



# TOOLKIT | ADVANCED TACTICS FOR GAINING PHYSICAL SECURITY BUDGET BUY-IN

## TEMPLATE 5: Compare The Top Options

It's important to bring at least two options to the table when presenting physical access control solutions to your executive team. There is no shortage of vendors or solutions available to you in the market, but not all vendors will meet your requirements. You will have to decide how to score each vendor and their product(s) as you go through the selection process. Don't forget to look for **publicly available** vendor reviews to help with this process.

During your initial outreach, ask each vendor specific questions so you can evaluate how well their access control solution meets your needs. While this isn't a formal information-gathering process, developing a set of high-level questions will allow you to classify vendors early in the process and save time during the official vendor selection process. Use our **Six questions to ask your security partner** to help weed out vendors that might not be a good match.

The template on the following page helps you organize vendor information and score your requirements.

REQUIREMENT - SCORE AND RATE	BRIVO INVESTMENT	COMPARABLE 2
Real-time reporting		
Integrates with 3rd party software		
Manage remotely		
Automatic software updates		
Cyber secure		
User-defined alerts		
Unlimited scalability		
Trusted partner network		
Open API to support integrations		
Established manufacturer with over 20 years of experience		
Proven technology manufacturer		

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