

DMP Demo Scripts

DMP Demo Scripts

4 June, 2026

Table of Contents

1	Virtual Keypad Browser Demo Introduction.....	13
1.1	Demo Purpose	13
1.2	Presenter Talk Track.....	14
1.3	Demo Flow	15
1.3.1	Demo Steps	15
1.4	Key Themes.....	16
1.4.1	Unified Platform	16
1.4.2	Remote Convenience.....	16
1.4.3	Operational Awareness	16
1.4.4	Simplified Workflows.....	16
1.4.5	Scalable Experience.....	16
1.5	Key Message	16
2	System Overview.....	17
2.1	Presenter Talk Track.....	17
2.2	Demo Flow	17
2.2.1	Demo Steps	17
2.3	Key Themes.....	20
2.3.1	Unified Visibility.....	20
2.3.2	Operational Awareness	20
2.3.3	Simplified Workflows.....	20
2.3.4	Role-Based Experience	20
2.3.5	Remote Management	20
2.4	Key Message	20
3	Intrusion.....	21
3.1	Security Management Overview	21
3.2	Presenter Talk Track.....	21
3.3	Core Security Management Experience	22
3.4	System Status & Operational Awareness.....	22
3.4.1	Presenter Talk Track.....	22

3.4.2 Demo Steps	23
3.4.3 Customer Value	23
3.4.4 Key Talking Points	23
3.5 Arming & Disarming	24
3.5.1 Presenter Talk Track.....	24
3.5.2 Demo Steps	24
3.5.3 Customer Use Cases	25
3.5.4 Customer Value	25
3.5.5 Key Talking Points	26
3.6 Area Management	26
3.6.1 Presenter Talk Track.....	26
3.6.2 Demo Steps	26
3.6.3 Customer Use Cases	27
3.6.4 Customer Value	27
3.7 Zone Status & Fault Management	28
3.7.1 Presenter Talk Track.....	28
3.7.2 Demo Steps	28
3.7.3 Key Talking Points	29
3.7.4 Customer Value	29
3.8 Alarm Handling	30
3.8.1 Presenter Talk Track.....	30
3.8.2 Demo Steps	30
3.8.3 Customer Value	31
3.8.4 Key Talking Points	31
3.9 Alarm Verification Workflows	32
3.9.1 Presenter Talk Track.....	32
3.9.2 Demo Steps	32
3.9.3 Customer Value	33
3.9.4 DMP Positioning Guidance	33
3.10 Events & Security Activity	34
3.10.1 Presenter Talk Track.....	34
3.10.2 Demo Steps	34

3.10.3 Key Talking Points	36
3.10.4 Customer Value	36
3.11 Notifications & Operational Awareness	36
3.11.1 Presenter Talk Track.....	36
3.11.2 Demo Steps	36
3.11.3 Examples	38
3.11.4 Customer Value	38
3.12 Integrated Security Workflows.....	38
3.12.1 Presenter Talk Track.....	38
3.12.2 Security + Video	38
3.12.3 Security + Access Control	39
3.12.4 Security + Automation	39
3.12.5 Security + Notifications	39
3.13 Key Security Management Themes	39
3.13.1 Operational Awareness	39
3.13.2 Unified Security	39
3.13.3 Simplified Management	39
3.13.4 Informed Response	40
3.13.5 Flexible Deployment	40
3.14 Important Competitive Positioning Guidance.....	40
3.14.1 Position As	40
3.14.2 Avoid Positioning As.....	40
3.15 Key Message	40
4 Access Control.....	41
4.1 Presenter Talk Track.....	41
4.2 Demo Flow	41
4.2.1 Demo Steps	41
4.3 Core Access Control Experience	42
4.4 Door Management	42
4.4.1 Presenter Talk Track.....	42
4.4.2 Demo Steps	42
4.4.3 Customer Use Cases	43

4.4.4	Customer Value	44
4.5	Access Activity & Events	44
4.5.1	Presenter Talk Track.....	44
4.5.2	Demo Steps	44
4.5.3	Key Talking Points	46
4.5.4	Customer Value	46
4.6	User & Credential Management	46
4.6.1	Presenter Talk Track.....	46
4.6.2	Demo Steps	46
4.6.3	Customer Use Cases	49
4.6.4	Customer Value	49
4.7	Lockdown & Emergency Response	49
4.7.1	Presenter Talk Track.....	49
4.7.2	Demo Steps	49
4.7.3	Customer Use Cases	49
4.7.4	Customer Value	50
4.8	Integrated Security Workflows.....	50
4.8.1	Presenter Talk Track.....	50
4.8.2	Access + Video	50
4.8.3	Access + Intrusion	50
4.8.4	Access + Notifications	50
4.8.5	Access + Automation	51
4.9	Key Themes.....	51
4.9.1	Operational Control.....	51
4.9.2	Unified Security	51
4.9.3	Simplified Management	51
4.9.4	Operational Awareness	51
4.9.5	Scalable Experience.....	51
4.10	Important Competitive Positioning Guidance.....	52
4.10.1	Position As	52
4.10.2	Avoid Positioning As.....	52
4.11	Key Message.....	52

5	Automation.....	53
5.1	Automation Overview	53
5.2	Presenter Talk Track.....	53
5.3	Core Automation Experience	54
5.4	Favorites	54
5.4.1	Presenter Talk Track.....	54
5.4.2	Demo Steps	54
5.4.3	Customer Use Cases	55
5.4.4	Examples	55
5.4.5	Customer Value	56
5.4.6	Key Talking Points	56
5.5	Scheduled Automation	56
5.5.1	Presenter Talk Track.....	56
5.5.2	Demo Steps	56
5.5.3	Customer Use Cases	57
5.5.4	Customer Value	57
5.5.5	Key Talking Points	57
5.6	Actions & Event-Driven Workflows	58
5.6.1	Presenter Talk Track.....	58
5.6.2	Demo Steps	58
5.6.3	Examples	58
5.6.4	Customer Value	58
5.6.5	Key Talking Points	58
5.7	Environmental & Building Control	59
5.7.1	Presenter Talk Track.....	59
5.7.2	Demo Steps	59
5.7.3	Customer Use Cases	60
5.7.4	Customer Value	60
5.8	Automation + Security Workflows	61
5.8.1	Presenter Talk Track.....	61
5.8.2	Automation + Intrusion.....	61
5.8.3	Automation + Access Control	61

5.8.4	Automation + Video	61
5.8.5	Automation + Notifications	61
5.9	Operational Automation Workflows	62
5.9.1	Presenter Talk Track.....	62
5.9.2	Commercial Examples.....	62
5.9.3	High-Security Examples.....	62
5.10	Key Automation Themes	62
5.10.1	Operational Efficiency	62
5.10.2	Connected Workflows	62
5.10.3	Simplified Management	62
5.10.4	Operational Awareness	63
5.10.5	Flexible Deployment	63
5.11	Important Competitive Positioning Guidance.....	63
5.11.1	Position As	63
5.11.2	Avoid Positioning As.....	63
5.12	Key Message	63
6	Notifications & Reports	64
6.1	Notifications & Reporting Overview	64
6.2	Presenter Talk Track.....	64
6.3	Core Notifications & Reporting Experience	65
6.4	Notifications.....	65
6.4.1	Presenter Talk Track.....	65
6.4.2	Demo Steps	65
6.4.3	Examples	68
6.4.4	Customer Value	68
6.4.5	Key Talking Points	68
6.5	Event Awareness & Escalation.....	68
6.5.1	Presenter Talk Track.....	68
6.5.2	Demo Steps	69
6.5.3	Customer Use Cases	69
6.5.4	Customer Value	69
6.6	Reports	70

6.6.1	Presenter Talk Track.....	70
6.6.2	Demo Steps	70
6.6.3	Report Examples	72
6.6.4	Customer Value	72
6.6.5	Key Talking Points	73
6.7	Investigations & Operational Review	73
6.7.1	Presenter Talk Track.....	73
6.7.2	Demo Steps	73
6.7.3	Customer Use Cases	73
6.7.4	Customer Value	73
6.8	Notifications + Security Workflows	74
6.8.1	Presenter Talk Track.....	74
6.8.2	Notifications + Intrusion	74
6.8.3	Notifications + Access Control	74
6.8.4	Notifications + Video	74
6.8.5	Notifications + Automation	74
6.9	Reporting + Enterprise Operations.....	75
6.9.1	Presenter Talk Track.....	75
6.9.2	Commercial Examples.....	75
6.9.3	Enterprise Examples	75
6.9.4	High-Security Examples.....	75
6.10	Key Notifications & Reporting Themes	75
6.10.1	Operational Awareness	76
6.10.2	Actionable Information.....	76
6.10.3	Operational Accountability	76
6.10.4	Simplified Investigations	76
6.10.5	Unified Workflows.....	76
6.11	Important Competitive Positioning Guidance.....	76
6.11.1	Position As	76
6.11.2	Avoid Positioning As.....	76
6.12	Key Message.....	77
7	Video	78

7.1	Core Video Experience	78
7.2	VUE Video Doorbell.....	78
7.2.1	Viewing Live Video.....	79
7.2.2	Events & Clips.....	80
7.2.3	Two-Way Audio	81
7.2.4	Arm/Disarm from Live View.....	82
7.2.5	Access Door from Live View	83
7.2.6	Trigger Favorites from Live View	84
7.2.7	Push Notifications	84
7.2.8	Settings & Detection Regions.....	85
7.3	VUE Cameras	86
7.3.1	Viewing Live Video.....	87
7.3.2	Events & Clips.....	87
7.3.3	Two-Way Audio	88
7.3.4	Lights & Deterrence	89
7.3.5	Push Notifications	91
7.3.6	Camera Settings	91
7.4	VUE Plus Cameras	92
7.4.1	VUE Plus Camera Family Overview.....	93
7.4.2	Viewing Live Video.....	93
7.4.3	Events & Clips.....	93
7.4.4	Two-Way Audio	95
7.4.5	Lights & Deterrence	95
7.4.6	Push Notifications	97
7.4.7	Camera Settings	97
7.5	Integrated Security Workflows.....	98
7.5.1	Video + Intrusion.....	99
7.5.2	Video + Access Control	101
7.5.3	Video + Automation	101
7.6	Axis Cam-Connect	101
7.6.1	Axis Integration Overview.....	101
7.7	XV Gateway Platform	103

7.7.1	XV Gateway Overview	103
7.7.2	Timeline View	103
7.7.3	Downloading Footage.....	104
7.7.4	AlarmVision Overview.....	104
7.7.5	Detection Regions.....	104
7.7.6	Detection Lines	105
7.7.7	Area-Based Analytics.....	105
7.7.8	Escalation Workflows	105
7.7.9	Monitoring Center Video Verification	106
7.8	XV Plus Gateway.....	106
7.9	Key Video Positioning Themes	106
7.9.1	Unified Platform	106
7.9.2	Integrated Security.....	106
7.9.3	Operational Awareness	107
7.9.4	Simplified Workflows.....	107
7.9.5	Verification	107
7.9.6	Proactive Response	107
7.9.7	Flexible Deployment	107
7.10	Important Competitive Positioning Guidance.....	107
7.10.1	Position As	107
7.10.2	Avoid Positioning As.....	108
8	Admin & Multi-Site	109
8.1	Virtual Keypad Admin Overview	109
8.2	Presenter Talk Track.....	109
8.3	Core Admin & Multi-Site Experience	110
8.4	Multi-System Visibility	110
8.4.1	Presenter Talk Track.....	110
8.4.2	Demo Steps	110
8.4.3	Customer Use Cases	111
8.4.4	Customer Value	111
8.4.5	Key Talking Points	111
8.5	Centralized User Management	111

8.5.1	Presenter Talk Track.....	111
8.5.2	Demo Steps	111
8.5.3	Customer Use Cases	112
8.5.4	Customer Value	112
8.5.5	Key Talking Points	113
8.6	Centralized Events & Activity.....	113
8.6.1	Presenter Talk Track.....	113
8.6.2	Demo Steps	113
8.6.3	Customer Value	114
8.6.4	Key Talking Points	114
8.7	Reporting & Organizational Oversight	114
8.7.1	Presenter Talk Track.....	114
8.7.2	Demo Steps	115
8.7.3	Report Examples.....	115
8.7.4	Customer Value	116
8.7.5	Key Talking Points	116
8.8	Schedules & Operational Consistency.....	116
8.8.1	Presenter Talk Track.....	116
8.8.2	Demo Steps	116
8.8.3	Customer Use Cases	117
8.8.4	Customer Value	117
8.9	Enterprise & Multi-Site Operations.....	117
8.9.1	Presenter Talk Track.....	117
8.9.2	Commercial Examples.....	118
8.9.3	High-Security Examples.....	118
8.9.4	Enterprise Examples	118
8.10	Admin + Integrated Security Workflows.....	118
8.10.1	Presenter Talk Track.....	118
8.10.2	Admin + Security Management.....	118
8.10.3	Admin + Access Control.....	119
8.10.4	Admin + Video.....	119
8.10.5	Admin + Notifications.....	119

8.11	Key Admin & Multi-Site Themes.....	119
8.11.1	Centralized Visibility	119
8.11.2	Operational Consistency	119
8.11.3	Simplified Administration.....	119
8.11.4	Enterprise Scalability	119
8.11.5	Unified Security Operations.....	120
8.12	Important Competitive Positioning Guidance.....	120
8.12.1	Position As	120
8.12.2	Avoid Positioning As.....	120
8.13	Key Message.....	120

1 Virtual Keypad Browser Demo Introduction



Virtual Keypad gives customers the convenience of remotely managing their security systems from their computer, tablet, or smartphone.

Virtual Keypad provides a unified platform for managing:

- intrusion
- access control
- video
- automation
- notifications
- user management
- operational workflows

from virtually anywhere.

Designed for commercial, enterprise, multi-site, and high-security environments, Virtual Keypad helps customers stay connected to their system, improve operational awareness, and respond quickly to important events from a single application.

1.1 Demo Purpose

This demo demonstrates how Virtual Keypad provides customers with a convenient, unified way to remotely manage their security environment from a browser or mobile device.

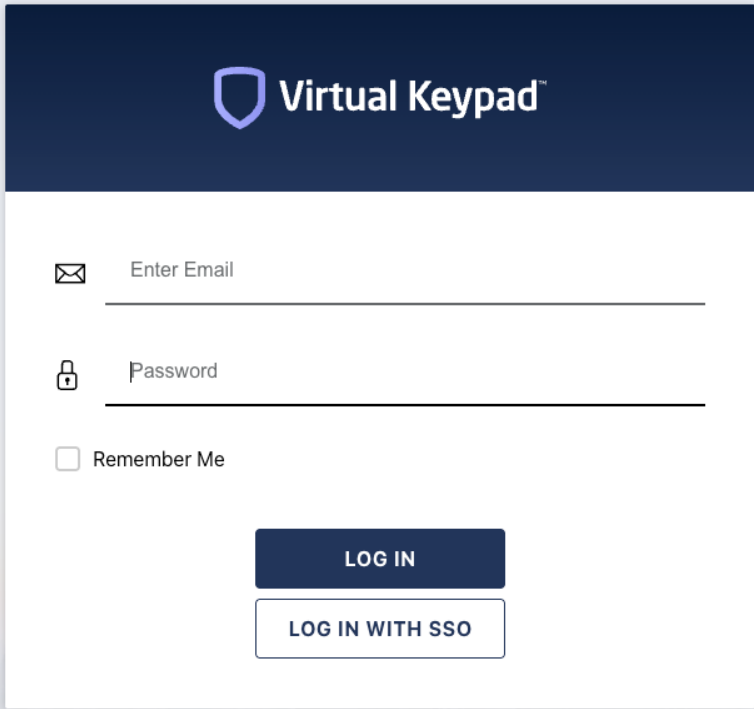
Customers can:

- arm and disarm systems
- manage doors and access
- view live and recorded video
- receive notifications
- automate operational workflows
- manage users and schedules
- review events and reports
- oversee multiple locations

from a single platform.

The workflows demonstrated throughout this demo support:

- commercial environments
 - enterprise operations
 - high-security facilities
 - multi-site organizations
 - integrated security deployments
-



The image shows a login interface for 'Virtual Keypad'. At the top is a dark blue header with a shield icon and the text 'Virtual Keypad™'. Below this is a white login form. The form contains three input fields: 'Enter Email' with an envelope icon, 'Password' with a lock icon, and a 'Remember Me' checkbox. Below the inputs are two buttons: a dark blue 'LOG IN' button and a white 'LOG IN WITH SSO' button. At the bottom of the form, there are three links: 'Logging in outside of the Americas? [Click Here](#)', '[Forgot Your Password?](#)', and '[Generate QR Code](#)'. The background of the entire page is a faded city skyline.

1 Virtual Keypad Log In

1.2 Presenter Talk Track

“Today we are going to look at Virtual Keypad, which gives customers the convenience of remotely managing their security systems from their computer, tablet, or smartphone.

Rather than requiring customers to be physically at a keypad or tied to one workstation, Virtual Keypad allows them to stay connected to their system from virtually anywhere.

From one interface, customers can:

- manage intrusion
- control doors
- view video
- automate workflows
- manage users
- review events
- receive notifications
- and oversee multiple locations

The value is not simply remote control.

The value is having operational awareness and security management available from a single unified platform.”

1.3 Demo Flow

1.3.1 Demo Steps

1. Start at the VirtualKeypad.com¹ login page or within the mobile app.
2. Log into the demo environment.
3. Select Switch System to select the desired demo system.

SWITCH SYSTEM ▼

5. Briefly explain:
 - browser access
 - mobile access
 - Single Sign-On support (if applicable)
 6. Transition into the System Overview dashboard.
-

1. <http://VirtualKeypad.com>

1.4 Key Themes

1.4.1 Unified Platform

One application for intrusion, access, video, automation, and operational awareness.

1.4.2 Remote Convenience

Customers can manage their systems from anywhere.

1.4.3 Operational Awareness

Customers can quickly understand what is happening across their environment.

1.4.4 Simplified Workflows

Users do not need multiple disconnected systems to manage security operations.

1.4.5 Scalable Experience

The same platform can support:

- single-site customers
 - enterprise organizations
 - high-security environments
 - multi-site operations
-

1.5 Key Message

Virtual Keypad transforms the customer's security system into a remotely managed, unified operational platform accessible from virtually anywhere.

2 System Overview

The System Overview serves as the customer's primary dashboard inside Virtual Keypad. This is where users gain immediate visibility into the status of their security environment and quickly access the functions they use most often.

The goal of this section is to demonstrate how Virtual Keypad brings intrusion, access control, video, automation, notifications, and operational awareness together into a single unified interface.

2.1 Presenter Talk Track

"The System Overview acts as the main operational dashboard for Virtual Keypad.

From this screen, customers can quickly understand what is happening across their environment and interact with the systems they use every day.

Depending on system configuration and permissions, users can:

- arm or disarm areas
- review recent events
- access live video
- control doors
- activate favorites
- manage automation devices
- and respond to notifications

The value is simplicity and visibility.

Instead of navigating multiple disconnected platforms, Virtual Keypad brings the customer's security environment into a single operational experience."

2.2 Demo Flow

2.2.1 Demo Steps

1. Open the System Overview dashboard.
2. Point out the current arming status.
3. Review recent activity or event history.
4. Show video tiles if cameras are configured.
5. Show door controls if access control is configured.
6. Show favorites, outputs, lights, or thermostats if available.
7. Demonstrate navigation between dashboard sections.

8. If configured, show dashboard customization or widget organization.



SWITCH SYSTEM ▾
 FINANCIAL W/
ALARMVISION
DMP Demo Customer

PANIC
 VIDEO
 EVENTS
 DOORS
 DOORBELLS
 SCHEDULES
 ACTIONS
 OUTPUTS
 USERS
 PROFILES
 BADGES
 REPORTS
 NOTIFICATIONS
 SETTINGS

ADMIN
 D ▾



ARMING / HISTORY

Financial w/ AlarmVision
 ZONE STATUS

ARM ALL
 DISARM ALL

Find area...

IT ROOM	DISARMED
MANAGERS OFFICES	DISARMED
BANK TELLERS	DISARMED
VAULT	ARMED
SAFETY DEPOSIT VAULT	ARMED
JEFF'S OFFICE	DISARMED
CONFERENCE ROOM	DISARMED
EMPLOYEE BREAK ROOM	DISARMED
CAMERAS	DISARMED
CELLULAR JAMMING	DISARMED

Events
 VIEW ALL

TODAY

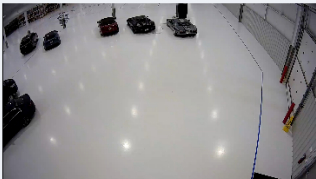
3:13 PM	Person detected on Conference Room Lobby.
3:12 PM	Person detected on Hallway Camera.
3:12 PM	Person detected on Conference Room Lobby.
3:10 PM	Person detected on Hallway Camera.
3:10 PM	Person detected on Garage.
3:10 PM	Person detected on Conference Room Lobby.
3:06 PM	Person detected on Conference Room Lobby.
3:06 PM	Person detected on Hallway Camera.
3:06 PM	Person detected on Hallway Camera.
3:04 PM	Person detected on Hallway Camera.
3:04 PM	Person detected on Hallway Camera.
3:02 PM	Person detected on Hallway Camera.
3:02 PM	Person detected on Hallway Camera.

VIDEO


 Vue Turret Demo Camera

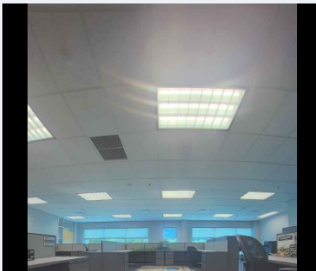

 Vue Bullet Demo Camera

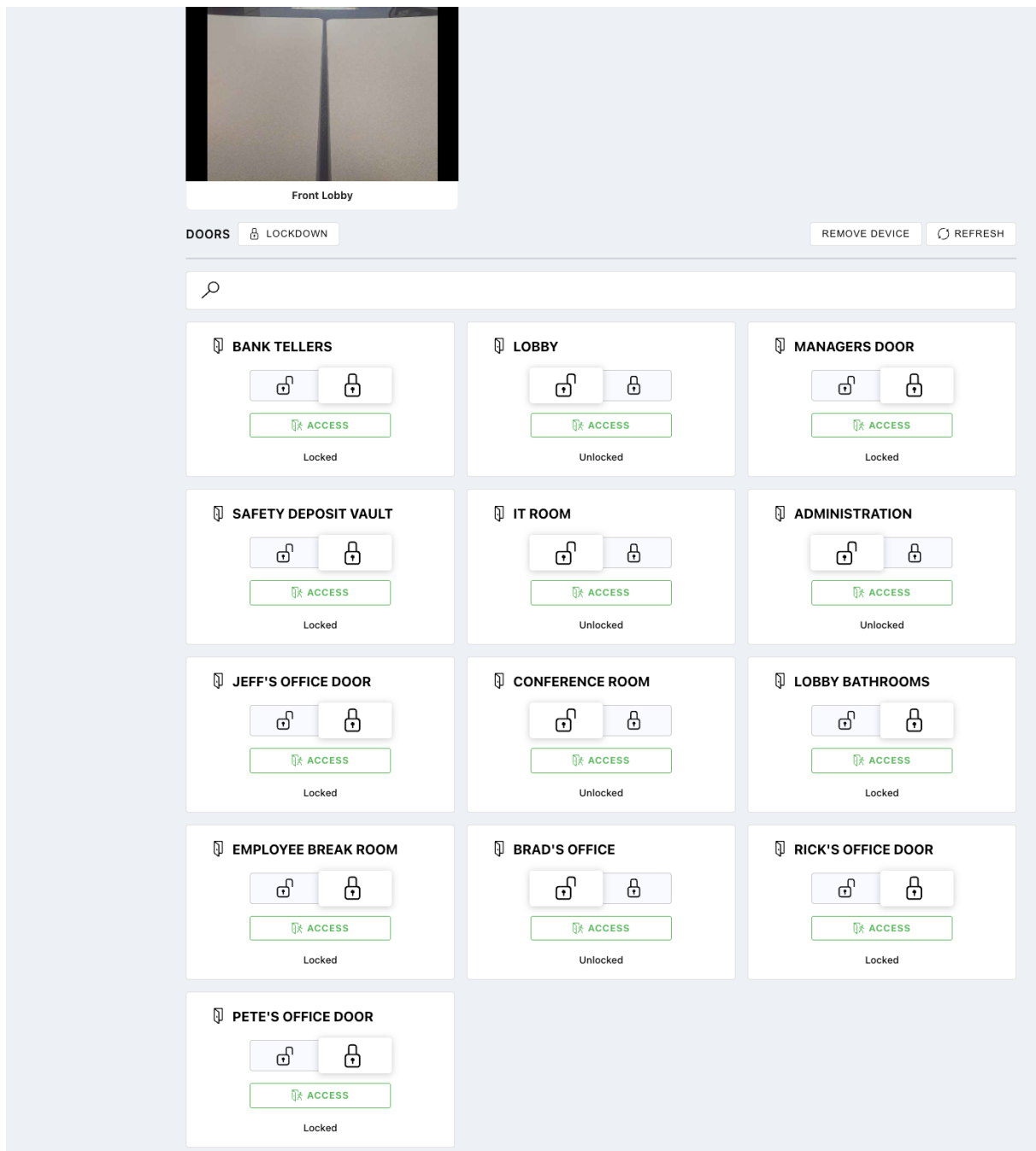

 Hallway Camera


 Garage


 Conference Room Lobby

DOORBELLS





2 System Overview

2.3 Key Themes

2.3.1 Unified Visibility

Customers can quickly understand the status of their environment from a single screen.

2.3.2 Operational Awareness

Users can immediately identify important activity, alarms, access events, or system conditions.

2.3.3 Simplified Workflows

Common daily tasks are accessible without navigating multiple systems or applications.

2.3.4 Role-Based Experience

The dashboard experience can vary based on the customer's role, permissions, and operational needs.

2.3.5 Remote Management

Customers can interact with their system from virtually anywhere using a browser or mobile device.

2.4 Key Message

The System Overview gives customers a centralized operational dashboard for managing intrusion, access control, video, automation, and system activity from a single unified platform.

3 Intrusion

This section demonstrates how Virtual Keypad allows customers to maintain awareness of their security environment, manage system status, respond to events, and remotely oversee daily security operations from a unified platform.

The goal is not simply to arm and disarm a system.

The goal is to provide customers with operational awareness, event visibility, alarm response capabilities, and connected security workflows that help them stay informed and take action from virtually anywhere.

This section establishes the foundation for how intrusion, notifications, video, access control, and automation work together inside Virtual Keypad to create a connected security management experience.

3.1 Security Management Overview

Security Management inside Virtual Keypad focuses on:

- operational awareness
- remote system control
- event visibility
- alarm handling
- area management
- notification workflows
- integrated response

Rather than treating intrusion as a standalone system, Virtual Keypad combines security operations into a connected workflow that allows customers to understand what is happening across their environment and respond quickly when needed.

3.2 Presenter Talk Track

“Security management inside Virtual Keypad goes beyond simply controlling an alarm system.

Customers can:

- monitor system status
- manage armed areas
- review activity
- respond to alarms
- receive notifications

- and move directly into related workflows

from a single application.

The value is not simply remote control.

The value is operational awareness.

Virtual Keypad helps customers stay connected to their environment, quickly understand important activity, and respond to events without needing multiple disconnected systems.”

3.3 Core Security Management Experience

This section introduces the foundational security workflows available in Virtual Keypad.

The progression should move through:

- system awareness
- area management
- arming and disarming
- zone awareness
- alarm handling
- event review
- notification workflows
- operational response

before expanding into integrated workflows with:

- video
 - access control
 - automation
 - multi-site operations
-

3.4 System Status & Operational Awareness

3.4.1 Presenter Talk Track

“One of the most important parts of any security environment is understanding the current operational state of the system.

Virtual Keypad allows customers to immediately identify whether areas are armed or disarmed, review recent activity, and quickly recognize conditions that may require attention.”

3.4.2 Demo Steps

1. Open the System Overview dashboard.
2. Review current system status.
3. Identify armed and disarmed areas.
4. Show recent activity or events.
5. Discuss operational awareness workflows.

ARMING / HISTORY

Financial w/ AlarmVision

ZONE STATUS

ARM ALL

DISARM ALL

Find area...

IT ROOM

DISARMED

MANAGERS OFFICES

DISARMED

BANK TELLERS

DISARMED

VAULT

ARMED

SAFETY DEPOSIT VAULT

ARMED

JEFF'S OFFICE

DISARMED

CONFERENCE ROOM

DISARMED

EMPLOYEE BREAK ROOM

DISARMED

CAMERAS

DISARMED

CELLULAR JAMMING

DISARMED

Events

VIEW ALL

TODAY

3:13 PM

Person detected on Conference Room Lobby.

3:12 PM

Person detected on Hallway Camera.

3:12 PM

Person detected on Conference Room Lobby.

3:10 PM

Person detected on Hallway Camera.

3:10 PM

Person detected on Garage.

3:10 PM

Person detected on Conference Room Lobby.

3:06 PM

Person detected on Conference Room Lobby.

3:06 PM

Person detected on Hallway Camera.

3:06 PM

Person detected on Hallway Camera.

3:04 PM

Person detected on Hallway Camera.

3:04 PM

Person detected on Hallway Camera.

3:02 PM

Person detected on Hallway Camera.

3:02 PM

Person detected on Hallway Camera.

3.4.3 Customer Value

- immediate visibility
- operational awareness
- remote monitoring
- simplified management

3.4.4 Key Talking Points

- real-time system awareness

- simplified operational visibility
 - centralized security management
 - remote operational control
-

3.5 Arming & Disarming

3.5.1 Presenter Talk Track

"Virtual Keypad allows authorized users to remotely arm or disarm their system from virtually anywhere.

For commercial environments, this helps managers, supervisors, and security personnel maintain security operations without needing to be physically onsite."

3.5.2 Demo Steps

1. Open the System Overview dashboard.
2. Arm an area.
3. Disarm an area.
4. Demonstrate independent area control if configured.
5. Explain different arming workflows if available.

 **Financial w/ AlarmVision**
ZONE STATUS

ARM ALL

DISARM ALL

 Find area...

ADMIN OFFICE	 DISARMED
IT ROOM	 ARM
MANAGERS OFFICES	 DISARMED
BANK TELLERS	 DISARMED
VAULT	ARMED 
SAFETY DEPOSIT VAULT	ARMED 
JEFF'S OFFICE	 DISARMED
CONFERENCE ROOM	 DISARMED
EMPLOYEE BREAK ROOM	 DISARMED
CAMERAS	 DISARMED

3.5.3 Customer Use Cases

- after-hours arming
- remote opening and closing
- warehouse security
- perimeter-only arming
- multi-department operations

3.5.4 Customer Value

- operational flexibility

- remote management
 - simplified workflows
 - improved awareness
-

3.5.5 Key Talking Points

- remote operational control
 - flexible area management
 - simplified daily operations
 - connected security workflows
-

3.6 Area Management

3.6.1 Presenter Talk Track

“Many commercial and high-security environments require different parts of the facility to operate independently.

Virtual Keypad allows customers to manage security based on how the environment is actually used.”

3.6.2 Demo Steps

1. Show multiple areas if configured.
2. Review different area states.
3. Arm one area while leaving another active.
4. Explain operational workflows.

 **Financial w/ AlarmVision**

ZONE STATUS

ARM ALL

DISARM ALL

 Find area...

ADMIN OFFICE	 DISARMED
IT ROOM	ARMED 
MANAGERS OFFICES	 DISARMED
BANK TELLERS	ARMING 
VAULT	ARMED 
SAFETY DEPOSIT VAULT	ARMED 
JEFF'S OFFICE	 DISARMED
CONFERENCE ROOM	 DISARMED
EMPLOYEE BREAK ROOM	 DISARMED
CAMERAS	 DISARMED

3.6.3 Customer Use Cases

- office and warehouse separation
- server room protection
- after-hours perimeter security
- multi-tenant facilities
- restricted environments

3.6.4 Customer Value

- improved operational control

- flexible security management
 - simplified oversight
 - better environmental segmentation
-

3.7 Zone Status & Fault Management

3.7.1 Presenter Talk Track

"Virtual Keypad helps customers quickly understand why a system may not be ready to arm by providing visibility into zone conditions and system activity."

3.7.2 Demo Steps

1. Open Zone Status.
2. Review normal zones.
3. Show faulted or bypassed zones if available.
4. Demonstrate fault handling workflows.
5. Explain bypass functionality.

Zone Status ✕ CLOSE		
✓ No faulted zones		
OK Zones	Status	Bypass (Bypass All)
 DOOR	✓	☐
 ENTRY ALERT	✓	☐
 FISH TANK	✓	☐
 FRONT DOOR	✓	☒
 GARAGE DOOR	✓	☐
 GARAGE DOOR CAMERA	✓	☐
 HALLWAY CAMERA	✓	☐
 JEFF'S PANIC BUTTON	✓	☒
 LOBBY DOOR	✓	☒
 PEOPLE AT CARS	✓	☐
 PICKLEBALLS	✓	☒
 SIDE DOOR	✓	☒
 VAULT DOOR	✓	☒
 WALKWAY	✓	☐

3.7.3 Key Talking Points

- faster troubleshooting
- reduced confusion
- operational awareness
- simplified user experience

3.7.4 Customer Value

- faster issue resolution
- reduced operational delays

- easier system management
 - improved visibility
-

3.8 Alarm Handling

3.8.1 Presenter Talk Track

“When alarms occur, customers need fast access to meaningful information so they can quickly understand what happened and begin responding appropriately.

Virtual Keypad helps customers move from alarm notification into operational response workflows from a single platform.”

3.8.2 Demo Steps

1. Trigger or simulate an alarm if available.
2. Open alarm activity or notification.
3. Review event details.
4. Navigate into related workflows if configured.
5. Demonstrate acknowledgment or response workflows.

 **Financial w/ AlarmVision**

ZONE STATUS

ARM ALL

DISARM ALL

 Find area...

ADMIN OFFICE	ARMED	
IT ROOM	ARMED	
MANAGERS OFFICES	ALARM	
BANK TELLERS	ARMED	
VAULT	ARMED	
SAFETY DEPOSIT VAULT	ARMED	
JEFF'S OFFICE	ARMED	
CONFERENCE ROOM	ALARM	
EMPLOYEE BREAK ROOM	ARMED	
CAMERAS	ALARM	

Your system is currently in alarm.

3.8.3 Customer Value

- faster response
- improved awareness
- simplified alarm handling
- reduced uncertainty

3.8.4 Key Talking Points

- operational response

- connected workflows
- faster awareness
- informed decision making

3.9 Alarm Verification Workflows

3.9.1 Presenter Talk Track

“One of the advantages of Virtual Keypad is that customers can move directly from an alarm event into verification workflows without changing applications.”

3.9.2 Demo Steps

1. Open a recent alarm event.
2. Review associated details.
3. If configured, open related video.
4. Demonstrate verification workflow.
5. Discuss informed response decisions.

The screenshot displays the DMP Virtual Keypad interface. On the left is a sidebar with the DMP logo and a menu including: SWITCH SYSTEM, FINANCIAL W/ ALARMVISION (DMP Demo Customer), PANIC, VIDEO, EVENTS (highlighted), DOORS, DOORBELLS, SCHEDULES, ACTIONS, OUTPUTS, and USERS. The main panel is titled 'EVENTS' and features a search bar, a 'REFRESH' button, and filter tabs for DATE, EVENT (selected with a count of 1), CAMERA, DETECTED, and DOOR. A date selector shows 'JUN 03' and a calendar icon. The event list for 'WEDNESDAY, JUNE 03, 2026' contains the following entries:

Time	Event Description	Image
5:40 AM	**Burglary Alarm** on the SIDE DOOR	
5:38 AM	**Burglary Alarm** on the SIDE DOOR	
4:40 AM	**Burglary Alarm** on the GARAGE DOOR CAMERA	
4:40 AM	**Burglary Alarm** on the GARAGE DOOR	
4:40 AM	**Burglary Alarm** on the PEOPLE AT CARS	
4:40 AM	**Burglary Alarm** on the SIDE DOOR	
4:40 AM	**Burglary Alarm** on the PICKLEBALLS	



 ADMIN

 D

[< BACK](#)



00:14.98 00:22.00

Garage      

WEDNESDAY, JUNE 03, 2026

5:40 AM
Burglary Alarm on the SIDE DOOR

7:40 AM
Person detected on Garage.





3.9.3 Customer Value

- improved awareness
- faster response
- operational confidence
- simplified investigations

3.9.4 DMP Positioning Guidance

Position as:

- improved operational awareness
- enhanced verification workflows
- unified event response
- simplified alarm handling

Avoid positioning as:

- guaranteed false dispatch elimination
 - autonomous security response
 - AI replacement for operators
 - fully automated alarm decision making
-

3.10 Events & Security Activity

3.10.1 Presenter Talk Track

“The Events page allows customers to quickly review system activity and understand what occurred across the environment.”

3.10.2 Demo Steps

1. Open Events.
2. Filter intrusion-related activity.
3. Review arm/disarm history.
4. Review alarms and troubles.
5. Show event details.



SWITCH SYSTEM ▾
FINANCIAL W/
ALARMVISION
DMP Demo Customer

PANIC

VIDEO

EVENTS

DOORS

DOORBELLS

SCHEDULES

ACTIONS

OUTPUTS

USERS

PROFILES

BADGES

REPORTS

NOTIFICATIONS

SETTINGS

ADMIN

D ▾

EVENTS

REFRESH

DATE ▾

EVENT ▾

CAMERA ▾

DETECTED ▾

DOOR ▾

ALL FILTERS

JUN 03

WEDNESDAY, JUNE 03, 2026

8:33 AM

Person detected on Vue Bullet Demo Camera



8:30 AM

Person detected on Hallway Camera.



8:29 AM

Person detected on Conference Room Lobby.



8:28 AM

Person detected on Conference Room Lobby.



8:28 AM

Person detected on Hallway Camera.



8:27 AM

Person detected on Front Lobby



8:27 AM

Person detected on Hallway Camera.



8:26 AM

Person detected on Hallway Camera.



8:25 AM

Person detected on Conference Room Lobby.



8:24 AM

Person detected on Hallway Camera.



8:24 AM

Person detected on Hallway Camera.



8:22 AM

Person detected on Hallway Camera.





SWITCH SYSTEM ▾
FINANCIAL W/
ALARMVISION
DMP Demo Customer

PANIC

VIDEO

EVENTS

DOORS

DOORBELLS

SCHEDULES

ACTIONS

OUTPUTS

USERS

PROFILES

BADGES

REPORTS

NOTIFICATIONS

SETTINGS

ADMIN

D ▾

EVENTS

REFRESH

DATE ▾

EVENT ▾

CAMERA ▾

DETECTED ▾

DOOR ▾

ALL FILTERS

JUN 03

WEDNESDAY, JUNE 03, 2026

☐ Arm

☐ Disarm

☐ Access Granted

☐ Access Denied

☐ Trouble

☐ Bypass

☐ Door Propped

☐ Door Forced

☐ Alarm

8:33 AM

Person detected on Vue Bullet Demo Camera



8:30 AM

Person detected on Hallway Camera.



8:29 AM

Person detected on Conference Room Lobby.



8:28 AM

Person detected on Conference Room Lobby.



8:28 AM

Person detected on Hallway Camera.



8:27 AM

Person detected on Front Lobby



8:27 AM

Person detected on Hallway Camera.



8:26 AM

Person detected on Hallway Camera.



8:25 AM

Person detected on Conference Room Lobby.



8:24 AM

Person detected on Hallway Camera.



8:24 AM

Person detected on Hallway Camera.



8:22 AM

Person detected on Hallway Camera.



3.10.3 Key Talking Points

- searchable activity history
 - operational accountability
 - simplified investigations
 - centralized awareness
-

3.10.4 Customer Value

- easier investigations
 - faster awareness
 - improved accountability
 - operational visibility
-

3.11 Notifications & Operational Awareness

3.11.1 Presenter Talk Track

“Customers can receive notifications for important security activity even when they are not actively logged into Virtual Keypad.”

3.11.2 Demo Steps

1. Open notification settings.
2. Review available security event categories.
3. Demonstrate configurable notifications.
4. Explain available notification methods if configured.



ADMIN

D

SWITCH SYSTEM ▾
FINANCIAL W/
ALARMVISION
DMP Demo Customer

PANIC
VIDEO
EVENTS
DOORS
DOORBELLS
SCHEDULES
ACTIONS
OUTPUTS
USERS
PROFILES
BADGES
REPORTS
NOTIFICATIONS
SETTINGS

NOTIFICATIONS +

After Hours Car Coming in

Afterhours Denied

Cars entering Warehouse

Derric Roof - Access

Door Prop

Fire

Jeff's Panic

Late to Close

Lockdown - Cleared

Panic Notification

lockdown



ADMIN

D

SWITCH SYSTEM ▾
FINANCIAL W/
ALARMVISION
DMP Demo Customer

PANIC
VIDEO
EVENTS
DOORS
DOORBELLS
SCHEDULES
ACTIONS
OUTPUTS
USERS
PROFILES
BADGES
REPORTS
NOTIFICATIONS
SETTINGS

NOTIFICATIONS +

×

SUCCESS

DELETE

After Hours Car Coming in

Category
Sensor Activity

Event
All Other Zones

Zones
TRUCK OH DOOR 1 + ADD

Schedule
Weekends

Start Time
10 00 PM

End Time
4 59 AM

Recipients

DOUG RIEMAN

Push Text Email

JOE SMITH

Push Text Email

JOHN SONG

Push Text Email

3.11.3 Examples

- alarms
 - arming activity
 - disarming activity
 - troubles
 - bypass events
 - opening and closing activity
-

3.11.4 Customer Value

- remote awareness
 - operational visibility
 - informed response
 - faster communication
-

3.12 Integrated Security Workflows

3.12.1 Presenter Talk Track

“One of the biggest differentiators of Virtual Keypad is that security management operates as part of a connected operational platform.

Security workflows can integrate directly with:

- video
 - access control
 - automation
 - notifications
 - operational response workflows”
-

3.12.2 Security + Video

- alarm verification
 - event-linked video
 - visual awareness
 - informed response
-

3.12.3 Security + Access Control

- restricted area protection
 - lockdown workflows
 - credential activity awareness
 - secured operational environments
-

3.12.4 Security + Automation

- lighting response
 - deterrence workflows
 - scheduled security operations
 - automated environmental actions
-

3.12.5 Security + Notifications

- actionable alerts
 - escalation workflows
 - remote operational awareness
-

3.13 Key Security Management Themes

The following themes should be consistently reinforced throughout this section and throughout customer conversations:

3.13.1 Operational Awareness

Customers maintain visibility into important system activity and environmental conditions.

3.13.2 Unified Security

Security workflows integrate with access control, video, automation, and notifications.

3.13.3 Simplified Management

Customers can manage complex environments from a single platform.

3.13.4 Informed Response

Customers gain operational context before responding to events.

3.13.5 Flexible Deployment

The platform supports:

- single-site systems
 - enterprise operations
 - high-security environments
 - distributed organizations
 - multi-site deployments
-

3.14 Important Competitive Positioning Guidance

3.14.1 Position As

- unified security management
 - operational awareness
 - connected workflows
 - simplified alarm handling
 - enhanced verification
 - remote operational control
-

3.14.2 Avoid Positioning As

- autonomous security replacement
 - AI-driven security platform
 - guaranteed false dispatch elimination
 - military-grade autonomous response platform
-

3.15 Key Message

Virtual Keypad transforms security management into a connected operational workflow that combines awareness, visibility, notifications, verification, and response from a single unified platform.

4 Access Control

This section demonstrates how Virtual Keypad allows customers to remotely manage doors, users, credentials, and access activity from a unified platform.

The goal is not simply to unlock doors.

The goal is to provide customers with operational control, visibility, and awareness over who can access their environment, when they can access it, and how access activity connects to broader security workflows.

4.1 Presenter Talk Track

“Access control inside Virtual Keypad allows customers to remotely manage and monitor their environment from virtually anywhere.

Authorized users can:

- lock and unlock doors
- manage users and credentials
- review access activity
- respond to events
- and oversee multiple locations

from a single application.

The value is not simply remote door control.

The value is creating a connected operational workflow that combines access management, security awareness, video verification, notifications, and user management into one unified platform.”

4.2 Demo Flow

4.2.1 Demo Steps

1. Open Doors.
2. Review current door status.
3. Lock and unlock a door.
4. Demonstrate temporary unlock or access grant if available.
5. Review access-related events.
6. Open Users or Credentials.
7. Review user permissions or profiles.

8. Demonstrate integrated workflows with video or notifications if configured.
-

4.3 Core Access Control Experience

This section introduces the foundational access control workflows available in Virtual Keypad.

The progression should move through:

- door management
- operational awareness
- user management
- credential management
- access visibility
- event review
- integrated workflows

before expanding into enterprise management and multi-site operations.

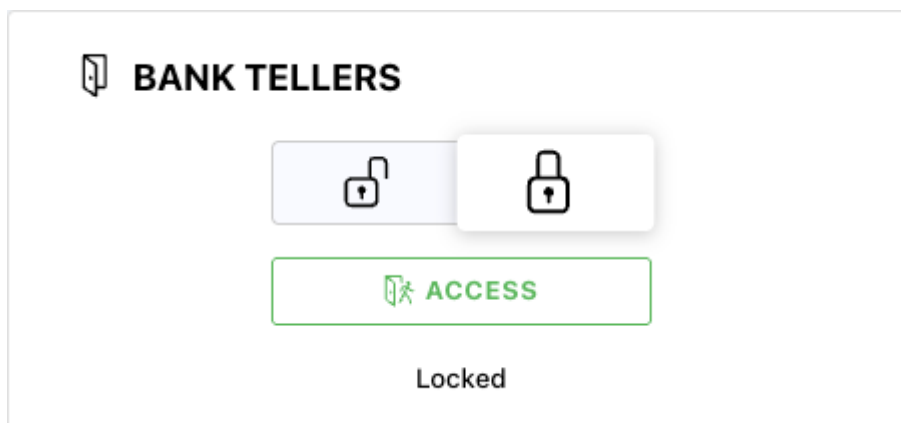
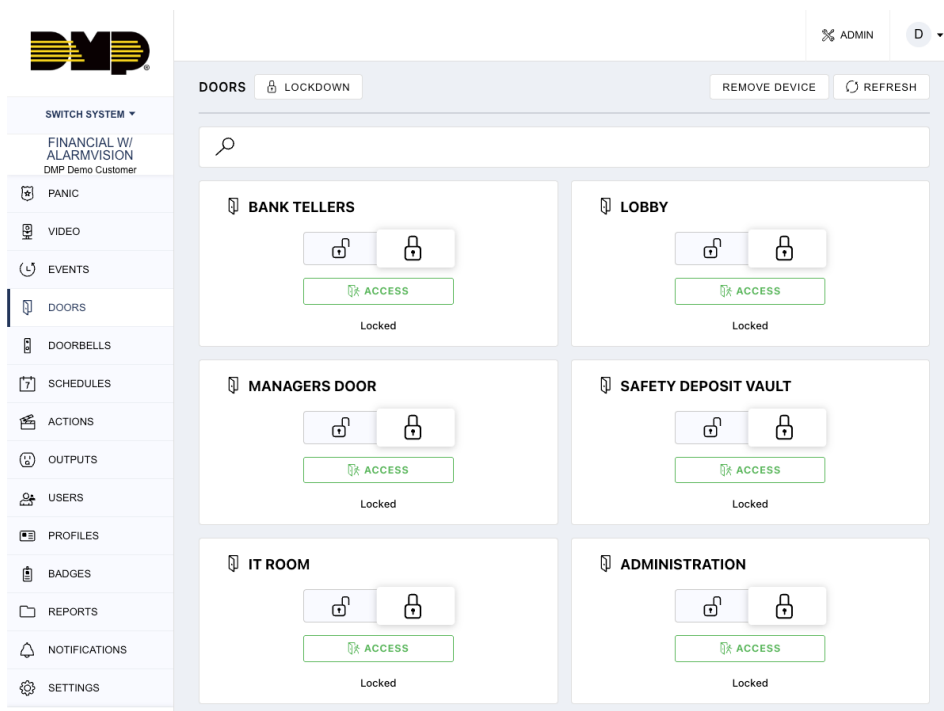
4.4 Door Management

4.4.1 Presenter Talk Track

“Virtual Keypad allows authorized users to remotely manage doors and quickly respond to operational needs without being physically onsite.”

4.4.2 Demo Steps

1. Open Doors.
2. Review door status.
3. Lock a door.
4. Unlock a door.
5. Demonstrate temporary access if available.



4.4.3 Customer Use Cases

- employee entrances
- delivery doors
- after-hours access
- remote visitor management
- multi-site operations

4.4.4 Customer Value

- remote operational control
 - simplified workflows
 - faster response
 - improved security awareness
-

4.5 Access Activity & Events

4.5.1 Presenter Talk Track

“Customers can quickly review access-related activity and understand who entered, when access occurred, and whether events were granted or denied.”

4.5.2 Demo Steps

1. Open Events.
2. Filter access-related activity.
3. Review granted access events.
4. Review denied access events.
5. Open associated workflows if configured.



SWITCH SYSTEM ▾

FINANCIAL W/ ALARMVISION
DMP Demo Customer

- PANIC
- VIDEO
- EVENTS**
- DOORS
- DOORBELLS
- SCHEDULES
- ACTIONS
- OUTPUTS
- USERS
- PROFILES
- BADGES
- REPORTS
- NOTIFICATIONS
- SETTINGS

ADMIN D ▾

EVENTS

REFRESH

DATE ▾

EVENT ▾

CAMERA ▾

DETECTED ▾

DOOR ▾

ALL FILTERS

JUN 03

WEDNESDAY, JUNE 03, 2026

8:49 AM	Person detected on Hallway Camera.	
8:48 AM	Person detected on Hallway Camera.	
8:48 AM	Person detected on Front Lobby	
8:48 AM	Person detected on Conference Room Lobby.	
8:44 AM	Person detected on Hallway Camera.	
8:44 AM	Person detected on Hallway Camera.	
8:43 AM	Person detected on Hallway Camera.	
8:41 AM	Person detected on Conference Room Lobby.	
8:41 AM	Person detected on Hallway Camera.	
8:40 AM	Person detected on Conference Room Lobby.	
8:40 AM	Person detected on Hallway Camera.	
8:38 AM	Person detected on Hallway Camera.	
8:38 AM	Person detected on Hallway Camera.	



SWITCH SYSTEM ▾

FINANCIAL W/ ALARMVISION
DMP Demo Customer

- PANIC
- VIDEO
- EVENTS**
- DOORS
- DOORBELLS
- SCHEDULES
- ACTIONS
- OUTPUTS
- USERS
- PROFILES
- BADGES
- REPORTS
- NOTIFICATIONS
- SETTINGS

ADMIN D ▾

EVENTS

REFRESH

DATE ▾

EVENT ▾

CAMERA ▾

DETECTED ▾

DOOR ▾

ALL FILTERS

JUN 03

☐ Arm
☐ Disarm
☒ Access Granted
☒ Access Denied
☐ Trouble
☐ Bypass
☐ Door Propped
☐ Door Forced
☐ Alarm

JUNE 03, 2026

	ANK TELLERS Accessed remotely by caleb kelley	
	ANK TELLERS Accessed remotely by caleb kelley	

JUN 02, 2026

	ANK TELLERS Accessed remotely by caleb kelley	
	ANK TELLERS Accessed remotely by ETHAN HICKOX	

MONDAY, JUNE 01, 2026

12:08 PM	LOBBY Accessed remotely by REID LARKIN	
9:12 AM	BANK TELLERS Accessed remotely by CHRIS HUMMEL	

FRIDAY, MAY 29, 2026

10:24 AM	LOBBY Accessed remotely by JOSHUA WALDRAM	
10:22 AM	LOBBY BATHROOMS Accessed remotely by JOSHUA WALDRAM	

4.5.3 Key Talking Points

- operational accountability
 - event awareness
 - simplified investigations
 - centralized visibility
-

4.5.4 Customer Value

- faster investigations
 - improved awareness
 - easier operational oversight
-

4.6 User & Credential Management

4.6.1 Presenter Talk Track

“Virtual Keypad allows authorized administrators to manage users, credentials, and permissions remotely.”

4.6.2 Demo Steps

1. Open Users.
2. Review existing users.
3. Show credentials or access permissions.
4. Demonstrate adding or editing a user if appropriate.
5. Review profiles or groups if configured.



SWITCH SYSTEM ▾
FINANCIAL W/
ALARMVISION
DMP Demo Customer

- PANIC
- VIDEO
- EVENTS
- DOORS
- DOORBELLS
- SCHEDULES
- ACTIONS
- OUTPUTS
- USERS**
- PROFILES
- BADGES
- REPORTS
- NOTIFICATIONS
- SETTINGS

ADMIN D ▾

USERS +

SHOW USER CODES REFRESH CSV IMPORT

	A L	>
	AC repair 	>
	ALBERT FARAONE	>
	ALBERT FARONE 	>
	Badge Print 	>
	BARRETT 	>
	Bob Spencer 	>
	Brad Tucker 	>
	BRAD TUCKER 	>
	BRIAN ARENOFSKY  	>
	Brian Butterfield   	>
	Brian Wiggins 	>
	Brock Lee  	>
	caleb kelley 	>



SWITCH SYSTEM ▾
FINANCIAL W/
ALARMVISION
DMP Demo Customer

- PANIC
- VIDEO
- EVENTS
- DOORS
- DOORBELLS
- SCHEDULES
- ACTIONS
- OUTPUTS
- USERS**
- PROFILES
- BADGES
- REPORTS
- NOTIFICATIONS
- SETTINGS

ADMIN D ▾

USERS +

SHOW USER CODES REFRESH CSV IMPORT

×

SAVE

Personal Information

First Name*

Middle Name

Last Name

Email

Phone Number

Company

Department Title

Department ID

User Title

User ID



Choose Photo

User Codes

☐ Temporary

Type*

Code

☒ Use first available number

Code*

INACTIVE

ACTIVE

Remove

User Codes

☐ Temporary

Type*

Code

Code

Credential

Mobile Bluetooth

Digital Key

Remove

4.6.3 Customer Use Cases

- employee onboarding
 - role changes
 - temporary workers
 - contractors
 - employee offboarding
-

4.6.4 Customer Value

- simplified user management
 - operational flexibility
 - centralized administration
 - improved consistency
-

4.7 Lockdown & Emergency Response

4.7.1 Presenter Talk Track

“For organizations with higher security requirements, Virtual Keypad supports rapid response workflows such as lockdown and controlled access management.”

4.7.2 Demo Steps

1. Review lockdown functionality if configured.
 2. Explain operational workflows.
 3. Discuss emergency response scenarios.
 4. Explain authorized usage.
-

4.7.3 Customer Use Cases

- schools
- offices

- churches
 - retail
 - government facilities
-

4.7.4 Customer Value

- faster response
 - improved safety workflows
 - centralized operational control
-

4.8 Integrated Security Workflows

4.8.1 Presenter Talk Track

“One of the biggest differentiators of Virtual Keypad is that access control operates as part of a broader connected security environment.”

4.8.2 Access + Video

- verify door activity
 - review associated video
 - remote visitor management
 - visual verification workflows
-

4.8.3 Access + Intrusion

- secured area management
 - restricted area protection
 - alarm-linked access activity
 - operational awareness
-

4.8.4 Access + Notifications

- granted and denied access alerts
- door held open notifications

- operational escalation workflows
-

4.8.5 Access + Automation

- scheduled locking workflows
 - automated operational actions
 - integrated building response
-

4.9 Key Themes

4.9.1 Operational Control

Customers maintain visibility and control over their environment.

4.9.2 Unified Security

Access workflows integrate with intrusion, video, notifications, and automation.

4.9.3 Simplified Management

Doors, users, and credentials can be managed from a single platform.

4.9.4 Operational Awareness

Customers can quickly understand who accessed the environment and when.

4.9.5 Scalable Experience

The platform supports:

- single-site systems
 - enterprise deployments
 - high-security facilities
 - multi-site organizations
-

4.10 Important Competitive Positioning Guidance

4.10.1 Position As

- unified access management
 - operational awareness
 - integrated workflows
 - simplified administration
 - remote operational control
-

4.10.2 Avoid Positioning As

- enterprise identity management replacement
 - autonomous building control platform
 - advanced biometric identity platform
 - enterprise HR system replacement
-

4.11 Key Message

Virtual Keypad transforms access control into a connected operational workflow that combines visibility, user management, event awareness, and integrated security response from a single unified platform.

5 Automation

This section demonstrates how Virtual Keypad allows customers to automate operational workflows, simplify routine tasks, and create connected responses across intrusion, access control, video, lighting, outputs, and environmental controls.

The goal is not simply to automate devices.

The goal is to help customers create smarter, more consistent operational workflows that improve efficiency, awareness, convenience, and security response across their environment.

Automation inside Virtual Keypad helps transform security systems from reactive tools into connected operational platforms.

5.1 Automation Overview

Automation inside Virtual Keypad focuses on:

- operational efficiency
- workflow consistency
- connected system response
- environmental control
- scheduled operations
- event-driven actions
- simplified daily management

Rather than requiring users to manually perform repetitive tasks, Virtual Keypad allows systems to automatically respond to schedules, events, alarms, access activity, and operational conditions.

5.2 Presenter Talk Track

“Automation inside Virtual Keypad allows customers to create connected workflows that simplify everyday operations and improve overall security management.

Customers can:

- automate routine tasks
- create scheduled actions
- trigger operational responses
- activate multiple devices together
- and build connected workflows across intrusion, access control, video, and environmental controls

from a single platform.

The value is not simply convenience.

The value is operational consistency and connected system response.”

5.3 Core Automation Experience

This section introduces the foundational automation workflows available in Virtual Keypad.

The progression should move through:

- favorites
- scheduled workflows
- event-driven actions
- environmental control
- operational automation
- connected security response

before expanding into integrated workflows across the broader security environment.

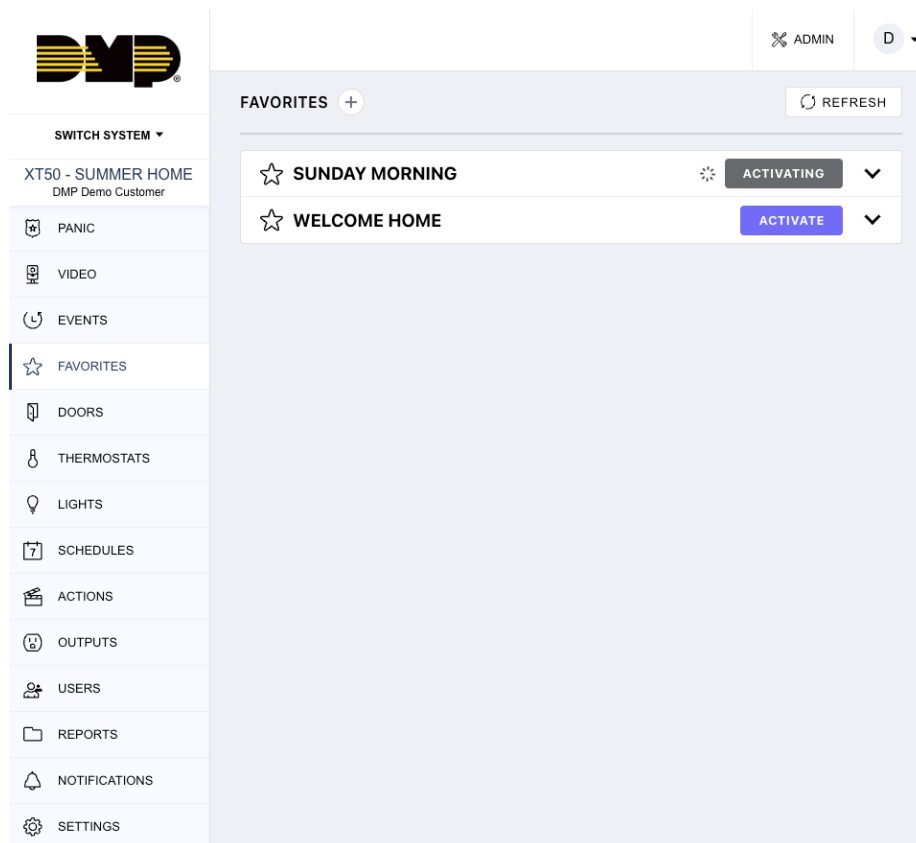
5.4 Favorites

5.4.1 Presenter Talk Track

“Favorites allow customers to combine multiple actions into a single operational workflow.”

5.4.2 Demo Steps

1. Open Favorites.
2. Review existing favorites.
3. Activate a favorite.
4. Show included devices or actions.
5. Explain how favorites simplify operations.



5.4.3 Customer Use Cases

- opening procedures
- closing procedures
- after-hours security
- lighting control
- environmental adjustments

5.4.4 Examples

- lock doors
- arm areas
- adjust thermostats
- activate lighting
- control outputs

- enable deterrence workflows
-

5.4.5 Customer Value

- simplified operations
 - reduced manual tasks
 - consistent workflows
 - operational convenience
-

5.4.6 Key Talking Points

- one-touch workflows
 - connected operational actions
 - simplified daily management
 - operational efficiency
-

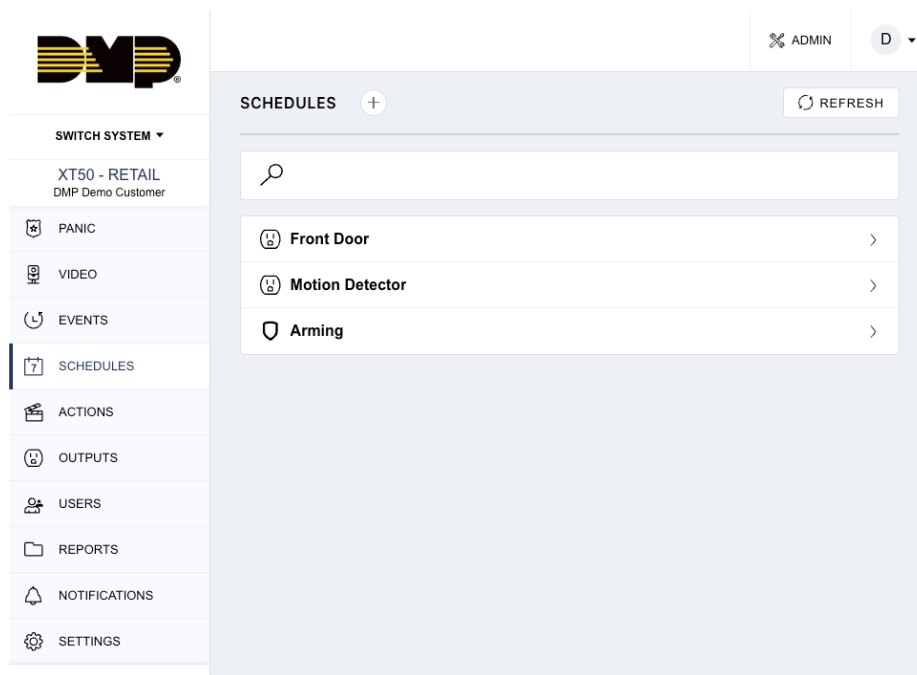
5.5 Scheduled Automation

5.5.1 Presenter Talk Track

“Schedules allow customers to automate recurring operational tasks without requiring manual interaction.”

5.5.2 Demo Steps

1. Open Schedules.
2. Review existing schedules.
3. Show scheduled arming or disarming.
4. Show scheduled door actions if configured.
5. Review automation scheduling workflows.



5.5.3 Customer Use Cases

- automatic locking schedules
- opening and closing routines
- after-hours lighting
- perimeter security activation
- energy management workflows

5.5.4 Customer Value

- operational consistency
- reduced manual oversight
- improved efficiency
- simplified management

5.5.5 Key Talking Points

- automated operational workflows
- consistent daily operations
- reduced human error

- simplified scheduling
-

5.6 Actions & Event-Driven Workflows

5.6.1 Presenter Talk Track

“One of the biggest advantages of Virtual Keypad automation is the ability to create event-driven operational responses.”

5.6.2 Demo Steps

1. Open Actions.
 2. Review System Actions.
 3. Review Custom Actions if configured.
 4. Demonstrate event-triggered workflows.
 5. Explain connected operational responses.
-

5.6.3 Examples

- when system arms, activate lighting
 - when access is denied, trigger recording
 - when alarm occurs, activate deterrence
 - when door unlocks, activate environmental controls
-

5.6.4 Customer Value

- connected system response
 - improved operational awareness
 - proactive workflows
 - reduced manual intervention
-

5.6.5 Key Talking Points

- event-driven automation
- operational response

- connected workflows
- integrated security operations

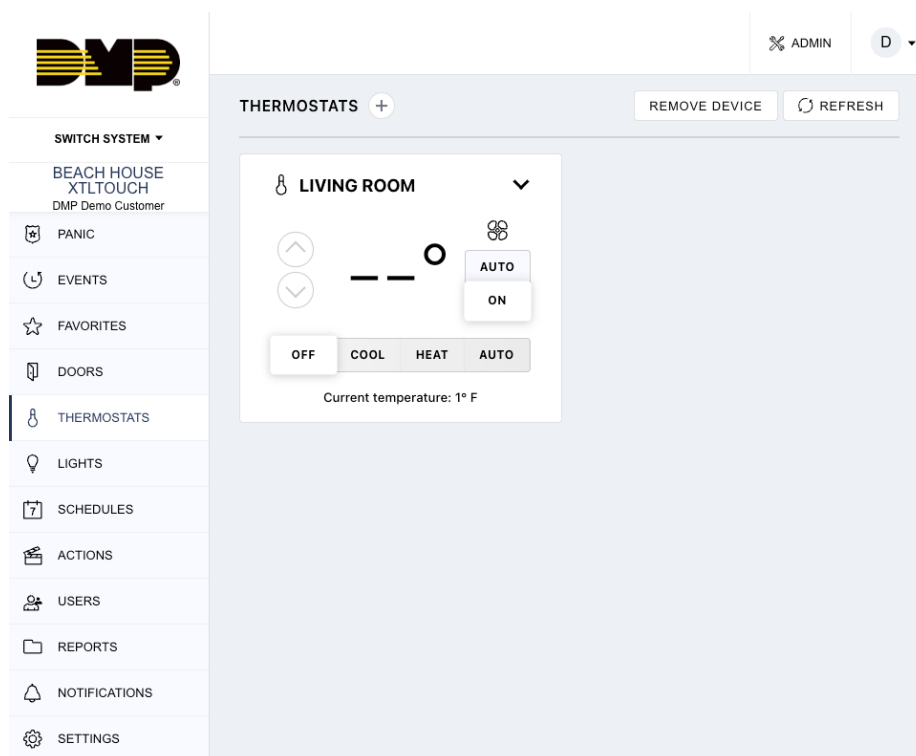
5.7 Environmental & Building Control

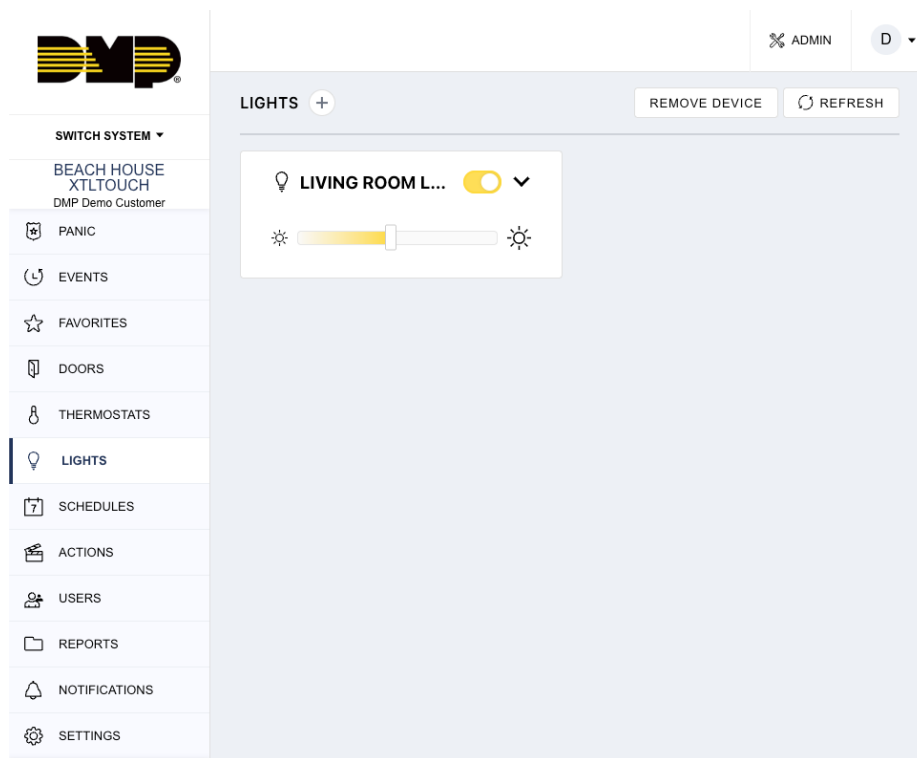
5.7.1 Presenter Talk Track

“Automation inside Virtual Keypad can also extend beyond security into broader operational and environmental management workflows.”

5.7.2 Demo Steps

1. Review connected devices if configured.
2. Demonstrate lighting control.
3. Demonstrate thermostat control if available.
4. Review output activation.
5. Explain integrated operational workflows.





5.7.3 Customer Use Cases

- energy management
 - after-hours shutdown
 - perimeter lighting
 - operational efficiency
 - environmental automation
-

5.7.4 Customer Value

- simplified management
 - reduced operational overhead
 - connected building response
 - improved convenience
-

5.8 Automation + Security Workflows

5.8.1 Presenter Talk Track

“One of the biggest differentiators of Virtual Keypad automation is that operational workflows can integrate directly with the broader security environment.”

5.8.2 Automation + Intrusion

- automated arming workflows
 - alarm-triggered actions
 - deterrence activation
 - scheduled security operations
-

5.8.3 Automation + Access Control

- scheduled locking
 - unlock workflows
 - opening and closing procedures
 - occupancy-based automation
-

5.8.4 Automation + Video

- triggered recording
 - lighting activation
 - deterrence workflows
 - operational awareness
-

5.8.5 Automation + Notifications

- event-triggered alerts
 - escalation workflows
 - operational communication
-

5.9 Operational Automation Workflows

5.9.1 Presenter Talk Track

“For many customers, automation becomes part of their daily operational workflow rather than simply a convenience feature.”

5.9.2 Commercial Examples

- automatically arm perimeter after hours
 - activate parking lot lighting at closing
 - lock exterior doors during emergencies
 - activate deterrence during alarm events
 - automate opening and closing procedures
-

5.9.3 High-Security Examples

- restricted area lockdown workflows
 - layered alarm response
 - scheduled environmental protection
 - controlled operational transitions
-

5.10 Key Automation Themes

The following themes should be consistently reinforced throughout this section and throughout customer conversations:

5.10.1 Operational Efficiency

Automation reduces repetitive manual tasks and improves workflow consistency.

5.10.2 Connected Workflows

Automation integrates with intrusion, access control, video, and notifications.

5.10.3 Simplified Management

Customers can manage operational workflows from a single platform.

5.10.4 Operational Awareness

Systems can respond intelligently to environmental and operational events.

5.10.5 Flexible Deployment

Automation workflows can support:

- small businesses
 - enterprise organizations
 - high-security facilities
 - multi-site environments
-

5.11 Important Competitive Positioning Guidance

5.11.1 Position As

- operational automation
 - connected workflows
 - integrated response
 - simplified operations
 - intelligent event handling
-

5.11.2 Avoid Positioning As

- full smart building replacement
 - enterprise building management system
 - autonomous AI building control
 - industrial process automation platform
-

5.12 Key Message

Virtual Keypad transforms automation into a connected operational workflow that combines security, awareness, scheduling, environmental control, and event-driven response from a single unified platform.

6 Notifications & Reports

This section demonstrates how Virtual Keypad helps customers maintain operational awareness, receive meaningful event notifications, and access system activity reporting from a unified platform.

The goal is not simply to send alerts or generate reports.

The goal is to provide customers with actionable information, operational visibility, and connected event awareness that helps them make informed decisions and respond quickly to important activity.

Notifications and reporting inside Virtual Keypad help transform system activity into operational intelligence.

6.1 Notifications & Reporting Overview

Notifications and Reports inside Virtual Keypad focus on:

- operational awareness
- event visibility
- actionable alerts
- activity reporting
- operational accountability
- system transparency
- connected response workflows

Rather than requiring customers to constantly monitor their environment manually, Virtual Keypad helps ensure the right people receive the right information at the right time.

6.2 Presenter Talk Track

“Notifications and reporting inside Virtual Keypad help customers stay connected to their environment even when they are not actively logged into the platform.

Customers can:

- receive alerts for important activity
- review operational history
- generate reports
- investigate events
- monitor access activity
- and maintain visibility across multiple systems

from a single application.

The value is not simply receiving alerts.

The value is operational awareness and actionable information that helps customers respond quickly and make informed decisions.”

6.3 Core Notifications & Reporting Experience

This section introduces the foundational notification and reporting workflows available in Virtual Keypad.

The progression should move through:

- notifications
- event awareness
- operational alerts
- activity review
- reporting workflows
- investigations
- operational accountability

before expanding into integrated workflows across intrusion, access control, video, automation, and enterprise operations.

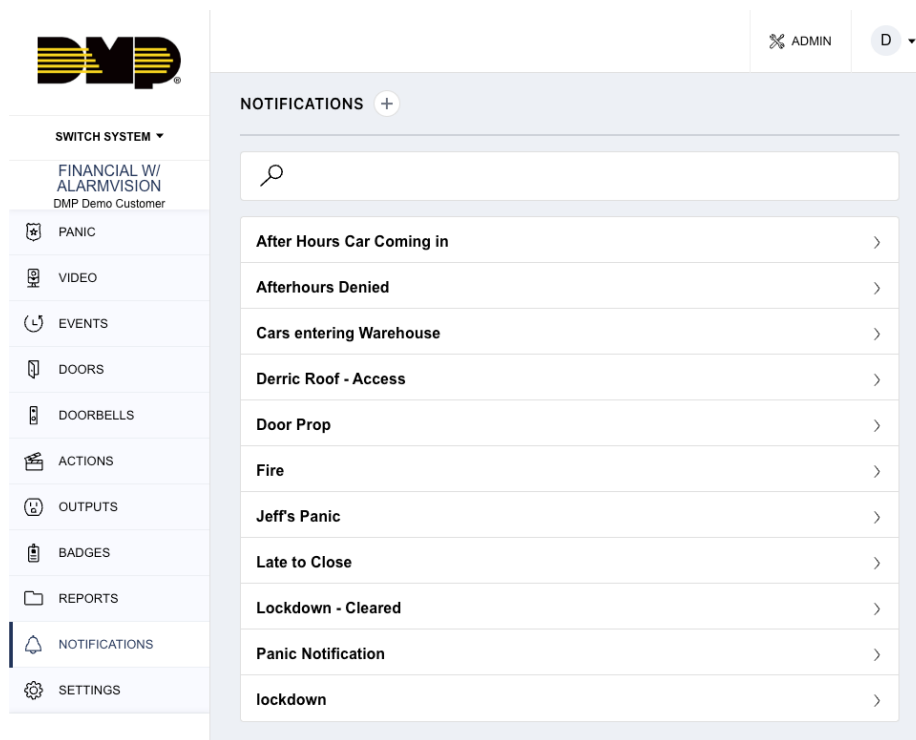
6.4 Notifications

6.4.1 Presenter Talk Track

“Virtual Keypad allows customers to receive notifications for important system activity even when they are away from the property or not actively logged into the system.”

6.4.2 Demo Steps

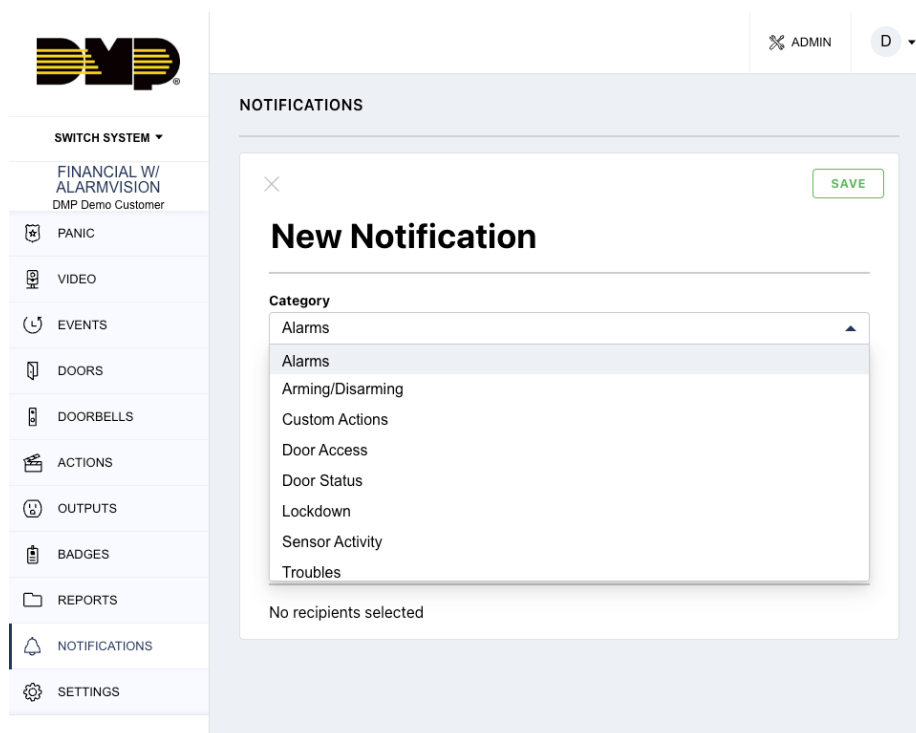
1. Open Notifications.
2. Review existing notification configurations.
3. Show available event categories.
4. Review notification recipients.
5. Explain available notification methods if configured.



The screenshot shows the DMP interface with the 'NOTIFICATIONS' section selected in the left sidebar. The main content area displays a list of notifications with a search bar at the top. The notifications listed are:

- After Hours Car Coming in
- Afterhours Denied
- Cars entering Warehouse
- Derric Roof - Access
- Door Prop
- Fire
- Jeff's Panic
- Late to Close
- Lockdown - Cleared
- Panic Notification
- lockdown

3 Notifications



The screenshot shows the 'New Notification' form in the DMP interface. The 'Category' dropdown menu is open, displaying the following options:

- Alarms
- Arming/Disarming
- Custom Actions
- Door Access
- Door Status
- Lockdown
- Sensor Activity
- Troubles

Below the dropdown, it states 'No recipients selected'. A 'SAVE' button is visible in the top right corner of the form.

4 Notification Categories

The screenshot shows the DMP Demo Customer interface. On the left is a sidebar with the DMP logo and a menu including: SWITCH SYSTEM, FINANCIAL W/ ALARMVISION (DMP Demo Customer), PANIC, VIDEO, EVENTS, DOORS, DOORBELLS, ACTIONS, OUTPUTS, BADGES, REPORTS, NOTIFICATIONS (highlighted), and SETTINGS. The main area is titled 'NOTIFICATIONS' and contains a 'New Notification' form. The form has a 'Category' dropdown set to 'Alarms' and an 'Event' dropdown with a list of options: Alarm Cancelled, Alarm Verified, Ambush, Burglary, Emergency, Fire, and Panic. A 'SAVE' button is in the top right corner of the form.

5 Notification Event

The screenshot shows the 'Personnel' selection screen. At the top, there is a search bar with a magnifying glass icon, a 'Select All' checkbox, and a 'DONE' button with a checkmark. Below these are ten rows of personnel data, each with a checkbox, a name, and an edit icon (pencil in a circle). The names listed are: Adam Kindeer, Barrett Hillenburg, Brad Heckert, Brad Heckert, Carlos Romo, Craig Dever, David Patton, Dean DaDante, and Doug Doster.

6 Recipient Selection

6.4.3 Examples

- alarms
 - arming activity
 - disarming activity
 - access granted
 - access denied
 - doors held open
 - troubles
 - bypass activity
 - video events
 - automation activity
-

6.4.4 Customer Value

- operational awareness
 - remote visibility
 - faster response
 - improved communication
-

6.4.5 Key Talking Points

- actionable alerts
 - event awareness
 - operational visibility
 - connected workflows
-

6.5 Event Awareness & Escalation

6.5.1 Presenter Talk Track

“One of the advantages of Virtual Keypad is that notifications can become part of broader operational response workflows.”

6.5.2 Demo Steps

1. Review event-triggered notifications.
2. Explain escalation workflows if configured.
3. Demonstrate notification-driven response workflows.
4. Discuss operational communication scenarios.

The screenshot shows the DMP Demo Customer interface. On the left is a sidebar with a menu: SWITCH SYSTEM, FINANCIAL W/ ALARMVISION (DMP Demo Customer), PANIC, VIDEO, EVENTS, DOORS, DOORBELLS, ACTIONS, OUTPUTS, BADGES, REPORTS, NOTIFICATIONS (highlighted), and SETTINGS. The main area displays the 'NOTIFICATIONS' configuration for 'Afterhours Denied'. At the top right of the main area are 'ADMIN' and 'D' buttons. The configuration form includes:

- Category:** Door Access (dropdown)
- Event:** Inactive Code (dropdown)
- Schedule:** Weekends (dropdown)
- Start Time:** 12:00 AM (time picker)
- End Time:** 11:59 PM (time picker)
- Recipients:** A list with 'JIM DIRKES' (with a red circle icon). Below the name are checkboxes for 'Push' (checked), 'Text' (checked), and 'Email' (unchecked).

 At the top right of the configuration form are 'SAVE' and 'DELETE' buttons.

6.5.3 Customer Use Cases

- after-hours alarms
- unauthorized access attempts
- operational exceptions
- emergency notifications
- security escalation workflows

6.5.4 Customer Value

- informed decision making
- faster operational response

- improved awareness
 - simplified communication
-

6.6 Reports

6.6.1 Presenter Talk Track

“Reports allow customers to transform system activity into useful operational information.”

6.6.2 Demo Steps

1. Open Reports.
2. Review Quick Reports.
3. Review Custom Reports if configured.
4. Demonstrate report filtering.
5. Review export or scheduling options if available.



ADMIN
D

Custom Reports
Quick Reports

SWITCH SYSTEM ▼

FINANCIAL W/ ALARMVISION
DMP Demo Customer

PANIC
VIDEO
EVENTS
DOORS
DOORBELLS
ACTIONS
OUTPUTS
BADGES
REPORTS
NOTIFICATIONS
SETTINGS

Report
Today's System Events

Search 46 results...

Date/Time ▼	System Name	Message	Name	Number	Area Name	Zone Name
06/03/2026 9:30 AM	Financial w/ AlarmVision	Burglary Alarm	-	-	-	SIDE DOOR
06/03/2026 9:21 AM	Financial w/ AlarmVision	Door Locked	-	-	-	-
06/03/2026 9:21 AM	Financial w/ AlarmVision	Early to Close	ROBERT CEOLIN	44	IT ROOM	-
06/03/2026 9:21 AM	Financial w/ AlarmVision	Early to Close	ROBERT CEOLIN	44	MANAGERS OFFICES	-
06/03/2026 9:21 AM	Financial w/ AlarmVision	Early to Close	ROBERT CEOLIN	44	BANK TELLERS	-
06/03/2026 9:21 AM	Financial w/ AlarmVision	Early to Close	ROBERT CEOLIN	44	VAULT	-
06/03/2026 9:21 AM	Financial w/ AlarmVision	Early to Close	ROBERT CEOLIN	44	SAFETY DEPOSIT VAULT	-
06/03/2026 9:21 AM	Financial w/ AlarmVision	Early to Close	ROBERT CEOLIN	44	CONFERENCE ROOM	-
06/03/2026 9:21 AM	Financial w/ AlarmVision	Some Areas Armed	ROBERT CEOLIN	44	IT ROOM	-
06/03/2026 9:21 AM	Financial w/ AlarmVision	Door Unlocked	-	-	-	-
06/03/2026 9:21 AM	Financial w/ AlarmVision	Some Areas Disarmed	ROBERT CEOLIN	44	IT ROOM	-
06/03/2026 9:14 AM	Financial w/ AlarmVision	Door Unlocked	-	-	-	-

Export: CSV | PDF | XLSX
Results Per Page 25 | 50

7 Quick Report

The screenshot shows the DMP Demo Customer interface. On the left is a sidebar with the DMP logo and a list of system components: PANIC, VIDEO, EVENTS, DOORS, DOORBELLS, ACTIONS, OUTPUTS, BADGES, REPORTS (highlighted), NOTIFICATIONS, and SETTINGS. The main area has tabs for 'Custom Reports' and 'Quick Reports'. The 'New Report' form is displayed, featuring a date selector set to 'Today', a 'Systems' section with a dropdown showing 'Financial w/ AlarmVision' and an '+ ADD' button, a 'Category' dropdown set to 'All Events', and a large blue 'RUN >' button. At the top right of the form are 'BACK', 'SAVE', 'SCHEDULE', and 'CLOSE' buttons.

8 Custom Report

6.6.3 Report Examples

- alarm history
- access activity
- user activity
- arming and disarming history
- door activity
- event summaries
- operational audits

6.6.4 Customer Value

- operational accountability
- simplified investigations
- compliance support
- centralized visibility

6.6.5 Key Talking Points

- searchable system activity
 - operational transparency
 - investigation support
 - activity reporting
-

6.7 Investigations & Operational Review

6.7.1 Presenter Talk Track

“Virtual Keypad helps customers quickly review operational activity and investigate important events from a centralized platform.”

6.7.2 Demo Steps

1. Open Events or Reports.
 2. Filter by event type.
 3. Review specific operational activity.
 4. Demonstrate event investigation workflows.
 5. Open related workflows if configured.
-

6.7.3 Customer Use Cases

- reviewing access activity
 - alarm investigations
 - employee accountability
 - operational audits
 - incident review
-

6.7.4 Customer Value

- faster investigations
- improved visibility
- operational accountability

- simplified reporting
-

6.8 Notifications + Security Workflows

6.8.1 Presenter Talk Track

“One of the biggest differentiators of Virtual Keypad is that notifications and reporting operate as part of a connected operational platform.”

6.8.2 Notifications + Intrusion

- alarm alerts
 - area activity notifications
 - operational escalation
 - alarm awareness
-

6.8.3 Notifications + Access Control

- access granted notifications
 - denied access alerts
 - door held open activity
 - credential awareness
-

6.8.4 Notifications + Video

- analytic alerts
 - event-linked clips
 - operational verification
 - video awareness
-

6.8.5 Notifications + Automation

- event-triggered alerts
- automated operational communication
- escalation workflows

6.9 Reporting + Enterprise Operations

6.9.1 Presenter Talk Track

“For enterprise and multi-site customers, reporting becomes an important operational management tool.”

6.9.2 Commercial Examples

- opening and closing audits
 - access activity review
 - operational compliance
 - employee accountability
-

6.9.3 Enterprise Examples

- centralized reporting
 - multi-site visibility
 - operational standardization
 - distributed activity review
-

6.9.4 High-Security Examples

- restricted area audits
 - credential investigations
 - alarm activity analysis
 - operational oversight
-

6.10 Key Notifications & Reporting Themes

The following themes should be consistently reinforced throughout this section and throughout customer conversations:

6.10.1 Operational Awareness

Customers remain informed about important system activity and operational events.

6.10.2 Actionable Information

Notifications and reports provide meaningful event visibility rather than overwhelming users with unnecessary information.

6.10.3 Operational Accountability

Customers can review and understand who performed actions and when activity occurred.

6.10.4 Simplified Investigations

Customers can quickly locate and review important operational activity.

6.10.5 Unified Workflows

Notifications and reporting integrate with intrusion, access control, video, and automation workflows.

6.11 Important Competitive Positioning Guidance

6.11.1 Position As

- operational awareness
 - actionable notifications
 - centralized reporting
 - simplified investigations
 - operational accountability
 - connected workflows
-

6.11.2 Avoid Positioning As

- enterprise SIEM replacement
 - advanced business intelligence platform
 - enterprise analytics engine
 - autonomous operational monitoring platform
-

6.12 Key Message

Virtual Keypad transforms notifications and reporting into connected operational workflows that provide awareness, visibility, accountability, and actionable information from a single unified platform.

7 Video

The Video section demonstrates how Virtual Keypad delivers an integrated video experience that combines live visibility, event awareness, alarm verification, access control interaction, automation, and operational response inside a single platform.

The goal is not simply to demonstrate cameras.

The goal is to demonstrate how video becomes part of a unified security and operational workflow.

7.1 Core Video Experience

This section introduces the foundational video experience available in Virtual Keypad.

The progression intentionally starts simple:

- live video
- clips
- notifications
- interaction workflows

before introducing analytics, AlarmVision, and advanced video management.

7.2 VUE Video Doorbell

The VUE Video Doorbell demonstrates how video becomes an interactive part of the customer's daily workflow.

This is not just a camera.

It combines:

- live visibility
- communication
- security control
- access interaction
- automation
- remote convenience

inside a single experience.

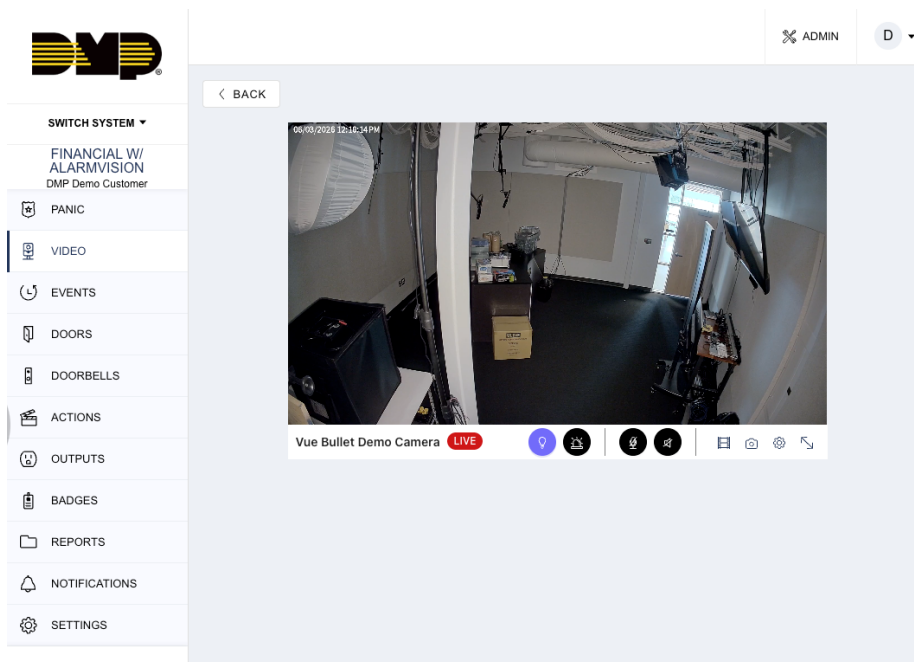
7.2.1 Viewing Live Video

7.2.1.1 Presenter Talk Track

“The VUE Video Doorbell gives customers immediate visibility into who is at their door from anywhere using Virtual Keypad.”

7.2.1.2 Demo Steps

1. Open Video
2. Select the VUE Video Doorbell
3. Open live view
4. Show full-screen view if available
5. Discuss remote awareness workflows



7.2.1.3 Customer Value

- Remote awareness
- Visitor visibility
- Delivery monitoring
- Operational convenience

7.2.1.4 Dealer Positioning Guidance

Position this for:

- residential customers
 - small businesses
 - retail back doors
 - delivery entrances
 - unattended receiving areas
-

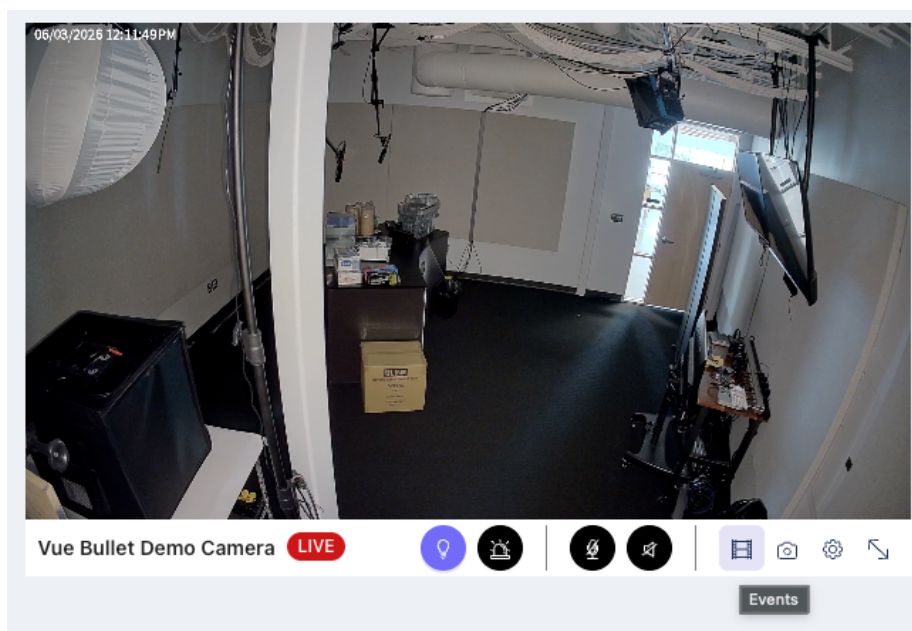
7.2.2 Events & Clips

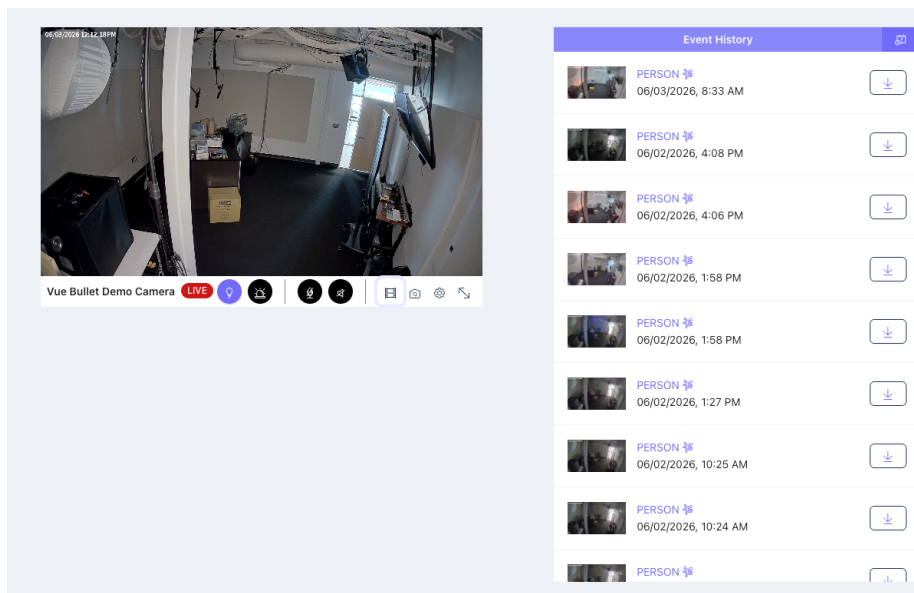
7.2.2.1 Presenter Talk Track

“Customers can quickly review doorbell activity without needing to search through hours of footage.”

7.2.2.2 Demo Steps

1. Open Events
2. Review recorded clips
3. Show recent detections
4. Open clip playback





7.2.2.3 Key Talking Points

- Faster event review
- Simplified investigations
- Immediate operational awareness

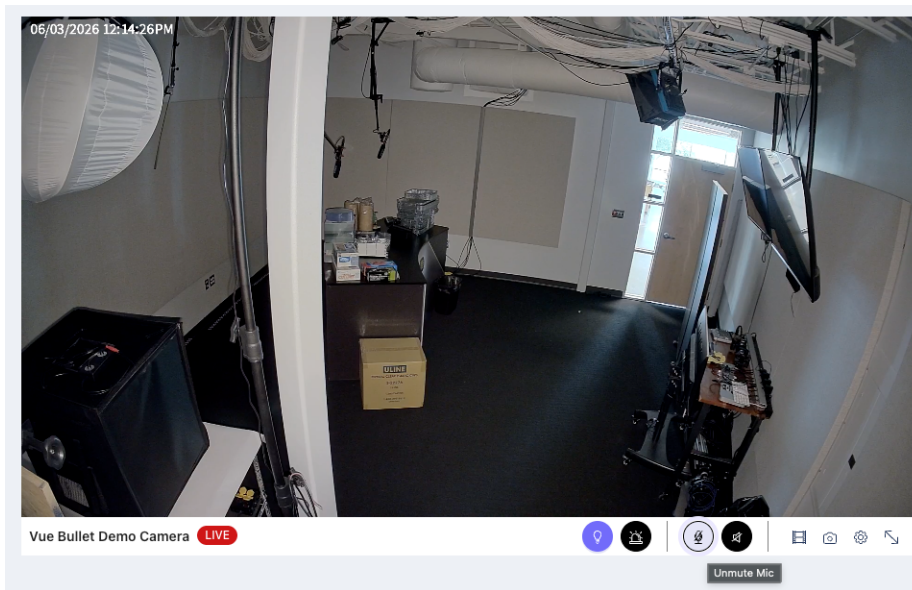
7.2.3 Two-Way Audio

7.2.3.1 Presenter Talk Track

“Customers can interact directly with visitors from Virtual Keypad without needing to be onsite.”

7.2.3.2 Demo Steps

1. Open live view
2. Enable microphone
3. Demonstrate two-way communication



9 Enable Microphone

7.2.3.3 Customer Value

- Remote communication
- Delivery interaction
- Visitor management
- Convenience

7.2.4 Arm/Disarm from Live View

7.2.4.1 Presenter Talk Track

“One of the biggest differentiators is that the video experience is integrated directly into the security system.”

7.2.4.2 Demo Steps

1. Open live video
2. Show arm/disarm controls
3. Arm or disarm the system from live view

7.2.4.3 Customer Conversation

“I see someone outside. I want to confirm my system is armed without leaving the video screen.”

7.2.4.4 DMP Positioning Guidance

This demonstrates:

- unified security workflows
 - intrusion + video integration
 - operational convenience
-

7.2.5 Access Door from Live View

7.2.5.1 Presenter Talk Track

“Virtual Keypad combines access control and video into a single operational workflow.”

7.2.5.2 Demo Steps

1. Open live doorbell view
2. Show associated door icon
3. Momentarily unlock the door

7.2.5.3 Customer Use Cases

- delivery entrances
- unattended receiving doors
- employee entrances
- remote visitor management

7.2.5.4 Dealer Positioning Guidance

This is a strong commercial differentiator because customers can:

- see who is present
- verify activity
- grant access remotely

without changing applications.

7.2.6 Trigger Favorites from Live View

7.2.6.1 Presenter Talk Track

“Video can also become part of broader automation and convenience workflows.”

7.2.6.2 Demo Steps

1. Open live view
2. Trigger a favorite
3. Demonstrate connected automation

7.2.6.3 Examples

- turn on porch lights
 - activate perimeter lighting
 - unlock doors
 - activate automation scenes
-

7.2.7 Push Notifications

7.2.7.1 Presenter Talk Track

“Customers can decide which events matter most to them.”

7.2.7.2 Demo Steps

1. Open notification settings
2. Show configurable event types
3. Demonstrate notification categories

7.2.7.3 Key Talking Points

- rings
- package detection
- person detection
- vehicle detection

7.2.7.4 Customer Value

Relevant notifications without overwhelming users.

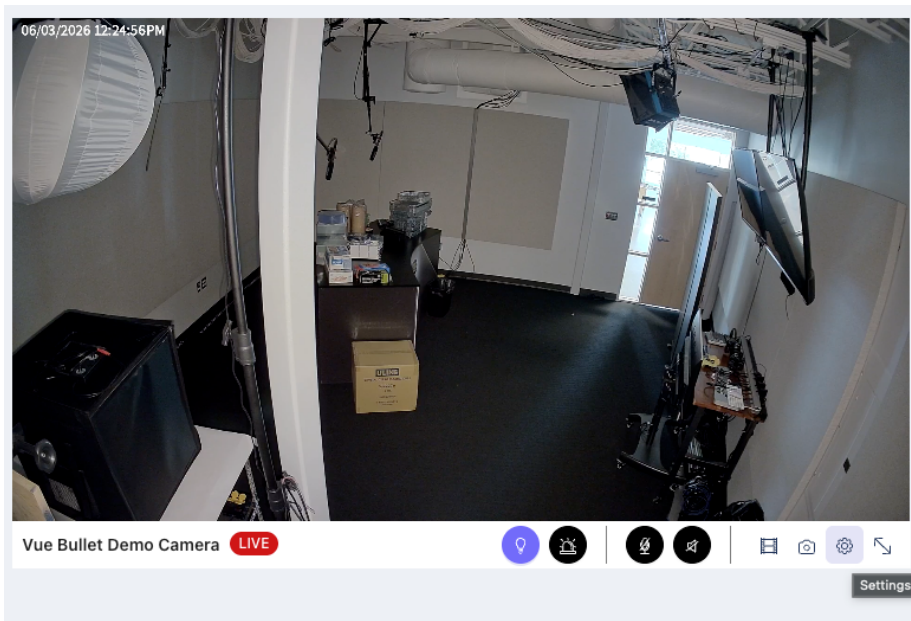
7.2.8 Settings & Detection Regions

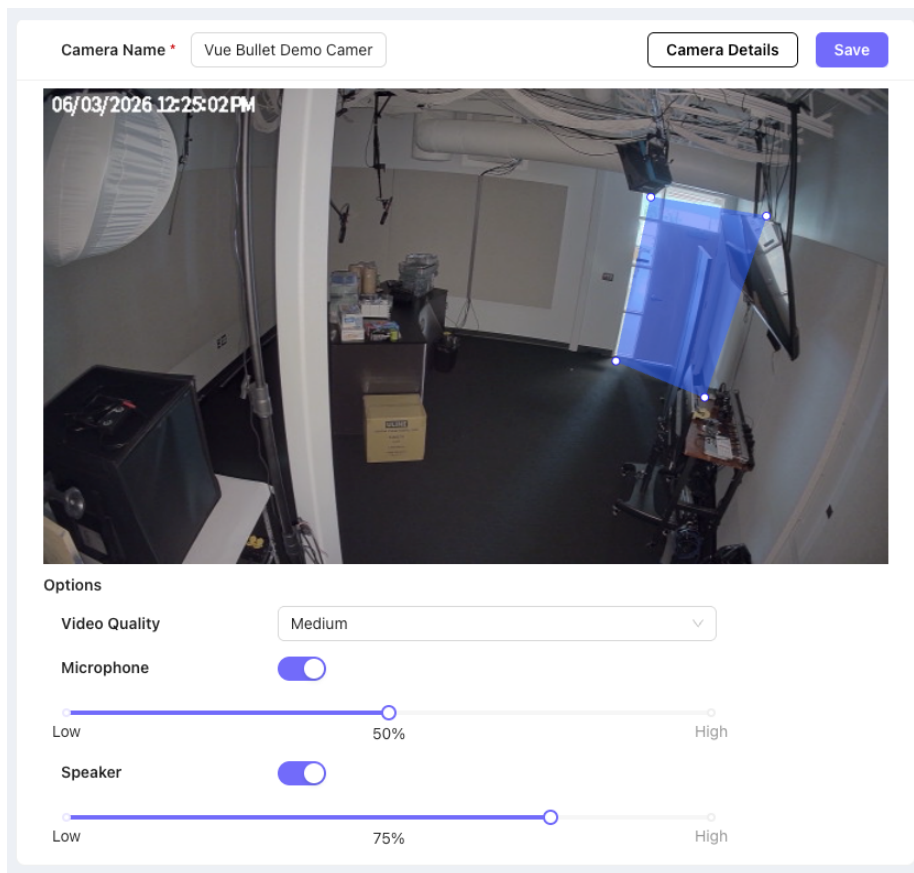
7.2.8.1 Presenter Talk Track

“Customers and dealers can customize how the doorbell behaves for the environment.”

7.2.8.2 Demo Steps

1. Open camera settings
2. Show detection regions
3. Adjust analytics area
4. Save changes





7.2.8.3 Dealer Positioning Guidance

Dealers can remotely assist customers using Dealer Admin for:

- analytics adjustments
- audio settings
- troubleshooting
- region optimization

7.3 VUE Cameras

VUE Cameras expand the video experience into everyday commercial deployments.

This section focuses on:

- operational visibility
- deterrence
- awareness
- simplified event review

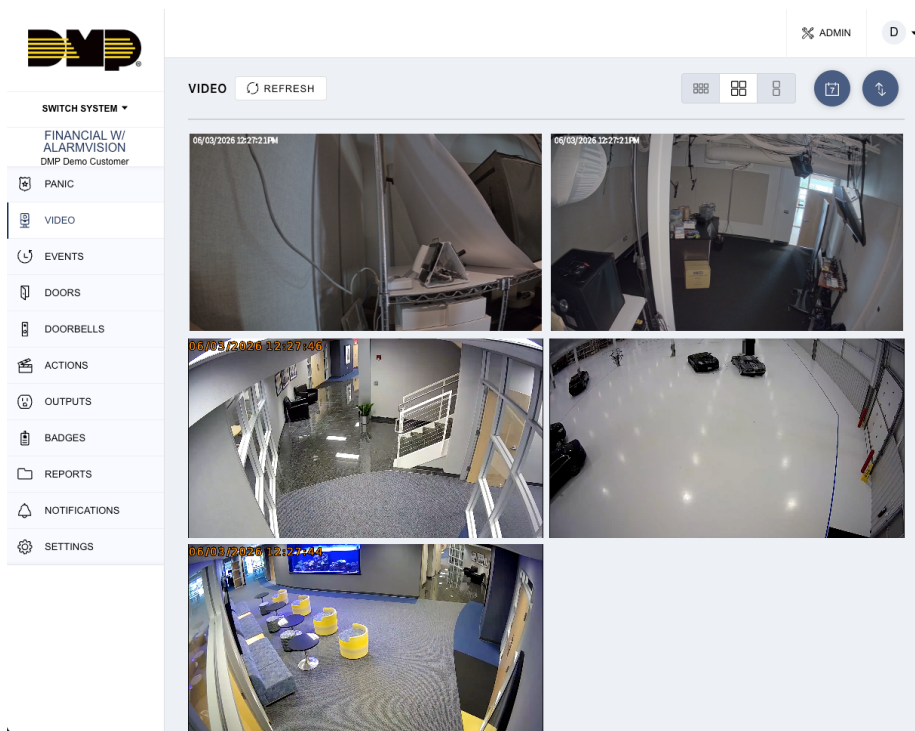
7.3.1 Viewing Live Video

7.3.1.1 Presenter Talk Track

“Customers can quickly view live activity across their property directly from Virtual Keypad.”

7.3.1.2 Demo Steps

1. Open Video
2. Display multiple cameras
3. Open individual live streams
4. Change layouts if available



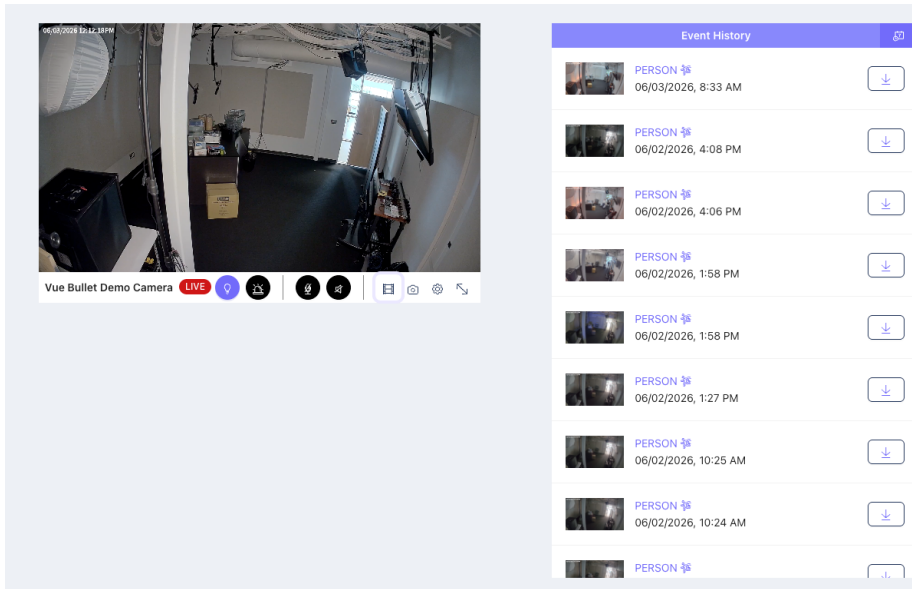
7.3.2 Events & Clips

7.3.2.1 Presenter Talk Track

“Instead of searching through large amounts of footage, customers can quickly review event-based clips.”

7.3.2.2 Demo Steps

1. Open event clips
2. Review person or vehicle events
3. Navigate clip history



7.3.2.3 Key Talking Points

- cloud-based clips
- quick event review
- operational simplicity

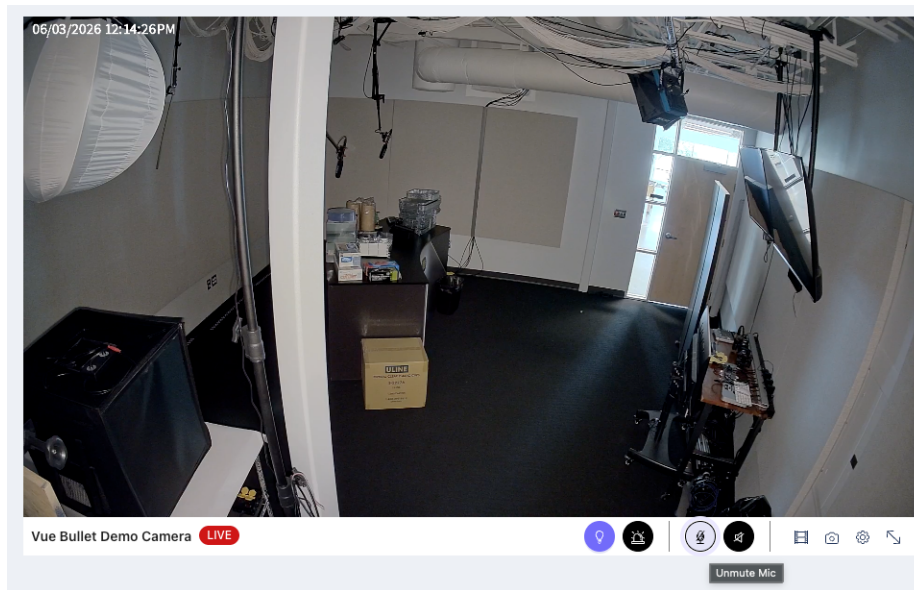
7.3.3 Two-Way Audio

7.3.3.1 Presenter Talk Track

“Audio interaction expands cameras beyond passive monitoring.”

7.3.3.2 Demo Steps

1. Open live camera
2. Enable two-way audio
3. Demonstrate communication workflow



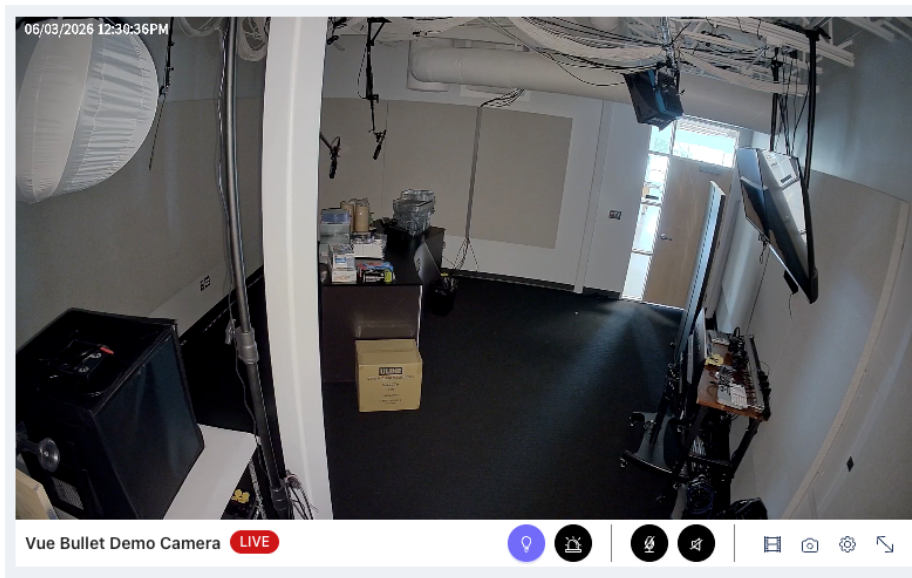
7.3.4 Lights & Deterrence

7.3.4.1 Presenter Talk Track

"These cameras support active deterrence workflows, not just passive surveillance."

7.3.4.2 Demo Steps

1. Open deterrence settings
2. Trigger lights
3. Show configurable schedules
4. Demonstrate active deterrence workflow



7.3.4.3 Customer Use Cases

- parking lots
- loading docks
- fenced equipment areas
- after-hours monitoring

7.3.4.4 Customer Value

- increased awareness
- visible deterrence
- proactive response

7.3.4.5 DMP Positioning Guidance

Position as:

- operational deterrence
- proactive visibility
- integrated response

Avoid over-positioning as advanced autonomous threat prevention.

7.3.5 Push Notifications

7.3.5.1 Presenter Talk Track

“The goal is to provide meaningful notifications instead of overwhelming the customer.”

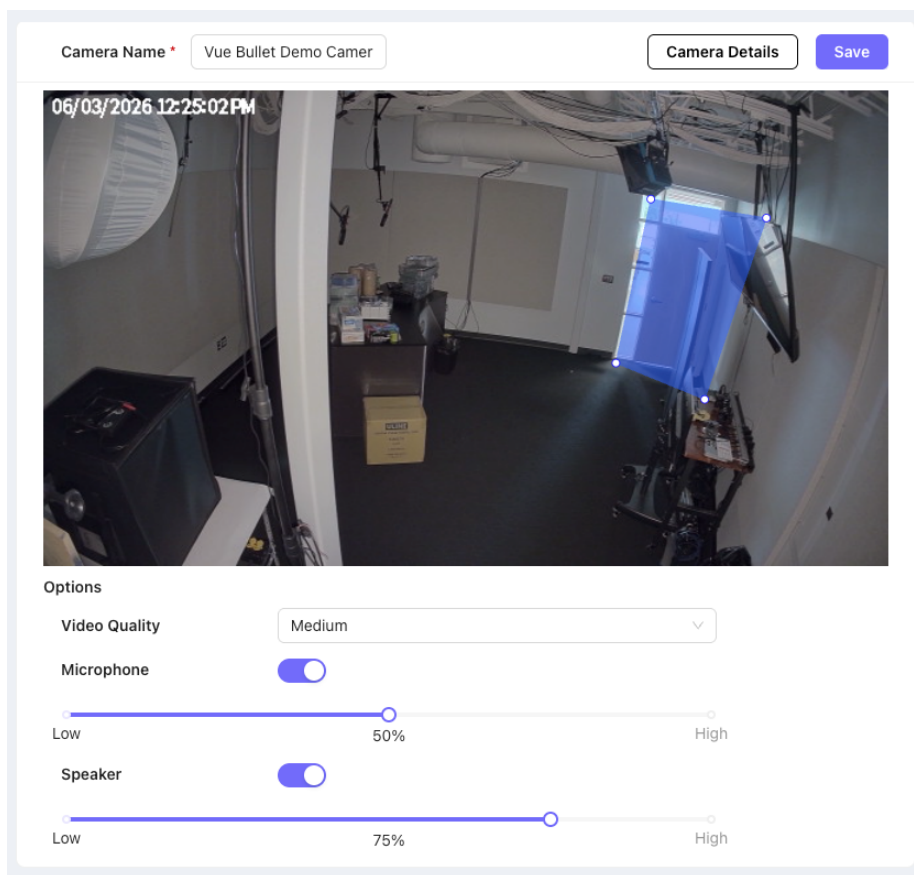
7.3.5.2 Key Talking Points

- configurable alerts
 - actionable notifications
 - operational awareness
 - reduced notification fatigue
-

7.3.6 Camera Settings

7.3.6.1 Demo Steps

1. Open camera settings
2. Show detection configuration
3. Adjust sensitivity
4. Save changes



7.4 VUE Plus Cameras

VUE Plus Cameras represent the expansion of the DMP video platform into more advanced commercial video deployments.

These cameras introduce:

- expanded camera models
 - higher resolution
 - panoramic coverage
 - fisheye deployments
 - de-warping workflows
-

7.4.1 VUE Plus Camera Family Overview

7.4.1.1 Presenter Talk Track

“The VUE Plus lineup expands deployment flexibility while maintaining the same integrated Virtual Keypad experience.”

7.4.1.2 Camera Types

- 8MP Bullet
 - 8MP Turret
 - 8MP Dome
 - Mini Dome
 - Panoramic Cameras
 - Fisheye Cameras
-

7.4.2 Viewing Live Video

7.4.2.1 Presenter Talk Track

“Customers can quickly view live activity across their property directly from Virtual Keypad.”

7.4.2.2 Demo Steps

1. Open VUE Plus live streams
 2. Demonstrate image quality
 3. Show panoramic coverage
-

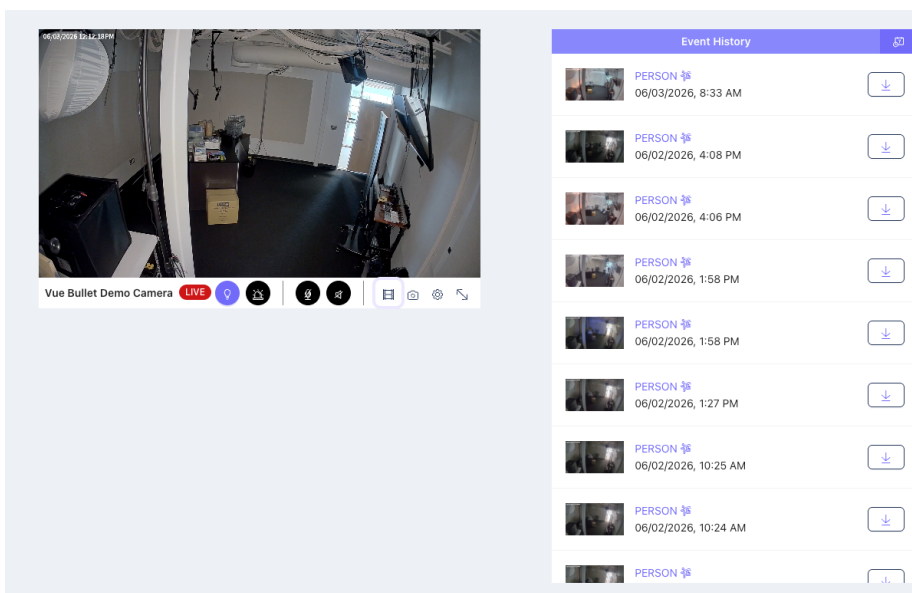
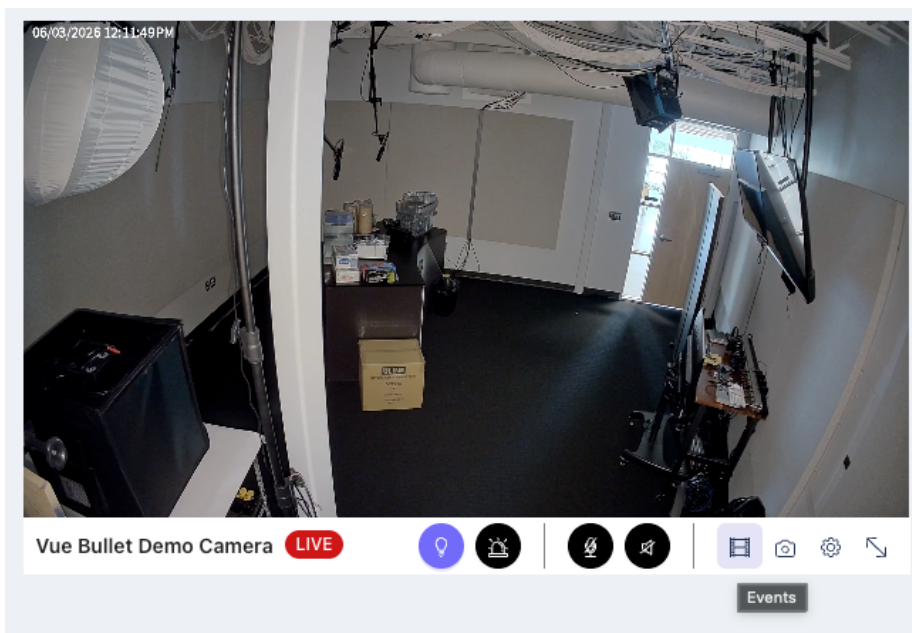
7.4.3 Events & Clips

7.4.3.1 Presenter Talk Track

“Instead of searching through large amounts of footage, customers can quickly review event-based clips.”

7.4.3.2 Demo Steps

1. Open event clips
2. Review person or vehicle events
3. Navigate clip history



7.4.3.3 Key Talking Points

- cloud-based clips
- quick event review
- operational simplicity

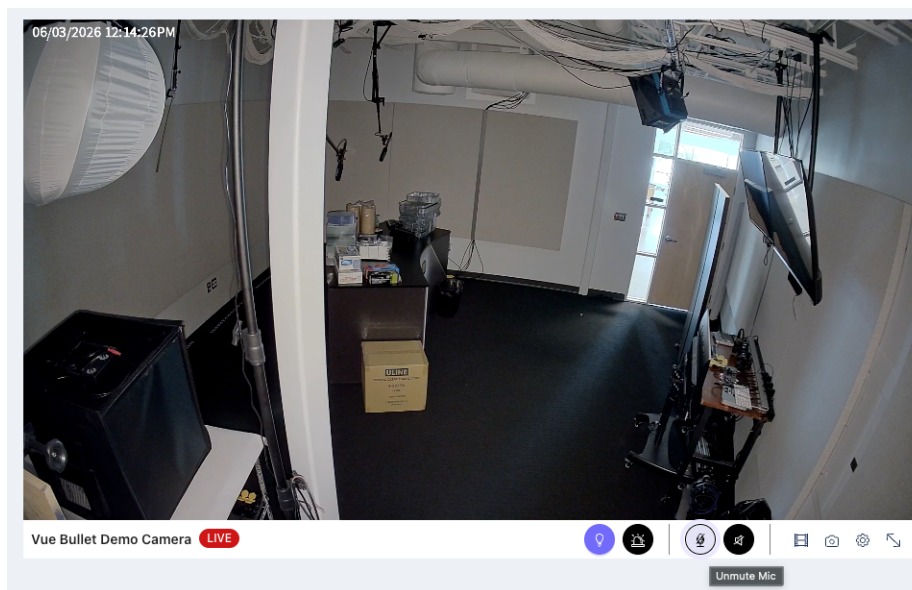
7.4.4 Two-Way Audio

7.4.4.1 Presenter Talk Track

“Audio interaction expands cameras beyond passive monitoring.”

7.4.4.2 Demo Steps

1. Open live camera
2. Enable two-way audio
3. Demonstrate communication workflow



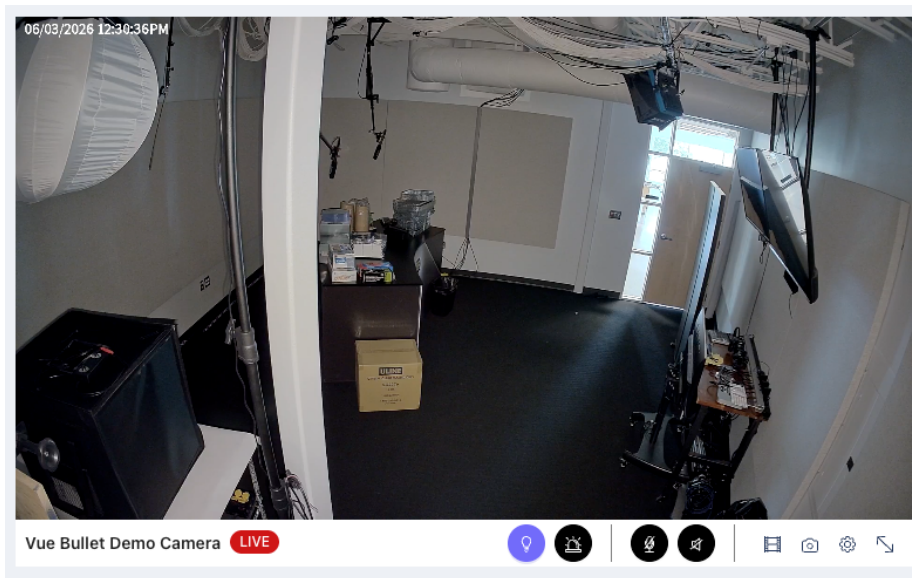
7.4.5 Lights & Deterrence

7.4.5.1 Presenter Talk Track

“These cameras support active deterrence workflows, not just passive surveillance.”

7.4.5.2 Demo Steps

1. Open deterrence settings
2. Trigger lights
3. Show configurable schedules
4. Demonstrate active deterrence workflow



7.4.5.3 Customer Use Cases

- parking lots
- loading docks
- fenced equipment areas
- after-hours monitoring

7.4.5.4 Customer Value

- increased awareness
- visible deterrence
- proactive response

7.4.5.5 DMP Positioning Guidance

Position as:

- operational deterrence
- proactive visibility
- integrated response

Avoid over-positioning as advanced autonomous threat prevention.

7.4.6 Push Notifications

7.4.6.1 Presenter Talk Track

“The goal is to provide meaningful notifications instead of overwhelming the customer.”

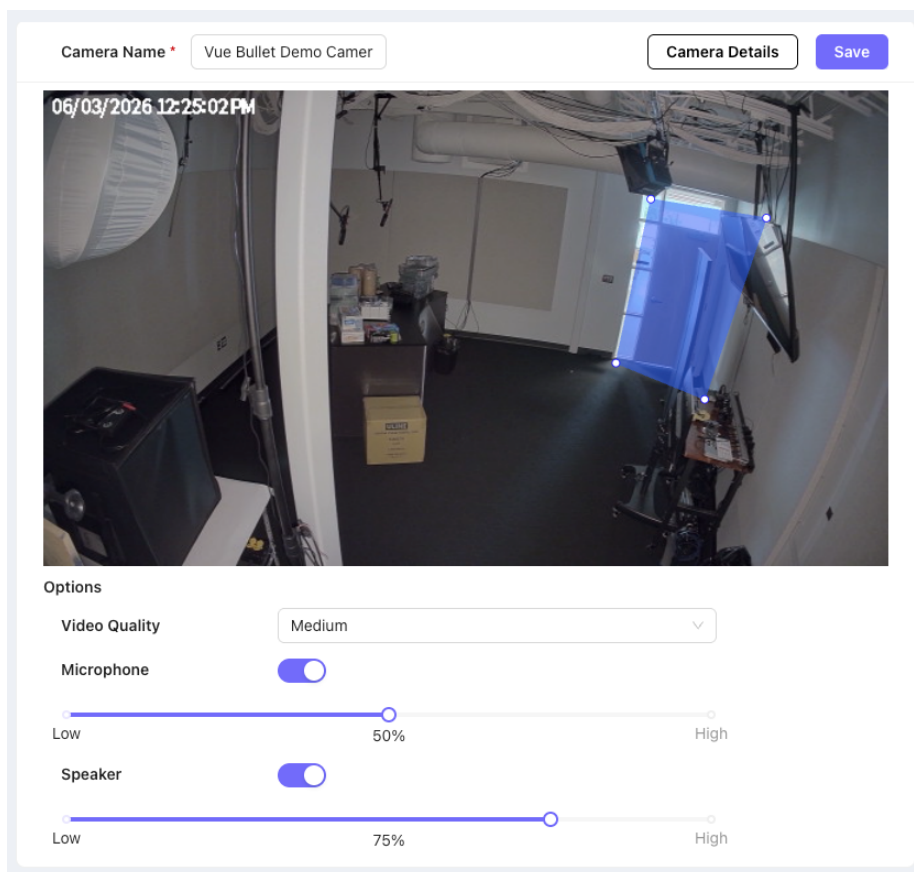
7.4.6.2 Key Talking Points

- configurable alerts
 - actionable notifications
 - operational awareness
 - reduced notification fatigue
-

7.4.7 Camera Settings

7.4.7.1 Demo Steps

1. Open camera settings
2. Show detection configuration
3. Adjust sensitivity
4. Save changes



7.5 Integrated Security Workflows

This section demonstrates how video becomes part of broader security operations.

This is a major DMP differentiator.

The goal is not simply viewing cameras.

The goal is combining:

- intrusion
- access
- automation
- notifications
- verification
- operational response

inside a single workflow.

7.5.1 Video + Intrusion

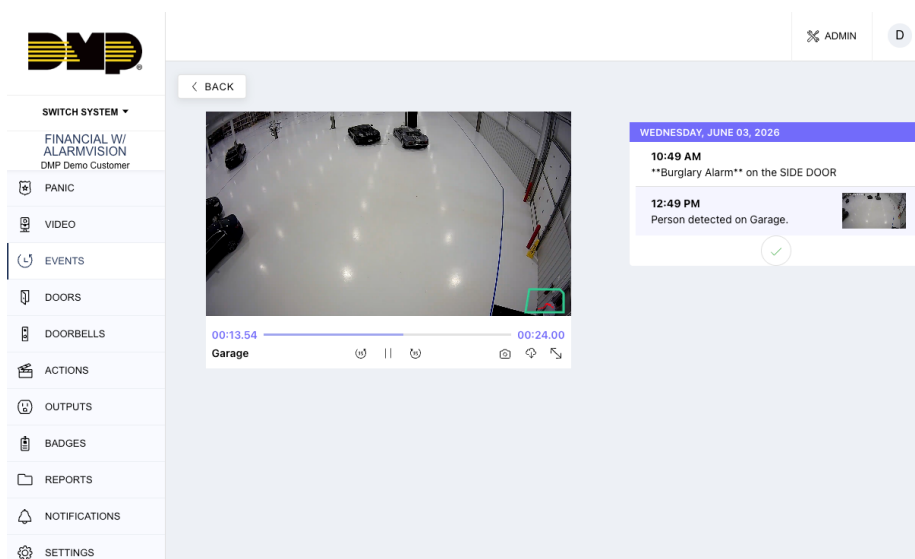
7.5.1.1 Alarm Verification

7.5.1.1.1 Presenter Talk Track

“When alarms occur, customers need immediate context to make informed decisions.”

7.5.1.1.2 Demo Steps

1. Trigger or simulate alarm
2. Open associated video
3. Review clip
4. Demonstrate verification workflow



7.5.1.1.3 Customer Value

- faster response
 - reduced uncertainty
 - improved operational awareness
-

7.5.1.2 False Alarm Question

7.5.1.2.1 Presenter Talk Track

“Virtual Keypad helps customers determine whether an event appears legitimate before responding.”

7.5.1.2.2 Demo Steps

1. Open alarm event
2. Show verification screen
3. Demonstrate false alarm response

7.5.1.2.3 DMP Positioning Guidance

Position as:

- improved verification
- enhanced operational response
- customer-assisted alarm handling

Avoid guaranteeing false dispatch reduction percentages.

7.5.1.3 Event-to-Video Workflows

7.5.1.3.1 Presenter Talk Track

“Customers can move directly from an alarm or event into the associated video clip.”

7.5.1.3.2 Demo Steps

1. Open Events
2. Select alarm
3. Open associated clip
4. Demonstrate linked workflow

7.5.1.3.3 Key Talking Points

- unified workflow
 - reduced investigation time
 - simplified operator experience
-

7.5.2 Video + Access Control

7.5.2.1 Unlocking Doors from Video

7.5.2.2 Verifying Access Events

7.5.2.3 Viewing Video from Door Activity

7.5.3 Video + Automation

7.5.3.1 Triggering Favorites from Video

7.5.3.2 Video Actions & Responses

7.5.3.3 Notification Workflows

7.6 Axis Cam-Connect

Axis Cam-Connect expands interoperability and takeover opportunities by integrating supported third-party camera platforms into Virtual Keypad and AlarmVision workflows.

7.6.1 Axis Integration Overview

7.6.1.1 Presenter Talk Track

“Axis Cam-Connect allows supported third-party cameras to participate in Virtual Keypad and AlarmVision workflows.”

7.6.1.2 Key Talking Points

- unified experience
 - leverage existing camera deployments
 - enhanced integration flexibility
-

7.6.1.3 Viewing Live Video

7.6.1.3.1 Presenter Talk Track

“Customers can quickly view live activity across their property directly from Virtual Keypad.”

7.6.1.3.2 Demo Steps

1. Open Axis Cam-Connect live streams
 2. Demonstrate image quality
 3. Show panoramic coverage
-

7.6.1.4 Events & Clips

7.6.1.4.1 Presenter Talk Track

“Instead of searching through large amounts of footage, customers can quickly review event-based clips.”

7.6.1.4.2 Demo Steps

1. Open event clips
2. Review person or vehicle events
3. Navigate clip history

7.6.1.4.3 Key Talking Points

- cloud-based clips
 - quick event review
 - operational simplicity
-

7.6.1.5 Push Notifications

7.6.1.5.1 Presenter Talk Track

“The goal is to provide meaningful notifications instead of overwhelming the customer.”

7.6.1.5.2 Key Talking Points

- configurable alerts
 - actionable notifications
 - operational awareness
 - reduced notification fatigue
-

7.7 XV Gateway Platform

XV Gateway expands video deployments into advanced analytics, unified event handling, and integrated AlarmVision workflows.

7.7.1 XV Gateway Overview

7.7.1.1 Presenter Talk Track

“XV Gateway allows customers to integrate compatible ONVIF cameras into advanced analytics and AlarmVision workflows.”

7.7.1.2 Key Talking Points

- ONVIF camera support
 - analytics at the edge
 - integrated intrusion workflows
 - takeover opportunities
-

7.7.2 Timeline View

7.7.2.1 Presenter Talk Track

“Customers can move beyond event clips into timeline-based video review.”

7.7.2.2 Demo Steps

1. Open timeline view
2. Scrub recordings
3. Zoom timeline
4. Review recorded events

7.7.2.3 Key Talking Points

- faster investigations
 - flexible playback
 - simplified navigation
-

7.7.3 Downloading Footage

7.7.3.1 Demo Steps

1. Select export range
 2. Download footage
 3. Review export workflow
-

7.7.4 AlarmVision Overview

7.7.4.1 Presenter Talk Track

“AlarmVision combines analytics and intrusion workflows to turn cameras into intelligent detection devices.”

7.7.4.2 Key Talking Points

- analytics-driven intrusion
 - reduced dependence on traditional motion detectors
 - integrated operational workflows
-

7.7.5 Detection Regions

7.7.6 Detection Lines

7.7.7 Area-Based Analytics

7.7.7.1 Presenter Talk Track

“One of the biggest advantages of AlarmVision is that analytics respond to the armed state of the intrusion system.”

7.7.7.2 Demo Steps

1. Show disarmed area
2. Demonstrate inactive analytics
3. Arm area
4. Trigger analytic event

7.7.7.3 Key Talking Points

- reduced unwanted alerts
 - meaningful notifications
 - operational intelligence
-

7.7.8 Escalation Workflows

7.7.8.1 Presenter Talk Track

“AlarmVision supports layered responses instead of immediately escalating every event into an alarm.”

7.7.8.2 Examples

- warning lights
 - prerecorded audio
 - notifications
 - alarms
 - monitoring center escalation
-

7.7.9 Monitoring Center Video Verification

7.7.9.1 Presenter Talk Track

“Monitoring centers can use video context to better understand alarm activity.”

7.7.9.2 Demo Steps

1. Trigger alarm
 2. Open monitoring workflow
 3. Review associated clips
 4. Demonstrate verification tools
-

7.8 XV Plus Gateway

XV Plus Gateway represents the future expansion of advanced video management capabilities.

IMPORTANT:

This section should be clearly identified as:

- Beta
- Controlled Release
- Planned Expansion
- Upcoming Capability

Do not present unreleased functionality as generally available.

7.9 Key Video Positioning Themes

The following themes should be consistently reinforced throughout all video demonstrations and dealer conversations:

7.9.1 Unified Platform

- one login
- one app
- one operational workflow

7.9.2 Integrated Security

- intrusion + access + video together

7.9.3 Operational Awareness

- meaningful alerts
- actionable visibility
- event context

7.9.4 Simplified Workflows

- easier investigations
- faster response
- reduced operational complexity

7.9.5 Verification

- visual confirmation
- alarm context
- informed decision making

7.9.6 Proactive Response

- deterrence
- escalation workflows
- layered response

7.9.7 Flexible Deployment

- cloud
- ONVIF
- takeover opportunities
- hybrid deployments

7.10 Important Competitive Positioning Guidance

7.10.1 Position As

- integrated security operations
- unified customer experience
- operational awareness
- intelligent event workflows

- intrusion enhancement
- simplified investigations

7.10.2 Avoid Positioning As

- enterprise forensic VMS replacement
- military-grade analytics
- autonomous AI security platform
- advanced forensic surveillance platform

The strength of the DMP video ecosystem is integration, operational simplicity, and unified workflows.

8 Admin & Multi-Site

This section demonstrates how Virtual Keypad Admin allows organizations to centrally manage multiple systems, locations, users, events, schedules, reports, and operational workflows from a unified platform.

The goal is not simply to manage multiple systems.

The goal is to provide centralized operational oversight, simplified administration, and connected security management across distributed environments.

Virtual Keypad Admin helps organizations maintain visibility, consistency, and operational awareness across single-site, multi-site, enterprise, and high-security deployments.

8.1 Virtual Keypad Admin Overview

Virtual Keypad Admin focuses on:

- centralized management
- multi-site visibility
- operational oversight
- user administration
- reporting
- event management
- organizational consistency
- enterprise scalability

Rather than managing systems independently, Virtual Keypad Admin allows authorized users to oversee distributed environments from a single operational platform.

8.2 Presenter Talk Track

“Virtual Keypad Admin expands the Virtual Keypad experience beyond a single system by allowing organizations to centrally manage multiple locations and operational environments from one platform.

Authorized users can:

- oversee multiple systems
- manage users across locations
- review centralized events
- generate reports
- manage schedules

- and maintain operational visibility

from a single application.

The value is not simply centralized administration.

The value is operational consistency, visibility, and simplified management across distributed environments.”

8.3 Core Admin & Multi-Site Experience

This section introduces the foundational administrative and multi-site workflows available in Virtual Keypad Admin.

The progression should move through:

- centralized visibility
- multi-site awareness
- user management
- event oversight
- reporting
- operational consistency
- enterprise workflows

before expanding into large-scale organizational management and distributed operational response.

8.4 Multi-System Visibility

8.4.1 Presenter Talk Track

“One of the biggest advantages of Virtual Keypad Admin is the ability to quickly understand the operational status of multiple locations from a centralized platform.”

8.4.2 Demo Steps

1. Open Virtual Keypad Admin.
2. Review the list of systems or locations.
3. Show current system statuses.
4. Identify armed and disarmed locations.
5. Discuss centralized operational visibility.

8.4.3 Customer Use Cases

- enterprise organizations
 - distributed retail environments
 - financial institutions
 - education campuses
 - government facilities
 - franchise operations
-

8.4.4 Customer Value

- centralized visibility
 - operational awareness
 - simplified oversight
 - improved management efficiency
-

8.4.5 Key Talking Points

- centralized operational awareness
 - simplified multi-site management
 - connected organizational visibility
 - operational scalability
-

8.5 Centralized User Management

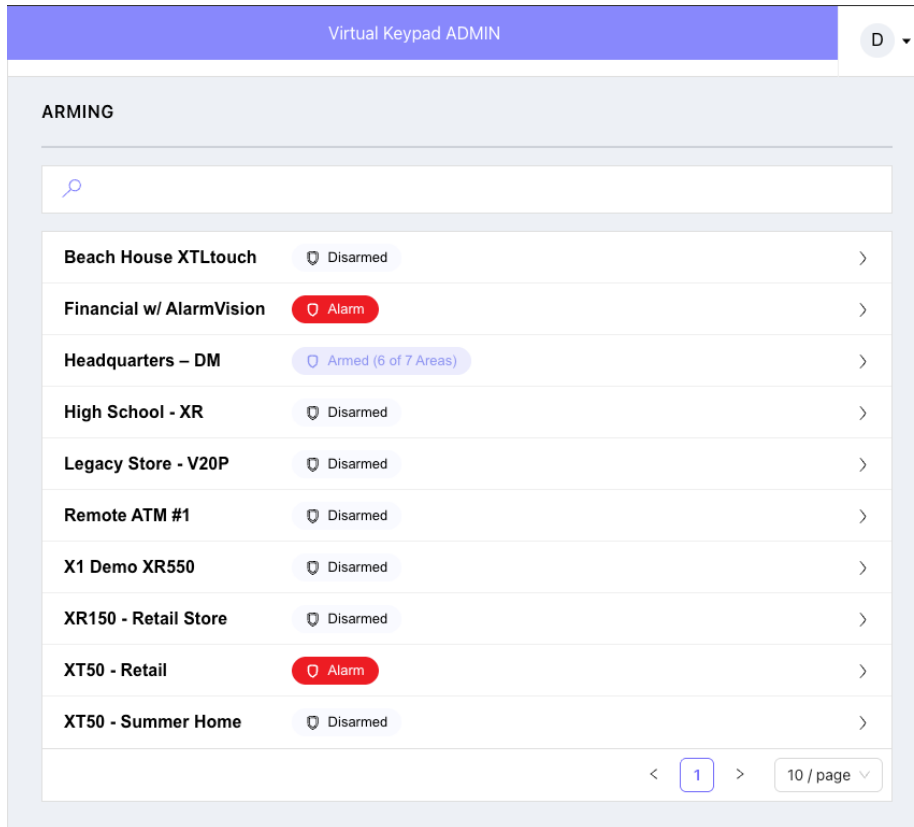
8.5.1 Presenter Talk Track

“Virtual Keypad Admin allows organizations to manage users and permissions across multiple systems from a centralized platform.”

8.5.2 Demo Steps

1. Open Users in Admin.
2. Review multi-site user visibility.
3. Show user permissions if configured.

4. Demonstrate user management workflows.
5. Explain centralized operational administration.



8.5.3 Customer Use Cases

- employee onboarding
- organizational role management
- temporary employee access
- contractor management
- multi-location user administration

8.5.4 Customer Value

- simplified administration
- improved consistency
- centralized oversight
- reduced operational complexity

8.5.5 Key Talking Points

- centralized credential management
 - organizational consistency
 - simplified user administration
 - scalable operational management
-

8.6 Centralized Events & Activity

8.6.1 Presenter Talk Track

“Virtual Keypad Admin allows organizations to review operational activity across multiple systems from one location.”

8.6.2 Demo Steps

1. Open Events in Admin.
2. Review activity across multiple systems.
3. Filter events if configured.
4. Demonstrate centralized investigations.
5. Discuss operational awareness workflows.

The screenshot displays the 'Virtual Keypad ADMIN' interface. On the left is a sidebar menu with options: ADMIN, ARMING, EVENTS, USERS, PROFILES, SCHEDULES, REPORTS, and SYSTEM GROUPS. Below these are several customer locations: HEADQUARTERS – DM, HIGH SCHOOL - XR, XT50 - RETAIL, FINANCIAL W/ ALARM/VISION, and BEACH HOUSE. The main area shows a calendar for 'JUN 03' with a list of events. Each event includes a time, a location, and a description.

Time	Location	Description
8:01 AM	Financial w/ AlarmVision	Person detected on Hallway Camera.
8:00 AM	Headquarters – DM	KITCHEN Unlocked by SCHEDULE
8:00 AM	Headquarters – DM	FRONT DOOR Unlocked by SCHEDULE
8:00 AM	Financial w/ AlarmVision	Person detected on Hallway Camera.
8:00 AM	Financial w/ AlarmVision	Person detected on Hallway Camera.
8:00 AM	Financial w/ AlarmVision	CONFERENCE ROOM Unlocked by SCHEDULE
8:00 AM	Financial w/ AlarmVision	BRAD'S OFFICE Unlocked by SCHEDULE
8:00 AM	Financial w/ AlarmVision	IT ROOM Unlocked by SCHEDULE
8:00 AM	High School - XR	TEACHER'S ENTRY Unlocked by SCHEDULE
7:59 AM	Financial w/ AlarmVision	Person detected on Hallway Camera.
7:59 AM	Financial w/ AlarmVision	Person detected on Hallway Camera.
7:59 AM	Financial w/ AlarmVision	Person detected on Hallway Camera.

8.6.3 Customer Value

- centralized investigations
- operational visibility
- improved awareness
- simplified event review

8.6.4 Key Talking Points

- organization-wide visibility
- centralized activity awareness
- simplified investigations
- operational accountability

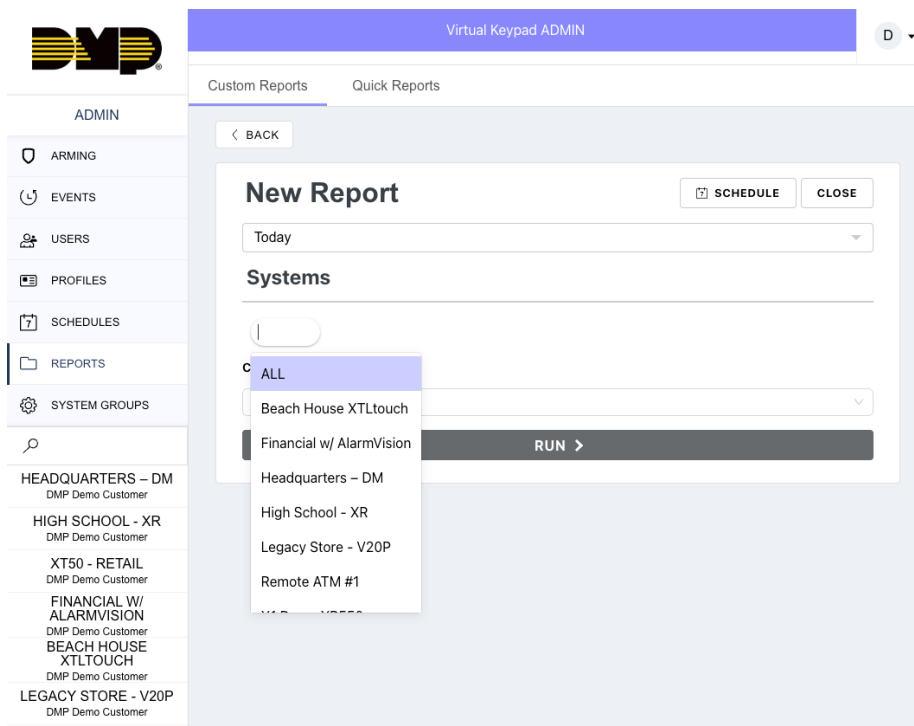
8.7 Reporting & Organizational Oversight

8.7.1 Presenter Talk Track

“Reporting inside Virtual Keypad Admin helps organizations maintain visibility and operational consistency across distributed environments.”

8.7.2 Demo Steps

1. Open Reports.
2. Review multi-site reporting options.
3. Demonstrate report filtering.
4. Show organizational activity visibility.
5. Review export or scheduling workflows if configured.



8.7.3 Report Examples

- organizational alarm activity
- multi-site access reports
- user activity reporting
- opening and closing audits
- operational compliance reviews

8.7.4 Customer Value

- operational accountability
 - enterprise visibility
 - organizational consistency
 - simplified reporting
-

8.7.5 Key Talking Points

- centralized operational reporting
 - organization-wide visibility
 - scalable oversight
 - operational intelligence
-

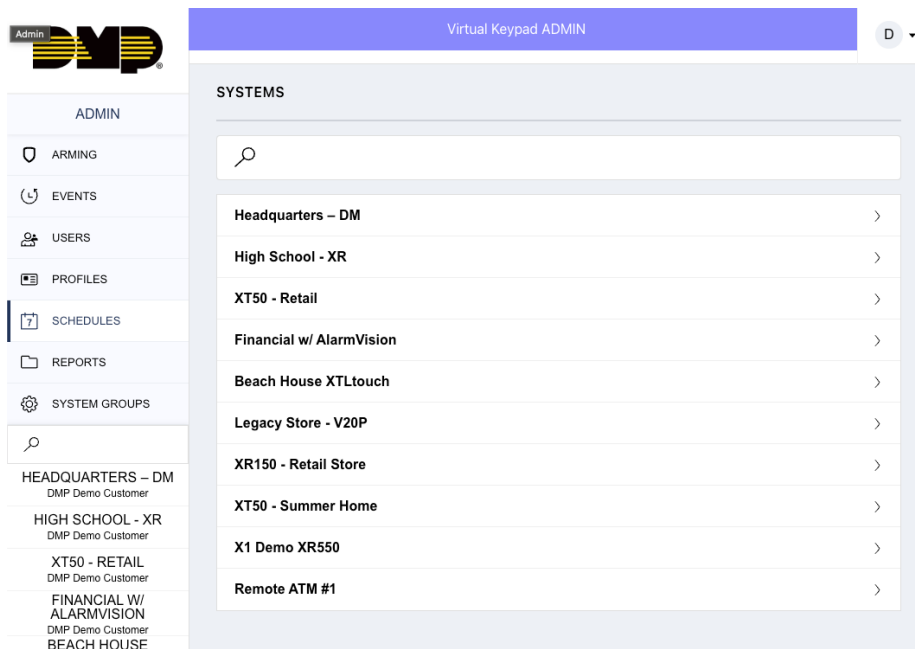
8.8 Schedules & Operational Consistency

8.8.1 Presenter Talk Track

“Virtual Keypad Admin helps organizations maintain operational consistency across multiple systems and locations.”

8.8.2 Demo Steps

1. Open Schedules if configured.
2. Review centralized scheduling workflows.
3. Discuss operational consistency examples.
4. Explain distributed management workflows.



8.8.3 Customer Use Cases

- standardized opening procedures
- after-hours security workflows
- scheduled arming
- organizational automation standards
- multi-site operational consistency

8.8.4 Customer Value

- reduced operational variation
- simplified management
- improved consistency
- centralized control

8.9 Enterprise & Multi-Site Operations

8.9.1 Presenter Talk Track

“For enterprise organizations, Virtual Keypad Admin becomes an operational management platform that helps simplify oversight across distributed environments.”

8.9.2 Commercial Examples

- multi-location retail management
 - franchise operations
 - distributed office environments
 - centralized operations teams
-

8.9.3 High-Security Examples

- financial institutions
 - government facilities
 - healthcare organizations
 - education campuses
-

8.9.4 Enterprise Examples

- centralized operations centers
 - regional security oversight
 - enterprise compliance management
 - distributed operational visibility
-

8.10 Admin + Integrated Security Workflows

8.10.1 Presenter Talk Track

“One of the biggest differentiators of Virtual Keypad Admin is that organizations can manage intrusion, access control, video, notifications, reporting, and operational workflows from a unified platform.”

8.10.2 Admin + Security Management

- centralized alarm visibility
 - organizational security awareness
 - distributed operational oversight
-

8.10.3 Admin + Access Control

- centralized credential management
 - multi-site access oversight
 - organization-wide permissions management
-

8.10.4 Admin + Video

- centralized operational awareness
 - event-linked investigations
 - distributed visibility
-

8.10.5 Admin + Notifications

- organization-wide alerts
 - escalation workflows
 - operational communication
-

8.11 Key Admin & Multi-Site Themes

The following themes should be consistently reinforced throughout this section and throughout customer conversations:

8.11.1 Centralized Visibility

Organizations can maintain awareness across distributed environments.

8.11.2 Operational Consistency

Virtual Keypad Admin helps standardize operational workflows across locations.

8.11.3 Simplified Administration

Users, systems, and activity can be managed from a single platform.

8.11.4 Enterprise Scalability

The platform supports organizations ranging from single-site businesses to enterprise deployments.

8.11.5 Unified Security Operations

Intrusion, access control, video, automation, reporting, and notifications operate together inside one connected platform.

8.12 Important Competitive Positioning Guidance

8.12.1 Position As

- centralized operational management
 - multi-site visibility
 - simplified administration
 - enterprise operational awareness
 - connected workflows
 - scalable organizational oversight
-

8.12.2 Avoid Positioning As

- enterprise ERP replacement
 - enterprise HR platform
 - enterprise SIEM replacement
 - autonomous command center platform
 - enterprise business operations platform
-

8.13 Key Message

Virtual Keypad Admin transforms multi-site security management into a connected operational workflow that combines centralized visibility, administration, reporting, awareness, and organizational oversight from a single unified platform.