
- Google Workspace
- LastPass
- PagerDuty
- OneLogin
- Azure

This single platform advantage makes training simple and enables users to expand from base building security to comprehensive environmental infrastructure and beyond. In the world of physical security, these are the type of end-user features and benefits that actually make a real difference in the tenant experience.

Choosing the Right Enterprise Security Solution

What are the biggest physical security challenges for new construction projects?

For most developers and GCs, the largest hurdles come down to proper functionality, systems integration with other BMS, owner/tenant training, maintenance and other ongoing costs and the availability of remote access, especially for owners with multiple sites.

Meeting all these demands with a traditional approach through legacy providers has long been difficult and time-consuming. When the real measure of success is project ROI and profitability, dealing with these issues can become another unwanted headache in between investor meetings, budgeting, site visits, financial modeling and everything else.

But overcoming these challenges does help unlock real value for a construction project, both during the build and for years to come. Verkada's enterprise security ecosystem was created around these core principles.

Our solutions can actually solve the real security system problems that developers and contractors face.

Interested in learning more about why Verkada is right for your new construction?

Learn more at verkada.com/partners/ae-program or contact us today at aandepartners@verkada.com



Why Verkada is right solution for new construction



Functionality and performance

State-of-the-art enterprise technology with hybrid cloud infrastructure



Simple setup and installation

Easy implementation saves money and time



Integration with building management systems

Devices integrate behind a single cloud-based platform with remote access



No training required

Quick, intuitive onboarding for unlimited users



Easy to manage

Automatic updates and zero-touch maintenance



Predictable pricing

Full cost transparency with proven ROI