



Outlook 2011

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Revisit 2010: No. 1 - SaaS

2010: “Software as a Service Will Become the New Normal”

2011: Outsourcing Security Services and Leveraging the Cloud Has Proven To Be One of the Fastest Growing Segments of the Market. In Addition to SaaS We Also Now Have Hybrid Solutions and More Customer Options.



Revisit 2010: No. 2 - Internet

2010: “The Internet Will Do for Integrators What the Digital Dialer Did for Alarm Dealers”

2011: The Proof Is In. SI Did More Than Leverage the Internet to Improve Operations, They Absolutely Used it to Grow RMR and in General Shifted Their Businesses to Create RMR.



Revisit 2010: No. 3 - Video Technology

2010: “Video Technology Will Grow Profits and Improve the Industry’s Relationship With First Responders”

2011: This Was Dead On. Video Verified Alarms Have Had a Profound Change in Our Relationship With 1st Responders As They Have Cut False Dispatches. Several City’s Including NY have made VV Systems A Priority Response. Dealers Benefit From the Extra Profits and New Business.



2011: No. 1 - The Cloud

Improvements in the Speed, Availability and
The Sharing of Information in Real Time Will
Empower Users and Create New Business.



2011: No. 2 – Streamlining

Expect More Suppliers to Focus on Affiliations,
Partnerships and Acquisitions That Will Cut
Installation Cost and Improve the
Customer Experience.



2011: No. 3 – Video

For the Foreseeable Future Expect Video To Be On My List. Major Advancements in Technology are Collapsing Aspects of the Market While Creating New Markets and New Market Leaders.