**Getting in the Door Worksheet**

|  |  |  |  |
| --- | --- | --- | --- |
| Reason to Meet | Customer / Prospect Relevant Problem(s) | Success Story Customer | What We Did |
| Demo hosted access control system | * Problems that arise from running disparate ACS. * Overburdened IT staff. * Cumbersome reporting * Overall inefficiencies | Digital Equipment Company | Brought 11 sites onto one hosted platform, drastically improving reporting, and eliminating 70% of IT’s man-hours that were being spent on security. |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |