



# New Revenue Opportunities

WITH ALARM.COM FOR BUSINESS





# The smarter choice for their business—and yours.

When your customer's most important resource is their own time, it's important to ensure their business performs exactly as they need it to when it matters most. Give your customers ultimate control over their business with Alarm.com for Business.



ACCESS  
CONTROL



VIDEO  
SURVEILLANCE



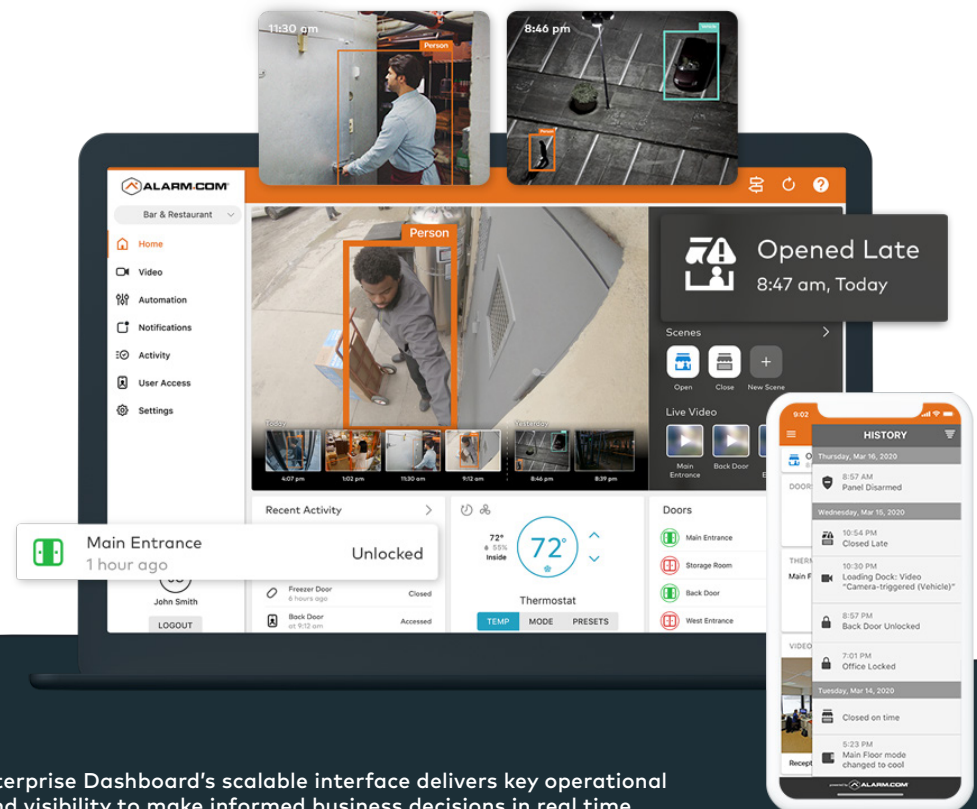
MULTI-LOCATION  
SECURITY



BUSINESS  
INSIGHTS



ENERGY  
MANAGEMENT



The Enterprise Dashboard's scalable interface delivers key operational data and visibility to make informed business decisions in real time.



## Protect

Commercial-grade protection across one or many locations.

- + Instant notifications about unexpected activity
- + Cloud-based video monitoring for real-time insights
- + Smart locks and connected card readers for seamless access management



## Control

Your customer's most important resource? Their own time and energy.

- + Fewer false alarms
- + Increased operational efficiency
- + More energy savings with less waste
- + Cost-effective loss prevention



## Connect

The best way to see the whole picture—anywhere, anytime.

- + One app, one dashboard, one view for every location
- + Data-driven insights for smarter business decisions
- + Real-time management of intrusion, energy, access, and video

**"Alarm.com is a great platform for business because it's an all-in-one simple application. We don't have any issues with tying the access control into the cameras, to the security or to the locks. It makes it very easy for us to offer our business clients a one-stop shop."**

KEVIN PRICE, DISTRICT SALES MANAGER, VINTAGE SECURITY

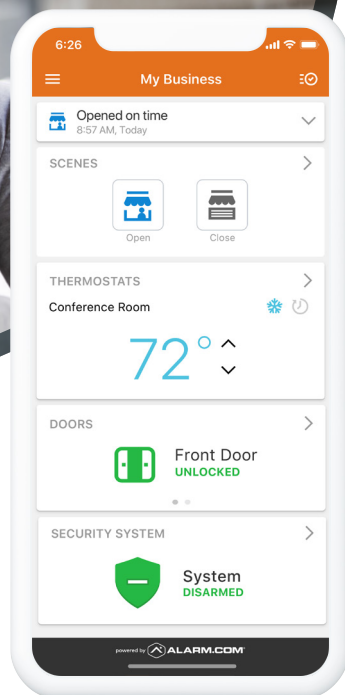
# How Customers Win with Alarm.com for Business

**A smarter way to do business—for your customers and for you.**

Alarm.com doesn't just secure your customers' business, it keeps getting smarter—so your customers can, too.

Customers can enjoy next-level insights and awareness thanks to:

- + Data-driven insights and daily, weekly, and monthly reports
- + Unexpected activity alerts and tools to streamline day-to-day operations
- + Automatic software updates, end-to-end encryption, and two-factor authentication



**"You're already stressing when you're starting a business or running a business. The Alarm.com platform alleviates some of that stress and gives us more accessibility. It's a world off your shoulders to be able to be distant from your business."**

ADAM BALL, OWNER, OUTER BANKS DISTILLING

WATCH NOW →



# How You Win with Alarm.com

Everything you need to succeed.

Partnership with Alarm.com includes our award-winning suite of Partner Success Services and advanced digital tools. With innovative sales programs, interactive training programs, mobile apps for seamless installs, and a suite of powerful marketing tools and co-brandable assets, we add value to every aspect of your business.



## EDUCATION

Equip your team with award-winning training tools.

- + **Academy Online** is an on-demand training library to help your team connect with customers and deliver the protection they need.
- + Our **Certified Technician Training** program gives teams a full picture of installation and troubleshooting for seamless installs.
- + The **Knowledge Base** offers resources like installation guides, troubleshooting tips, and FAQs.



## ENGAGEMENT

Create high-value customers for life with ready-to-use resources.

- + Our **Premier Partner Program** creates account activation incentives, unlocking access to member-exclusive tools.
- + The **Sales and Marketing Portal** features materials custom-made for your business to help drive brand impressions.
- + **Complimentary branded webpages** make it easy to set up an Alarm.com hub within your existing company website to drive traffic and boost search rankings.



## SERVICE

Streamline your operations and boost customer satisfaction.

- + The **MobileTech** app empowers techs in the moment, with essential commands and diagnostics for easier installation and system set-up.
- + Contact **CORE Support** for quick, complete answers to your install inquiries.
- + **On-Site Wrap Up**, an award-winning MobileTech checklist, ensures your techs deliver consistent, high-quality service every time.

Alarm.com provides award-winning resources to increase your profits.

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## Partner Success Services Awards and Recognition



**2021 CE Pro Quest for Quality - Silver**  
Best RMR Support Programs



**2021 EdTech Cool Tool Awards, e-learning**  
Alarm.com CORE



**2020 Business Intelligence Group  
Excellence in Customer Service**  
Alarm.com CORE



**2019 Security & Sales Integration MVP**  
MobileTech app - On-Site Wrap Up



**2019 TechHome Mark of Excellence**  
Alarm.com Academy Training Program  
Alarm.com app - Smart Signal



**2019 Security & Sales Integration MVP**  
MobileTech app - Sensor Walk Test





SMARTER

# Video Monitoring & Surveillance

Putting the power in your customers' hands.

With Alarm.com, commercial-grade cameras, cloud storage, and intelligent analytics come together to provide superior monitoring for any type of business.

Your customers can:

- + View live video streams from wherever they are, whenever they want
- + Receive video alerts that grow smarter as they learn which activity is important
- + Ensure secure, tamper-proof video insight through both local and cloud recording
- + Track the movement of people in and around their business with Business Activity Analytics

Customers will enjoy the benefits of:

- + Commercial-grade cameras
- + Cloud storage
- + 24/7 Video Health Monitoring
- + Intelligent analytics

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## Alarm.com OpenEye Commercial Cloud Platform

OpenEye, an Alarm.com subsidiary, offers a cloud-based video management platform for commercial applications of 16+ cameras. Customers can seamlessly integrate Alarm.com access control and intrusion systems with OpenEye video to easily move between interfaces and sync Alarm.com event data to create and search for alerts.



## Commercial Hardware

- + Rugged, impact-resistant casings for the toughest commercial applications
- + Superior IP67 waterproof and dustproof rating for indoor or outdoor use
- + Supports 24/7 Onboard and SVR Recording
- + Supports Business Activity Analytics
- + Power over Ethernet (PoE) design means data and power run over a single cable for less wiring and easier installs
- + Compliant with Section 889 of the NDAA\*

LEARN MORE →

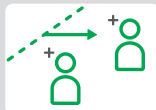
\* All information herein accurate as of January 27, 2022.  
Read Alarm.com's NDAA Statement at [alarm.com/legal](https://alarm.com/legal) for additional information.

### Business Activity Analytics

Help customers manage their business strategically with Business Activity Analytics, an intelligent feature that allows customers to track the movement of people in and around their business.



OCCUPANCY  
TRACKING



PEOPLE  
COUNTING



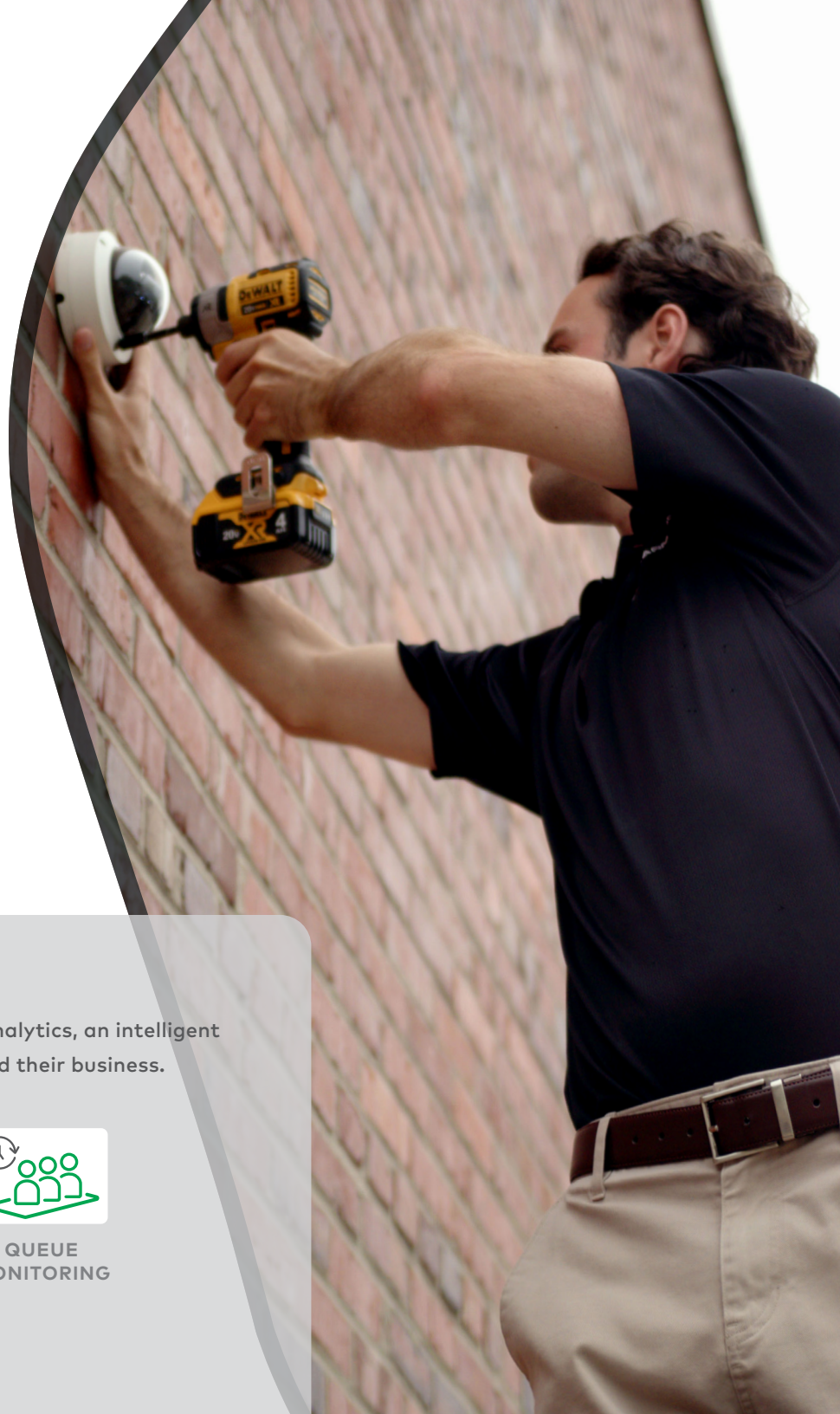
HEAT  
MAPPING



CROWD  
GATHERING



QUEUE  
MONITORING







SMARTER

# Multi-Location Management

More locations. Better data. Smarter insights.

Our Enterprise Dashboard offers a single, scalable interface for real-time management of intrusion, energy, door access, and video systems across multiple business locations.

- + Intrusion detection
- + Video system activity
- + Door access
- + Energy usage

Customers can easily filter across locations by:

- + Arming state
- + Access status
- + Open and close times








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2  
Open  
Locations

4  
Disarmed

2  
Locked  
Access Points

4  
Unlocked  
Access Points

Name	Business Status	Panels	Access Points
Boston	 Opened On Time 9:04 am, Today	 Disarmed	 2 Locked
Phoenix	 Opened Late 9:08 am, Today	 Panel Disarmed	 Partition 2 Armed Away
			 Back Entry Lock Unlocked

## SMARTER Access Control

**Solutions for complete control—  
and comprehensive peace of mind.**

Customers will enjoy cloud-based access control in a scalable package that grows with their business:

- + Easy to manage via single Alarm.com app and dashboard
- + Card readers connect to smart locks for secure, easy access management
- + Allows as many users as the customer wants—or doesn't
- + Supports all property types
- + Mobile Credentials

With powerful multi-site management, mobile credentials, swipe to disarm, expiring access, access history reports, and bulk user management, your customers can easily manage a wide range of access control and intrusion setups—all through Alarm.com's user-friendly website and app.

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**"Alarm.com has allowed me to reduce the administrative overhead involved with onboarding and decommissioning staff."**

CHRIS RIVERA, CO-OWNER, CANTON CAR WASH

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ALARM.COM

now

Front Door accessed by Abbi at 8:57 am. Front Door Camera recorded a clip.





# SMARTER Energy Management

Always-on temperature monitoring,  
real-time notifications, and historical reports.

Keep businesses comfortable and inventory safe with:

- + Smart thermostats
- + Temperature sensors
- + Smart lighting

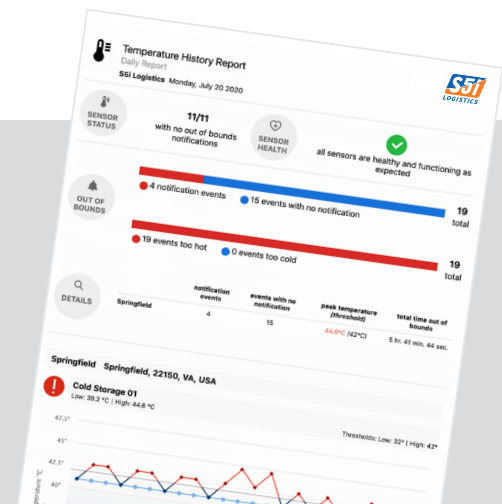
Customers enjoy greater energy savings through:

- + Thermostat schedules
- + Locked on-site controls
- + Out-of-range alerts for climate-controlled assets

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## Temperature Monitoring Reporting

Protect critical assets by monitoring the temperatures of freezers/refrigerators, server rooms, medical supplies, and more. Receive alerts if temperatures exceed a set range and retrieve historical reports summarizing temperature conditions for compliance.



# Join the Alarm.com Partner Community

As a licensed service provider, your success becomes our mission. We'll support you at every step as you delight your customers, capture new opportunities, and accelerate your business.

If you'd like to expand your commercial footprint and explore new revenue opportunities with Alarm.com for Business, contact [commercialsales@alarm.com](mailto:commercialsales@alarm.com).



[alarm.com/new-partner](https://alarm.com/new-partner)