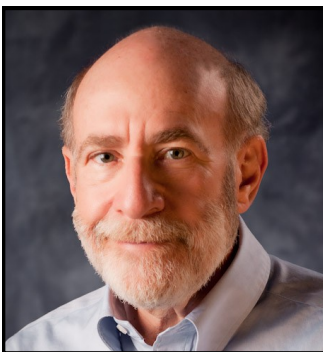


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Managed Access Control: Security From Anywhere

Larry Smith, owner of Forward Commercial Real Estate, spoke with us recently regarding his experience with migrating from a traditional dial-up security system to a Managed Access Control solution.



Larry Smith, founding principal, Forward Commercial Real Estate

Initial Need

When discussing where the need for a managed access control solution began, Larry noted, "I built an office building in Marietta, Georgia, recently, and found it was not big enough to have a full-time, on-site building engineer to control opening and closing the doors and to make sure things were always secure."

Engaging with Altec Systems

"We heard of Altec Systems through our

association with Meridian Properties. I came to know of Altec Systems through the development work I did with them."

"We originally had a dial-up system installed by Altec Systems, where we had a dedicated PC that had to dial into a modem and control the system that way. Unfortunately, you are at the mercy of phone lines which go down without your knowing about it."

"Modems are prone to errors all of the time, and so we would have failures on the modem itself, or the phone line would go down," Mr. Smith further described.

"Suddenly, the system that's managing our security and access control doesn't work anymore. Sometimes you don't



Mr. Smith uses the Managed Access Control solution at the Elizabeth Station building in Marietta, Ga.

find that out until the modem didn't dial it up like it was supposed to, and the building didn't lock down like it's supposed to...on a holiday."

Transitioning to a Managed Access Control Solution

"We actually went to this Managed Access solution three or four months ago. Altec Systems developed the system for us where we can manage and control access to the building remotely."

"You guys were able to make the transition for us almost seamlessly. You transferred all of the codes, etc., with no problems at all," Larry shared.

Hosted vs. Dial-Up?

When asked to describe how the new hosted access solution was working, Larry commented, "it works very well and we can do everything remotely; it's actually very efficient. This solution works much better than the original dial-up. It's far superior."

"Sometimes you don't find that out until the modem didn't dial it up like it was supposed to, and the building didn't lock down like it's supposed to...on a holiday."



Featuring: Forward Commercial Real Estate

Managed Access Control Value

"This system works on the 3G network and it's been flawless. It's also nice that it's not tied to any one computer, so I'm able to deal with it anywhere I've got web access, which is great."

"It also has the added value that if I have any difficulty, or I need something scheduled and I can't get it done myself, I just send Altec Systems an email, and you take care of it, which is great," Larry noted.

"Another added value is that it is instantly backed up for us, so that's even better."

"The software is not that difficult to learn; it's just another piece of software to learn how to use. I'm a pretty hands-on guy, and I don't mind, but some-

times there are just too many little pieces to pick up."

In further explaining the value, Larry added, ***"a key value for us is that we are actually saving enough money on the phone lines to just about pay for the service. It's almost a 'wash' for us."***

A Wish on Fire Alarms...

"I wish we could do fire alarms this way, too," Larry commented.

"It's too bad we can't because fire alarms are set up with the requirement that it be done with land lines only. As a result, I honestly don't think it's as reliable. Sometimes we have phone line issues with the fire

alarm, while with wireless, it would just be a lot simpler."

Why Altec Systems?

"You guys are very responsive; you do good work, and you always do what you promise." Mr. Smith went on to say, "That would go for before, too, when we were having dial-up issues. Altec



Systems was always helpful, regardless of the issue. I'm very pleased. I would have no hesitation at all recommending Altec Systems."

Forward Commercial Real Estate

Larry C. Smith, CCIM, a founding principal of Forward Commercial Real Estate, LLC., is the managing member of Elizabeth Station, LLC, Park-Side Plaza, LLC and Bells Ferry Echo, LLC real estate investment groups.

Larry, a native Atlantan, is a licensed broker and appraiser in the State of Georgia with more than twenty-five years of experience in the Atlanta commercial real estate market.

A few of Larry's clients include: Unisys; K. Hattori (Seiko) Corporation; SPRO Corporation; The First Cherokee State Bank, American Insurance Management; Kuoni Travel, Ltd., Zurich; Kutak, Rock and Campbell; M. L. and M. Services Corp. and The New England Insurance Company.

Larry is an experienced developer and investor whose most recent project is the Elizabeth Station Building, a suburban office building anchored by the First Cherokee State Bank, in Marietta, Georgia. Some of Larry's recent projects include the purchase and redevelopment of a downtown Atlanta office building and a suburban office/warehouse property in Cherokee County.

Larry certified CCIM (Certified Commercial Investment Member) in 1987, a designation often referred to as a Ph.D. in commercial real estate.