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News

CONSULT 2019: The Role Consultants Play in the Industry

When it comes to an organization's overall security composition, there are many factors that go into determining how best to create the safest environment in an efficient and cost-effective manner. Achieving this goal often starts with an evaluation process, incorporating a number of experts by way of technology manufacturers, integrators and industry consultants.

The relationship between these three entities must flow seamlessly to address an end user's specific needs and determine the appropriate combination of technology solutions. And while the manufacturer and integrator are critically important to the implementation of these systems, the consultant's role is paramount when it comes to looking at the overall picture of an organization's security posture and making suggestions for upgrades and

investments based on their needs.

Just like every other player in the security industry, consultants are facing an environment that is constantly evolving. For them to understand what their clients face and provide the best possible recommendations, they must stay up-to-date on the latest technology and the direction the industry is heading.

That's the purpose of the CONSULT 2019 Technical Security Symposium. The annual event, sponsored by SecuritySpecifiers, provides the opportunity for specifiers of electronic and physical security to connect with each other and come together to discuss current issues and trends in the industry. This year, the symposium will take place at the Hyatt Regency Tamaya Resort & Spa in Bernalillo, New Mexico, on Oct. 19-22.

Vanderbilt will attend the symposium and highlight many of its innovative solutions that are key in allowing consultants to help organizations achieve success in their security journey. For example, its cloud-based access control and video management solution, **ACT365**, is scalable in nature and enables remote management of single or multiple locations, all from an easy-to-use interface. It also delivers seamless integration between access control and video management accessible from anywhere, at any time and on any device.

Similarly, **Vanderbilt's Security Management System** (SMS) acts as the ideal solution for large, multi-site or global organizations, while the **bright blue** and **lite blue** web-based access control systems are perfect for small- to medium-sized businesses. Rounding out the comprehensive portfolio of solutions are **Vanderbilt's Video Management System** and a complete line of **readers and credentials**.

Vanderbilt recognizes the need to support consultant specifiers with as much information as possible. We want to build a strong relationship and provide the right tools to help consultants provide superior access control and video management solutions that meet customer needs. Visit SecuritySpecifiers.com for A&E specification documents, product data sheets and technical drawings. **Contact us** to learn more about Vanderbilt solutions.

To schedule a time to meet with the Vanderbilt team at the symposium, **click here**. We look forward to seeing you at CONSULT 2019 in beautiful New Mexico!