



Customers for life

VTI: Excellence throughout by commitment from within

As your partner in planning, designing and implementing your security system, we're committed to quality in ways that go beyond what you might find elsewhere. Quality assurance is not just a slogan for us—it's a tangible focus of everything we do, and it's made us a successful partner to our clients for more than 20 years. Here are just a few examples:

Quality assurance you can measure

We use a sophisticated program called Total Quality Management Process (TQMP) that lets us—and you—measure our quality. We use TQMP to monitor how fast we respond to calls, how quickly we resolve problems, and more. It lets everyone involved know how we're doing. For instance, TQMP is how we know that we respond to 80 percent of our service calls within a day, and that we're able to resolve the problem on the spot more than 70 percent of the time.

Experienced, committed employees

Our employees are industry veterans, with an average of more than a decade of security experience. And we only pick the most qualified experts—as measured by experience, certifications and commitment. Our employees are constantly updating their knowledge with ongoing professional education, and they hold the highest certifications in their fields.

Nationwide capability with SecurityNet

VTI is a member of SecurityNet, a network of premiere independent security integrators with a combined 50 offices and 1,000 employees across the U.S. and Canada. SecurityNet members share resources and best practices, offering clients national coverage with local service. When you partner with a SecurityNet member like VTI, you have access to all the network's resources—while still working with a single source. That means we can handle your security needs whether it involves one local building or a nationwide network of facilities.

Experience that benefits you

There's no substitute for project experience. We use two decades of experience and knowledge to make sure you have the right design and the best equipment for your project. We're highly trained in all the products we supply, and our strong relationships with manufacturers give us buying power. Call us today and find out for yourself why so many other companies are VTI "customers for life."





Providing solutions to protect your business

A partner every step of the way

Being in charge of security for our company, I'm responsible for choosing a systems integrator for our security projects. I've worked with VTI Security Integrators on several projects, and they've come through for us every time. VTI offers something unique: a single, long-term partner with the resources and experience to handle every step of our project. For example, our last project involved installing an integrated security system at our out-of-state facility. VTI's dedicated project manager coordinated everything for us—the physical installation on-site plus the remote connection into our existing security network. He kept me up to date on everything, from start to finish. Having a single source for communication makes things go smoothly, and that gives us peace of mind—and successful projects. With VTI we deal with one trusted partner all the way through a project.



Electronic Security

What makes a perfect partner?

Your security project's success begins long before you install the first piece of equipment.

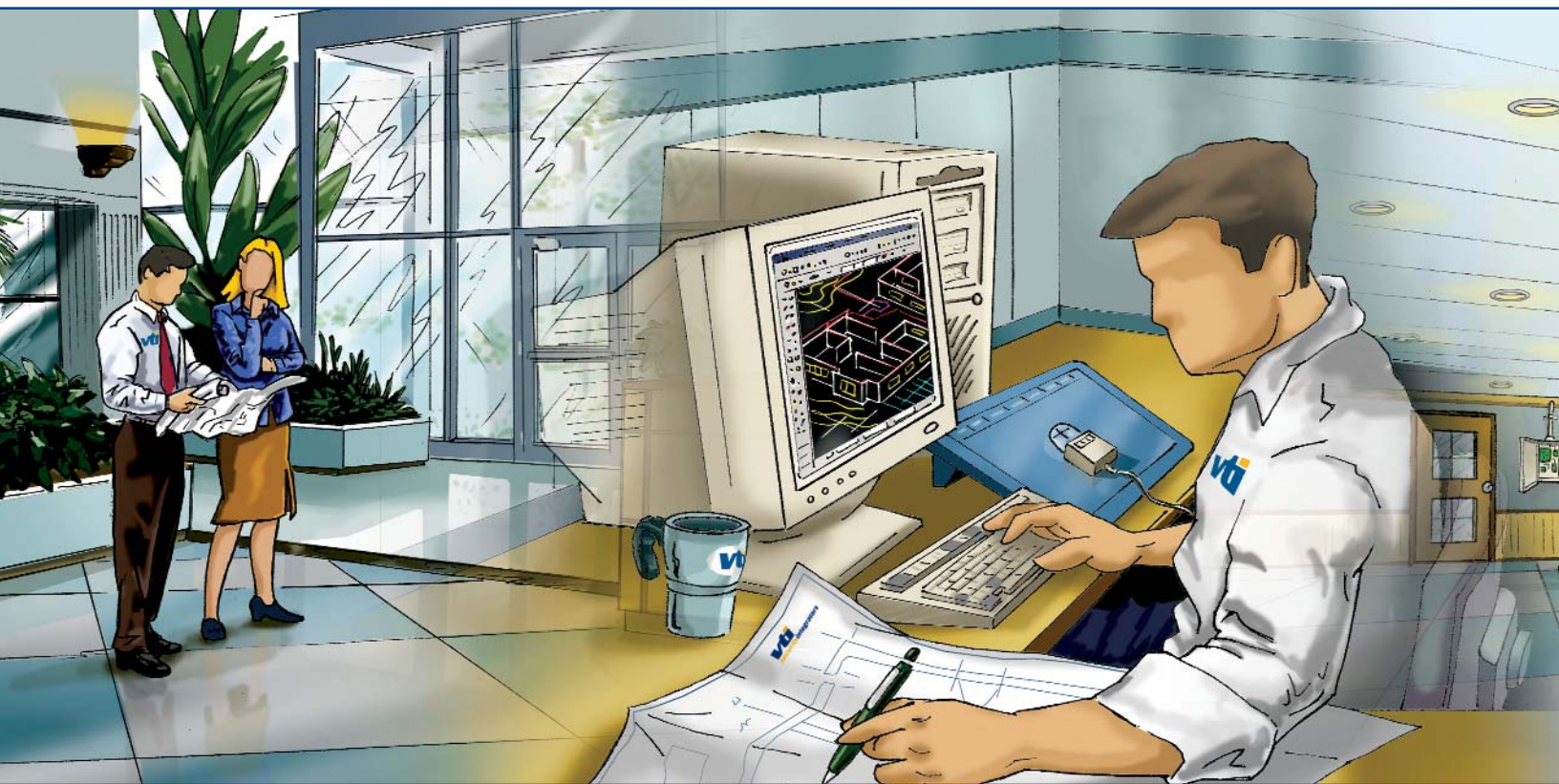
It starts with choosing the right partner. That partner is your security systems integrator. Choosing the right partner can mean the difference between pulling your hair out at every step of the process or looking back and knowing you made a wise choice. VTI has been growing steadily for more than 20 years, because our customers come back with new projects again and again. They become "customers for life."

What sets VTI apart?

First, there's our approach: We know the process is as important as the result. That's why we provide the resources you need to plan and manage your project.

Second, we maintain relationships with many manufacturers, suppliers and contractors. We choose products that fit your needs, not change your needs to fit the products.

Finally, we have a commitment to quality that shows up in everything we do, from requiring that our staff earn industry-specific professional certifications to providing preventive maintenance and 24-hour service long after your system is installed.



VTI Process

Step 1: Planning

The first step is creating a clear plan. Our sales staff will meet with you to learn about your needs and discuss the project. We'll review your future or existing facilities and perform a thorough needs analysis that determines what type of system and which components you need to meet your security goals. We'll use our experience with projects and vendors to find the equipment that's a perfect fit for your project. We'll also work with you to assess your future needs, ensuring scalability if you need it. With VTI as your partner, you'll never find yourself "making it up as you go."

Step 2: Design

After we've worked with you to create a plan, our full-time application engineers will design a complete system, including block diagrams, system schematics and blueprints. This plan will also account for future expansion. We'll identify your network needs by working with your IT people if necessary. We'll also ensure that your system meets all the necessary codes. Then our engineers and sales staff will develop the full scope of work and determine costs for hardware, software, wiring and installation. You'll know all the details are covered before the project moves to the next step.

One system to meet multiple needs

A full line of products to build an integrated security system

- A Access Control/Alarm Monitoring**
Control and monitor access to your facilities with a wide range of access control and alarm monitoring technologies.
- B Photo ID Badges**
Issue personalized ID badges as part of your access control system, to verify and track who goes where.
- C Intrusion Alarms**
Include alarms in your system for deterrence and centralized monitoring after hours, to prevent and react to security threats.
- D CCTV/Digital Storage**
Use a complete CCTV system to monitor and respond to live activity, to control camera equipment, and to capture and store detailed video.
- E Control Consoles**
Achieve complete system control from a central monitoring station.
- F Audio/Sound Threshold**
Add audio capabilities to allow two-way communication and sound thresholds to alarm-activate your security system.



Step 3: Implementation

After you approve the project, we'll assign a project manager who will provide status updates, work with contractors and vendors, coordinate construction schedules and supervise installation. We'll also assign a lead installer to your project, a factory-certified professional who ensures every component is properly installed and programmed. The members of your VTI team will ensure your project is installed according to the design scope, on time and within budget.

Step 4: Service

Our commitment to you and your project doesn't end when we "hand over the keys." Every VTI project includes a warranty structured to fit your needs, with services like 24-hour on-call assistance, regular preventive maintenance inspections, loaner equipment, system data backup, automatic software upgrades and additional system training. And because we keep electronic versions of your project documents on file, we can help you expand or alter your system in the future—cost-effectively and efficiently. As a VTI "customer for life" you can count on us to be there long after the job is done.