



## DEALER SALES PLAYBOOK

# X1 Series

The X1 Series Access Control Platform is the Premier Solution for Simplified, Cloud-based Door and Elevator Control.

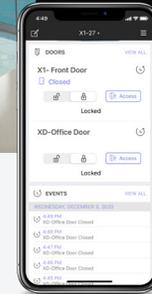
## CONTENTS

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- X1 Overview
- Sales Talking Points
- Live User Training
- Selling X1 is Fast
- Market Opportunity
- Why DMP



# X1 Series Overview



## Access Control Simplified!

Most access control systems can be fairly complex to operate. However, they perform a fairly simple function: controlling and reporting who goes where and when. Programming a system, issuing credentials, running reports and the day-to-day operation is complex.

X1 eliminates complexities while providing an unparalleled user experience and functionality.

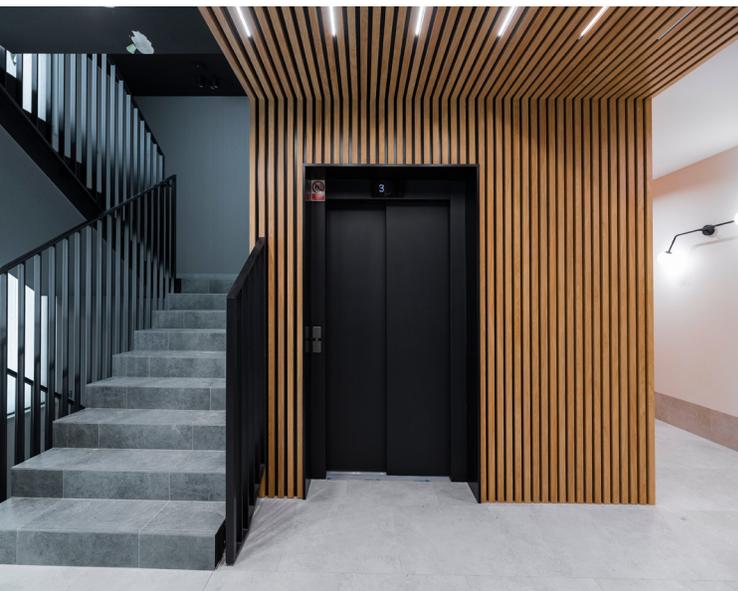
Users will have a comfortable, easy-to-manage, effective system for the security of their facility and the safety of their employees and visitors.

### MODELS INCLUDE:

- Single-Door Controller (expandable to 8 doors)
- Multi-Door Access Controller
- Single Door Module
- Elevator Controller
- Add-on output module
- Add-on module for PoE
- Optional Cellular Module for primary or backup communication

### SPECIFICATIONS

- Network communication (hardwire or Wi-Fi) with optional cellular
- Bluetooth, OSDP and Wiegand reader compatibility
- Wet or dry lock relay output
- Programmable output control
- Two local outputs per door
- 12V-24V AC or DC power input
- Battery backup
- DMP Bluetooth credentials



**Simple to Sell. Simple to Install. Simple to Use.**

# Sales Talking Points

## Convenient to Manage with Virtual Keypad™

The ultimate in flexibility and convenience, Virtual Keypad app or browser allows you to manage your access control and video surveillance systems in one simple interface. Check system status and video surveillance. Easily manage users, groups, schedules, settings and more.

## Easily Expands for Future Business Growth

Scalable up to 1,000 doors and 90 floors of elevator control.

## Pre-Programming for Faster Installations

Technicians can fully pre-program an X1 site for quicker installations. In Virtual Keypad, technicians can add Users, configure Groups and set up Schedules.

## Cohesive Communication between X1 to XR

Future proof your system with easy scalability. Sites with both X1 Series Controllers and XR Series panels can operate cohesively. X1 systems are able to communicate with XR systems over the selected network as well as arm and disarm areas in an XR Series panel by presenting a valid credential to an X1 reader.

## Frictionless Access with Mobile Credentials

In addition to prox cards, smart credentials, and biometric credentials such as fingerprints, X1 also provides the ability to easily assign users Bluetooth Mobile credentials, facilitating the growing demand for frictionless access. A simple wave of the hand allows users with a mobile credential to enter the facility.

## BENEFITS

- **Win More Access Control Opportunities**  
Faster and simpler closings with increased exposure to a larger market of prospects
- **Simple to Sell:** Leverage the Virtual Keypad app, providing users the ability to manage their system easily from anywhere in the world
- **Simple to Install:** Intuitive cloud-based programming in Dealer Admin with flexible communication options (Ethernet / Wi-Fi / Cellular) and PoE capabilities allow for fast system deployment
- **Remote Diagnostics**
- **Integration to XR Series Control Panels**



## Remote Live Training FOR YOUR CUSTOMERS

Say goodbye to the hassle and expense of designing and delivering Virtual Keypad access control end user training sessions. Let us handle it for you – at an affordable price!

Ensure your end users are proficient with Virtual Keypad access control with this customized **LIVE** webinar training service.

### What's Included:

- One hour of expert-led Virtual Keypad access control webinar training
- Best practices, tips and tricks from experienced trainers, enabling your end users to operate their system confidently
- Flexibility for you to join the session alongside your customers

## Two Ways to Order



Place an order on [Buy.DMP.com](https://Buy.DMP.com)



Submit a purchase order to [CustomerService@DMP.com](mailto:CustomerService@DMP.com)\*

After ordering, you will be contacted by DMP to go over your customer's training needs.

*\*When submitting a PO, include your customer's contact information.*



**Cost: \$150**  
**Per One Hour Session**  
**LEARN MORE**



# Selling X1 is Fast

## TARGET AUDIENCE

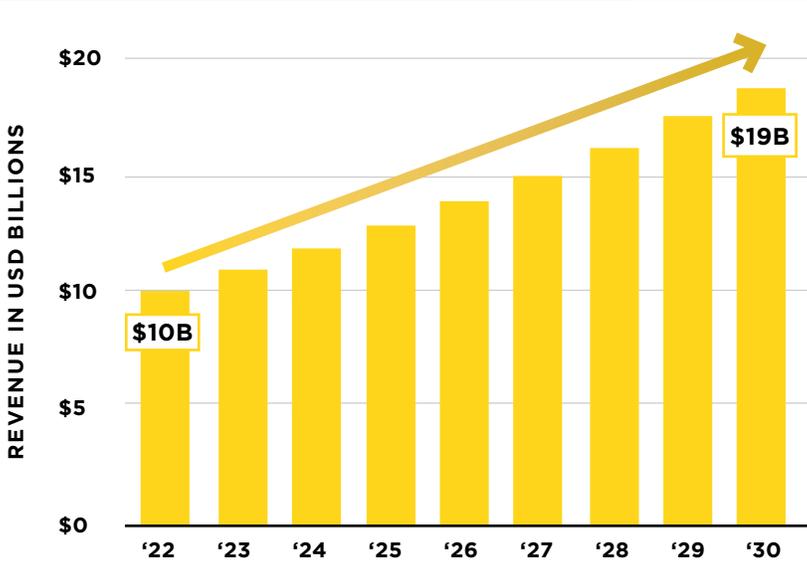
- Commercial businesses who want a convenient, cloud-based access-only system

## BENEFITS TO END USERS

- The Virtual Keypad™ app and browser allows access management from anywhere, anytime on any device
- Easily scale their system as their business grows up to 1,000 doors
- Easily issue mobile credentials to employees, vendors and visitors who need access right away
- Program up to 10,000 users

## PACS Total Addressable Market

CAGR 8.2%



## The Market Opportunity

The Access Control Market will continue growing to well over \$19B through 2030.

Based on market dynamics, the mass migration to cloud technologies, IT's influence on buying decisions and the shift in market trends toward integrated technology solutions, **the access control market will experience exponential growth that exceeds the typical linear growth we've historically witnessed.**

## KEY DIFFERENTIATORS

- Designed, engineered, manufactured and supported **in the U.S.A.**
- Leverages the award-winning Virtual Keypad for **an unparalleled user experience.**
- Software-level integration with the XR Series intrusion platform.
- Optional, built-in cellular communications for network back-up and cellular-only applications.
- **Fully operational during loss of network.** With optional cellular communication, panels are always connected.

## Why DMP?

- **Tailored, innovative solutions** driven by customer needs
- **Rock solid reliability**
- **Operational efficiency** with products that reduce labor costs by streamlining installations, system design and operational efficiency

