

The key to successful consultant partnerships

A complicated security project, like implementing a security or access control system on a multi-building campus, requires the expertise of several professionals. As an integrator, you'll likely be part of a larger team of consultants, which could include security professionals, architects, IT and even the manufacturer. The challenge is bringing together all the consultants and working collectively and collaboratively toward a common goal.

On such a project, the truth is all of the various consultant perspectives are necessary. One individual or company doesn't typically possess all the knowledge your project requires. Because technology, security hardware products and building codes change regularly—or have nuances to them—it's important that a large security project is approached from several angles. By garnering the collective brainpower—the expertise and experience of each advisor—the consultancy team can identify and develop the best solution for a facility today as well as in the future.

Integrators who build successful consultancy relationships:

- Extend or augment their staff capacity and skill sets
- Provide analytical horsepower to evaluate trade-offs, cost benefit and return on investment analyses
- Implement solutions quickly and cohesively
- Supplement training for ongoing management of security solutions
- Position themselves as trusted advisors that provide the latest security technologies, including high frequency smart cards and readers





Let's look at three steps for effectively managing consultant relationships.

- **Step 1: Selecting the right manufacturer:** There are many security products from which to choose, but integrators need to remember they're choosing more than a product. They're choosing a manufacturer. And the right one will provide more than a product. Look for a manufacturer that not only has a broad portfolio to meet the various needs of a facility, but also offers product training, code expertise, technical services and more. A solid manufacturing partner can help you compare the various products and technologies available in the market. Plus, they can provide extensive code knowledge—particularly important since codes vary by building type, industry and state. Best of all, some manufacturers offer services at no cost.
- **Step 2: Formalize the process:** It's important to kick off a project by gathering the entire team together, everyone from the consultants, the end user, varying trade contractors and more. The team of consultants should formalize the working relationship by developing an official statement of work that clearly outlines deliverables and expectations for each consultant on the team.
- **Step 3: Build a strong communication foundation:** Before you even begin organizing a project, you should meet with the other consultants to:
 - Clearly outline the project scope
 - Identify the deliverables you expect
 - Prioritize the key elements
 - Develop a preliminary timeline
 - Estimate a budget range
 - Create a list of internal stakeholders

Allegion security advisors

If you have a security project and are seeking outside resources to provide assistance, remember to consider manufacturers as part of your team. They offer another unique perspective—and their counsel and advice is provided at no cost to you. Allegion, for instance, offers security and safety assessments, specification and building standards assistance, training and more. Additionally, Allegion regularly partners with other consultants and stakeholders—architects, integrators, IT, one card providers, building owners, facility managers, etc.—to develop a comprehensive solution that best meets the needs of our mutual clients.

If you want an Allegion integrator sales rep to assist your client, contact us today [online](#) or by calling **888-758-9823**.

About Allegion

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