



Your Path to Value

YOUR TRUSTED
SECURITY
ADVISOR

At ASG, our approach to the delivery of a security solution is **unique in the industry**. We believe that the application of a disciplined business methodology is the key to a long-term and successful security implementation. We call this methodology the Path to Value.

Our Path to Value allows you to **maximize the value of your security solution** by linking the goals of your security implementation with the governing goals of your business. We translate this linkage into an overall technical and design strategy and then develop an implementation and communication plan. Finally, we execute to the implementation plan, test and validate the performance of the solution, conduct training for end-users and administrators and develop a detailed, proactive maintenance plan.

OFFICE LOCATIONS:

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Spokane, WA
(509) 892-1671

Portland, OR
(503) 639-9988

Bend, OR
(800) 547-9988

Eugene, OR
(800) 547-9988

Rushville, IN
(888) 284-3553

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Following these **seven stages** of the Path to Value is critical to building a **successful security solution**:

BUSINESS BASELINE - First, we meet with you to **learn your needs, objectives, and business rules**. This often includes an investment-grade audit of existing systems that may be integrated for a seamless security solution. This may include integration of existing security, IT, HR, building management, or other systems as necessary.

DEVELOPMENT ENGINEERING - Here we will **determine the realm of possibilities** within the confines of your time line, budget, and desired system performance. We meet with your key business stakeholders, define the security architecture, and deliver a **detailed strategic plan**. The plan includes product and system options and identifies the critical features needed to reach your goals.

DESIGN ENGINEERING - Design Engineering is highly focused around the **detailed form and function** the security solution will take. Here we apply your strategic plan to the creation of **formal documentation** that specifies what will be built.

PROJECT MANAGEMENT - This stage in the Path to Value is critical to **ensuring your satisfaction** with your security solution. Disciplined project management ensures that all aspects of the implementation are completed with the **goals of your security solution in mind**. Frequent checkpoints will allow you to stay up to date on the project as well as measure the performance of the ASG team throughout the implementation.

SITE IMPLEMENTATION AND MANAGEMENT Site implementation and management relies on proven best practices and a multitude of people, tools, and products to ensure **completion of your project on time and within budget**. Our professional implementation staff is sensitive to your work environment and will strictly adhere to all safety regulations and site rules. Their goal is to deliver the solution as specified with **minimal impact** to your operation.

COMMISSIONING AND TRAINING - The project is not complete until we have conducted **detailed testing and commissioning** on each system component and provided you with the associated documentation. We then ensure that your solution end users and administrators are fully trained on product use, features, functionality, and support.

CUSTOMER CARE - ASG knows that caring for our clients builds strong relationships. We provide **quality service and support throughout the project and beyond**. We deliver this sustained support to you through our emergency service and proactive maintenance teams. Along with a customized Peak Performance Plan, this level of care will provide a security solution that functions when you need it. Because security is **knowing it works**.

