

Partner Proof



Pro-Tec Design offers top tier security services for leading companies in a variety of vertical markets including state and local government, K-12 schools, healthcare and corporate. With the support of PSA partners through the National Deployment Program (NDP), Pro-Tec Design has increased their business by \$1.25 million and broadened their service capabilities nationally, implementing major security installations in locations that would otherwise not be possible. These partnerships have allowed Pro-Tec Design to maintain their world-class security management and professional services remotely.

4 MAJOR
NDP
PROJECTS

\$1.25
million
Total

In turn, Pro-Tec Design has provided the same level of service and received additional benefits as a regional partner for fellow NDP integrators on multiple projects. Working on local projects allowed Pro-Tec Design to grow their reputation as a trusted NDP partner, develop long-term relationships with leading integrators, and capitalize on new opportunities within their own backyard.

PARTNER CRITERIA

Pro-Tec Design takes full advantage of the National Deployment Program (NDP) in securing new business and selecting qualified integrator partners for current projects.

Finding an integrator partner based on location, product certifications, team credentials, and prior experience is no longer a time consuming process. Through the National Deployment Program (NDP), Pro-Tec Design has identified several trusted partners who continually deliver the high standards of service their customers expect. The successful outcomes of these projects have provided recurring business for Pro-Tec Design and their partners, so when Pro-Tec works with a PSA integrator partner, that partnership becomes a top priority.

When hired as a regional partner, Pro-Tec Design has the same commitment to provide a dedicated and knowledgeable staff onsite to support projects owned and managed by other PSA integrators. They are similarly chosen as a partner because of their reputation and ability to meet specific project requirements.

PARTNER EXPECTATIONS

- Professionalism** – Pro-Tec Design expects their partners to maintain the same level of professionalism as they do with customers.
- Uniform Standards of Operation** – By partnering with companies who will meet the standards required by the customer, Pro-Tec Design can trust that the job will have a successful outcome.
- Consistency** – Pro-Tec Design uses the NDP to find trusted partners and build strong teams that can successfully work together on multiple projects.

“In the instances where Pro-Tec Design was the regional partner, we would not have even known about these opportunities had we not been contacted by our PSA NDP partner.”

- Tom Hagen, Chairman, Pro-Tec Design

NDP PROJECT SNAPSHOT



FORTUNE 100 RETAIL COMPANY

DISTRIBUTION CENTERS

Primary Integrator: Pro-Tec Design | Minneapolis, MN
Regional Partners: Netronix Integration | San Jose, CA and other PSA integrators
Project Value: \$1 million collectively

Pro-Tec Design partnered with several PSA companies, including NDP member Netronix Integration, to install a Lenel OnGuard access control system at five distribution centers located across the United States. Each location was integrated with the corporate SOC, where alarms were monitored and system admin took place. The project value for each distribution center was approximately \$200,000 (\$1 million collectively).

TECHNOLOGY OFFICE

Primary Integrator: Pro-Tec Design | Minneapolis, MN
Regional Partner: Aronson Security Group | Renton, WA
Project Value: \$75,000

Following the success of the distribution centers, the customer contracted Pro-Tec Design to design a system for a new technology office in Seattle, WA. Pro-Tec Design chose NDP member Aronson Security Group to install a Lenel OnGuard access control system (15 readers) along with a Milestone VMS (10 Cameras).

NATIONAL TRAVEL MANAGEMENT COMPANY

Primary Integrator: Aronson Security Group | Renton, WA
Regional Partner: Pro-Tec Design | Minneapolis, MN
Project Value: \$150,000

Pro-Tec Design was selected as the regional partner by Aronson Security Group to install Lenel OnGuard access control and Verint Nextiva at several sites in the Minnesota region.

WORLD'S LARGEST OILFIELD COMPANY

Primary Integrator: Securadyne Systems | Ashland, VA
Regional Partner: Pro-Tec Design | Minneapolis, MN
Project Value: \$25,000

Securadyne Systems partnered with Pro-Tec Design to install access control and video for a major oilfield services company in a remote location. While the project was small, it was a very strategic project given the potential for additional installations.

“By partnering with other PSA NDP integrators, we establish professional, consistent, and uniform standards of operation for our customers.”

- Tom Hagen, Chairman, Pro-Tec Design