



Advantages of Wireless for Commercial Security

Course Syllabus

Accreditation: ESA/NTS CE Certified Course

Description: This course is designed to introduce wireless commercial security opportunities to security dealers and integrators interested in expanding their portfolios. The class will begin with an overview of the state of wireless technology for commercial security, why it makes good business sense and the various applications within the industry. Attendees will learn how to quote, specify and integrate a wireless installation from start to finish and how to use a survey kit to confirm/measure their wireless system decisions.

Delivery Method: This course will be taught in a live presentation forum by an instructor, followed by a hands-on group activity at the end.

Length of Course & Time Breakdown of Concepts: This will be a 2 hour, 2 CEU accredited course consisting of the following concepts:

- **5 minutes (3%):** Introductions and review of learning objectives for the course
- **50 minutes (42%):** The state of wireless technology for commercial security, the benefits and applications of wireless today and overall why adding wireless options to your portfolio makes good business sense
- **20 minutes (17%):** How to quote, specify and integrate wireless installations
- **30 minutes (25%):** Confirming wireless devices and system decisions by use of a survey kit - this portion will consist of a hands-on group activity
- **15 minutes (13%):** Closing comments, surveys and open Q&A

Intended Audience: This course will be targeted at security dealers and integrators interested in understanding the advantages of adding wireless intrusion, duress/panic and hold-up buttons to their commercial portfolio

Learning Objectives: At the completion of this course attendees will be able to:

- Understand the state of wireless technology as it applies to commercial security
- Recognize the benefits of offering wireless within a portfolio
- Understand the applications of wireless in a commercial security space
- Quote, specify and integrate wireless installations
- Confirm wireless devices using survey kits to test end-to-end system decisions