



Brivo Eases Path to Enterprise Cloud Migration

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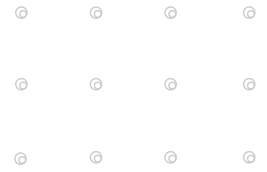
BRIVO EASES PATH TO ENTERPRISE CLOUD MIGRATION

At GSX, Securing New Ground and everywhere else in the security industry, the phrase “cloud transition” is at the tip of people’s tongues. Indeed, as organizations look to break down silos, gain a more holistic view of their data and embrace frictionless user experiences, we’ve witnessed a remarkable shift in focus to cloud-based models. “The momentum behind transitioning to the cloud is enormous,” Jason Kaveney, director of product management, Brivo Systems, opines. Brivo, which created the cloud-based access control and smart spaces technology category more than

Brivo Mercury Solutions unlock the potential for countless on-prem hardware deployments to seamlessly transition to cloud access control.

20 years ago, remains the global leader serving large, distributed enterprises, commercial real estate and multifamily residential clients. Now, with its Brivo Mercury Solutions offering, the company is turbocharging cloud migration and enhancing security outcomes across verticals, regions and lines of business.

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Benefits of Cloud-Based Solutions

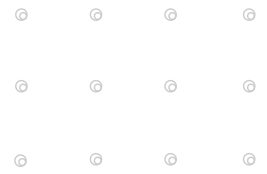
Let's begin by outlining some of the benefits of cloud-based solutions. According to Kaveney, it's empowering for organizations to liberate their team members from tasks like updating on-prem servers. Working with a cloud provider like Brivo shifts the responsibility burden. "Leave the server patching to us," he says. "Leave the development items to us. You can focus on your processes and the things that are really driving your business forward." Freeing up team members to dedicate themselves to the elements of the business that are most important to them can have a transformative effect, empowering all parties — and, thus, the organization — to perform better. After all, associates are now concentrating on the tasks they do best.



Today's enterprises have an endless appetite for metrics and analytics — all on that mythical "single pane of glass" — on everything from basic access control to company-policy adherence.

In taking on this expansive role, Brivo is likewise doing what it does best. The Bethesda, Md.-based company offers a comprehensive product ecosystem and open API that's built to provide businesses with powerful digital tools. These tools increase security automation, elevate employee and tenant experience, and improve the safety of all people and assets in the built environment — even when they face adverse events like a ransomware attack or a natural disaster. "By leveraging solutions like Brivo, we take care of those things for you," Kaveney says. "They're ready for you, 24/7, anywhere in the world, at a moment's notice. You're not responsible for keeping those servers up."

The rise of the ecosystem-based approach is further powering cloud migration not only in the SMB space — in which adoption has traditionally been faster because of scarcer internal resources — but also in the enterprise space. Simply put, cloud-based systems naturally work well together... naturally speak the same language. "If you have a cloud-based access control solution, you have a cloud-based identity management solution, a cloud-based HR system and various cloud-based integrations around your organization," Kaveney begins, "all those can be brought together into a much more cohesive ecosystem." As always with systems integration, the whole ends up greatly exceeding the sum of its parts.



Brivo's Solution for Converting On-Prem Systems

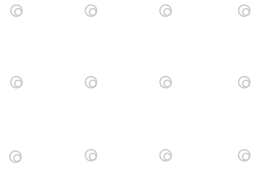
A question naturally arises, however: What about all the on-premise control panels, and what about all the downstream hardware (e.g., readers, door locks)? As it stands, more than three million Mercury-based panels are out there “in the wild” right now. Happily, with Brivo Mercury Solutions, all of them are ripe for conversion to the benefits of cloud access control. Thanks to the Mercury Provisioning Software tool, developed by Brivo, conversion from on-prem Mercury to Brivo cloud access control has never been easier. “We’re taking over hardware,” David Stanfield, senior product marketing manager, Brivo Systems, enthuses. “We’re reconfiguring it to work with the cloud, so they don’t have to take out that massive amount of on-premise hardware.” The benefits of this transition are enormous and self-evident: Users can continue to leverage their existing hardware and, thus, avoid an expensive, disruptive rip-and-replace cycle.



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With the Mercury Provisioning Software tool, Brivo Mercury Solutions offer a clear, built-in, easily navigable upgrade path for enterprises and other users to realize the added benefits of cloud migration. “This gives them effectively the same system they had before, but with the added benefits of the Brivo access systems,” Stanfield explains. What’s more, since Brivo Mercury Solutions are based on open-architecture hardware, which many end users increasingly demand, clients are not locked into any one provider.

All this ultimately adds up to dramatically less friction, which is essential at a time when user experience is paramount. “There are more people entering the space, from an organizational level, who have a focus first and foremost on user experience,” Kaveney states. That means seamless, streamlined, automated solutions. And those are exactly what Brivo delivers across the more than 450 million square feet of real estate — in 60- plus countries — that its building access platform is foundational to protecting.



Data and Relationships

One could say that our industry's collective future lies at the crossroads of data and relationships. On the data side, today's enterprises have an endless appetite for metrics and analytics — all on that mythical “single pane of glass” — on everything from basic access control (i.e., who came in, who went out) to company-policy adherence (i.e., who is meeting in-office requirements). In an era when no one has the time to sift through all that data manually, a cloud provider like Brivo sits in a prime position to empower organizations to gain a truly holistic view.

“With solutions like Brivo, we have features around occupancy,” Kaveney explains. “We have reports ready to go for who's utilizing certain resources.” There's simply no doubt that organizations with this broad-based visibility enjoy a competitive advantage over less-well-adapted peers. “One of the great benefits of cloud-based solutions,” he avers, “is breaking down the silos that, traditionally, have held organizations back.”

But the relationship part is equally important — and that's where Security Sales & Integration's dealer, installer and integrator readers come in. Kaveney makes the case that a crucial part of transitioning successfully from legacy, on-premise solutions to a cloud-based approach lies in the customer's relationship with their integrator or reseller, as well as the partner they ultimately choose to purchase software from. “Really make sure, during your evaluation and shopping process, that you build those relationships and understand not just what features this offering has but also what value it will deliver to your organization,” he advises. So, enterprises should approach cloud migration mindfully and with care — but they'd better not dawdle. As Stanfield observes, “It's here; it's everywhere; and it's in your everyday life.” The time is now.

To learn more about Brivo Mercury Solutions, visit brivo.com



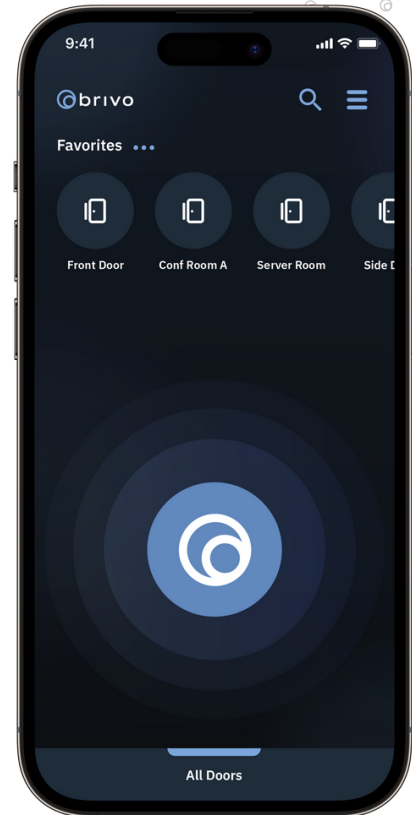
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HOW BRIVO CAN HELP

An integrated security plan starts with cloud-based access control that connects all the tools needed to create a secure living and learning environment.

- Unified Security Platform: Monitor a single building, set of buildings (dorms, laboratories, sports facilities, etc.), or entire campus
- Integrated Video: Deter, detect, and verify to achieve real-time views of your facility
- Facility Lockdown: Shut down access from anywhere with the push of a button
- Visitor Tracking: Monitor and protect visitors, including parents, prospective students, and contractors
- Cost-Effective Security: Cloud and SaaS offer a low, predictable cost without the large upfront expense
- Health-Safety Tools: Monitor health and safety across campus.

An integrated security plan starts with cloud-based access control so you can connect all the tools needed for a secure learning environment.



WHY BRIVO

Brivo, Inc., created the cloud-based access control and smart spaces technology category over 20 years ago and remains the global leader serving commercial real estate, multifamily residential and large distributed enterprises. The company's comprehensive product ecosystem and open API provide businesses with powerful digital tools to increase security automation, elevate employee and tenant experience, and improve the safety of all people and assets in the built environment. Brivo's building access platform is now the digital foundation for the largest collection of customer facilities in the world, occupying over 300 million square feet across 42 countries.

[visit brivo.com](https://brivo.com)

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