**Getting in the Door Worksheet**

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| 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. |
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