



The Ultimate Income Model For **Recurring Monthly Revenue**



TABLE OF CONTENTS

3	Recurring Monthly Revenue
4-5	SecureGuard® Dashboard
6-7	Digital Deterrent®
8-9	Speco Cloud
10-11	Advanced Analytics
12-13	Low Light Solutions
14-15	Compliance & Certifications
16-17	EZ Installation
18-19	Remote Viewing
20-21	Central Station Monitoring
22-23	Speco Access
24-25	Commercial Audio & Two-way Audio
26-27	Services



RMR Opportunity
All Roads Lead To Recurring Monthly Revenue

What Is Recurring Monthly Revenue?

- **Recurring Monthly Revenue (RMR)**
Revenue generated by your business from all active subscriptions in a particular month.
- Our goal is to provide your business with as many opportunities to create as much RMR as possible.

How Does RMR Benefit You?

- Our mix of products and services provide opportunities for generating additional revenue streams.
- Free-to-use Advanced Analytics + Cloud Services.
- Offer services that increase RMR.
- RMR increases company value, and customer retention.



Added Value



Partnership

COMPLETE CLOUD-BASED SOLUTION

Key Features



Prevent System Downtime

Connect to customer sites for real-time management and communication.



Health Care

View the health status of systems remotely for all installs setup with SecureGuard® Dashboard.



Remote Configuration

Configure hardware and analytics remotely.



E-Maps

Insert customer's floorplan to know the specific cameras that need attention.



QR Code Connections

QR Code-based network connections via Mobile App for field installations.



User Permissions

Distribute account access and dashboard responsibilities by creating dashboard users.



Recurring Monthly Revenue

Charge to remotely manage and maintain each location without the need to roll a truck.



Remote Passwords

Change the password of a user for a single or multiple site deployment with ease.



Password Privacy

Generate a secure private password for total privacy protection



Multi-Factor Authentication*

Strengthen security with an extra layer of protection using Authenticator apps.

*Available upon request.
Please contact us at registration@specotech.com

How To Earn RMR With SecureGuard® Dashboard

- Reduce the amount of truck rolls required to service a customer's system.
- Monitor existing sites' health status remotely, allowing you to charge for the service without incurring additional costs.
- Provide additional value to customers by supplying billable support remotely.
- Implement Speco's free Advanced Analytics to fit any business model.
- Quickly toggle on and off analytics remotely in the case of late or missed payment as well as other day-to-day business tasks.



RMR Opportunity

All Roads Lead To Recurring Monthly Revenue

Request Connect

Request Connect*

Dashboard managers can now secure video recorders, ensuring site owners control access and are informed when permission is sought to access live or recorded video data.

*Available upon request.

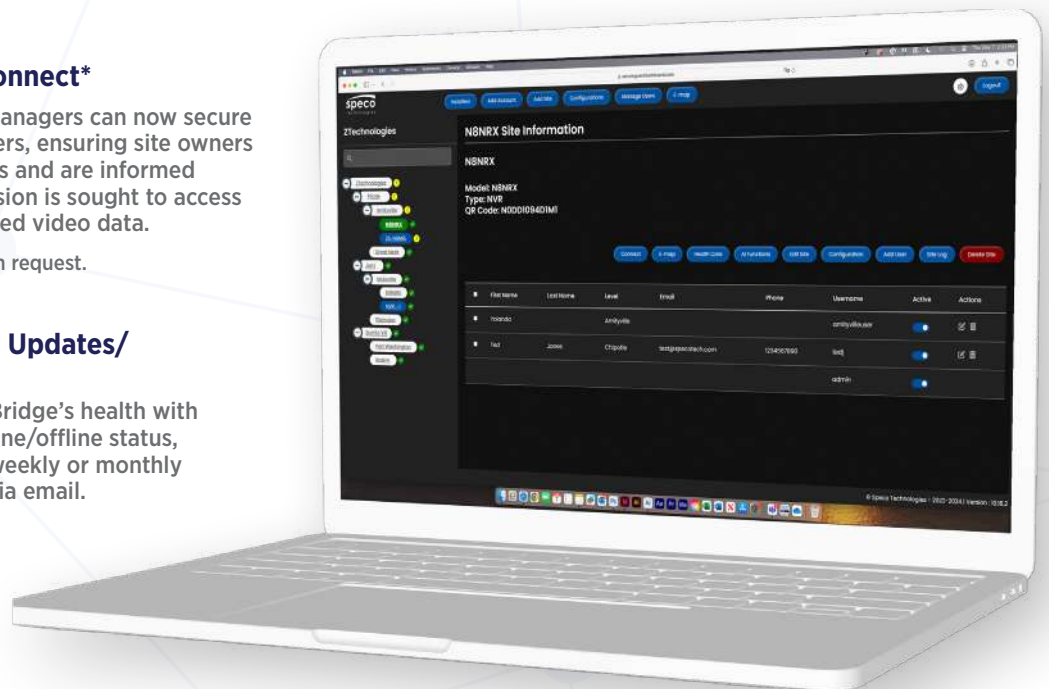


Dashboard Updates/Reporting

Monitor the Bridge's health with real-time online/offline status, and receive weekly or monthly site reports via email.



See more information on SecureGuard® Dashboard by scanning the QR Code.



For more information, visit specotech.com



STAY AHEAD OF CRIME

Stop The Crime Before It Occurs

- Designed to emit a barrage of flashing lights and a loud customizable audio message to stop criminals in their tracks.
- Increases the pressure of being caught on surveillance.



Visual Deterrence

Bright red and blue or white flashing lights are triggered on when an analytic event occurs.



Audio Deterrence

Loud siren or customized message is activated upon the detection of a predefined analytic event.

How To Earn RMR With Digital Deterrent®

- Take advantage of Digital Deterrent® utilizing it's flashing red and blue lights, along with a loud audible message, when analytics are added.



Scan to see an Actual Digital Deterrent® Event!



RMR Opportunity

All Roads Lead To Recurring Monthly Revenue

Digital Deterrent® Offers



Alert



Notify



Deter

Digital Deterrent® Features

Use the custom audio message as a sales tool for your business.

Built-in high-power red and blue lights provides visual deterrence for outdoor and indoor applications.



See more information on Digital Deterrent® by scanning the QR Code.



For more information, visit specotech.com

CLOUD STORAGE

Secure Data In The Cloud

- Store data to the Speco Cloud, based in the U.S.
- Provide redundancy in case the recorder is accidentally or maliciously damaged.
- Speco Cloud cameras now support Advanced Analytics.

Newest Advanced Analytics



Backpack
Detection



Weapon
Detection

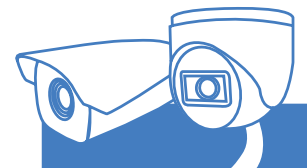


Animal
Detection

And more!
Plus, easily search through events!

PLUS+

Add ANY Speco Product to Speco Cloud using the SecureGuard® Bridge.



How To Earn RMR As A Speco Cloud Partner

- Whether it be 24/7 recording or a simple analytic event, safely send data to the cloud with ease.
- Protect customers against damage to their recorder, by providing them a backup copy of their data.
- Take advantage of Cloud Analytics by offering them to customers, at a competitive cost while increasing monthly revenue.



RMR Opportunity

All Roads Lead To Recurring Monthly Revenue

Increase Brand Awareness

Display your logo throughout the SecureGuard® Cloud app at no additional charge.

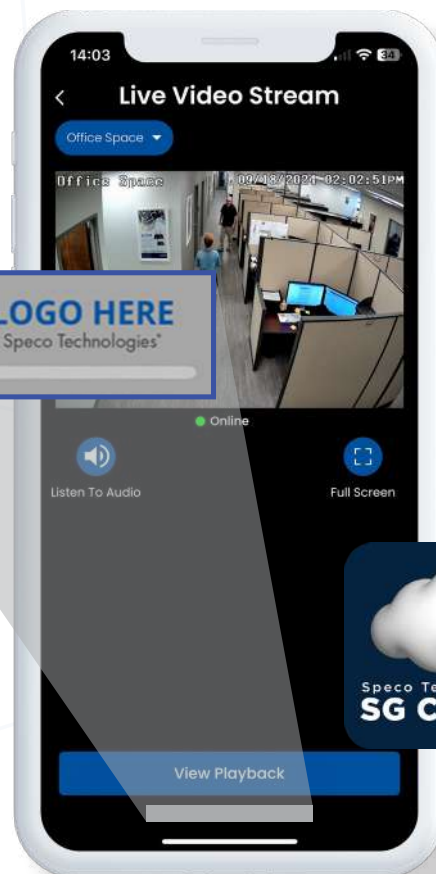
SecureGuard® Bridge

Leverage the Bridge's SecureGuard® VMS software to bring all Speco devices to our powerful Speco Cloud platform and view all or channels anywhere on any web browser and smartphone



See more information on Speco Cloud by scanning the QR Code.

YOUR LOGO HERE
powered by Speco Technologies®



For more information, visit specotech.com



PROTECT WHAT MATTERS

The Future of Security: Artificial Intelligence

- Speco Technologies® offers a suite of Advanced Analytics aimed at capturing information that is most important to you.
- Receive push notifications when an analytic is triggered.
- Provide actionable data in seconds.
- Artificial intelligence technology ignores false triggers like animals, foliage and precipitation.



Utilize analytic search to quickly find and share an important event in playback mode.

Advanced Analytics Solutions Include:



People
Detection



Vehicle
Detection



License Plate
Recognition



Line
Crossing



Facial
Recognition



Abandoned/
Missing Object



Scene Change
Detection



Target
Counting

How To Earn RMR With Advanced Analytics

- Advanced Analytics are a self-contained system (camera & recorder) with no licenses or monthly fees.
- Assign value where you see fit and offer a service that exponentially protects customer sites and reduces false alarms.



RMR Opportunity

All Roads Lead To Recurring Monthly Revenue

Advanced Analytics

Transforming security with facial and license plate recognition. Our advanced algorithms ensure accurate identification in crowds, strengthening surveillance capabilities.

Smart Analytics

Detects tampering, identifies loitering, and defines regions with precision, enhancing security and efficiency. It delivers reliable insights for safer, optimized operations.

Multi-Trigger Analytics

Our cutting-edge technology allows for the simultaneous detection and analysis of multiple events, ensuring comprehensive and reliable surveillance.



Junction box is included with most Speco cameras.



See all Advanced Analytics products by scanning the QR Code.

For more information, visit specotech.com

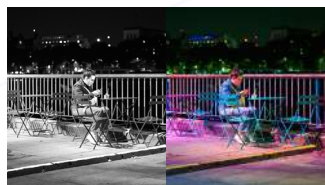


With Intensifier® Technology

COLOR BY DAY, COLOR BY NIGHT

Identify Key Features At Night

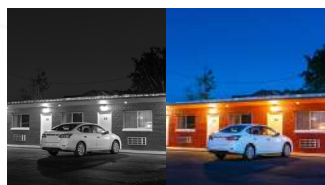
- Intensifier® Technology is a staple of Speco and provides a clear color image and full use of Advanced Analytics in low light scenarios.
- No IR distance limitation and full color capture 24/7.



Which Low Light Solution Is Best For You?

Intensifier® Technology

Utilizes ambient light to provide striking full color image in dark sites.



Flexible Intensifier® Technology

When ambient light is available, a full color image is shown and automatically switches to IR's when there is no ambient light.



White Light LEDs

Cameras are equipped with a bright white LED light to illuminate the scene and offer full color 24/7.

How To Earn RMR With Low Light Camera Solutions

- Take advantage of Speco's free to use Advanced Analytics in extreme low light situations when paired with our Intensifier solutions.
- Capture any analytic event at night or in any low light scene, which gives customers 24/7 coverage in the case of an emergency.

Without Intensifier®



RMR Opportunity

All Roads Lead To Recurring Monthly Revenue

Low Light Features

Camera automatically changes between IR and Speco's Intensifier® Technology to guarantee the best picture regardless of the lighting.

White Light Intensifier® helps brighten the scene and offer full color 24/7.



See all Low Light products by scanning the QR Code.

For more information, visit specotech.com
Products are in compliance with NDAA Section 889 Part B Guidelines

University Science Center

STAY PROTECTED

More Certified Installations

- Quote more government-funded installations with our robust line of NDAA compliant video, access control, and audio equipment.
- We strive to protect your customer's property, and data.

NDAA
COMPLIANT



Speco Technologies® Offers



U.S.-based
DDNS



U.S.-based
Technical Support



U.S.-based
Customer Service

How To Earn RMR With NDAA Compliant, UL-listed & ETL-listed products

- Tackle more installations in government-funded areas with Speco's full line of NDAA products.
- With the FCC ruling regarding cyber security, customers can take solace knowing that Speco Technologies® has then covered.
- We understand that cyber security is incredibly important and constantly evolving to outpace the latest security threats.



RMR Opportunity

All Roads Lead To Recurring Monthly Revenue

Scan The QR Code To See Speco Products With The Aforementioned Compliance

NDAA Compliant Products



UL-listed Products



ETL-listed Products



For more information, visit specotech.com



INSTALLATION MADE EASY

Making It As Simple As 1, 2, 3....

- Speco Technologies® has solutions that are as convenient as possible for installers and end users.
- Quick installations made possible through Speco's EZ Setup and EZ Networking capabilities.
- Most of our cameras include a junction box.



Simple Installs

Installation has never been this convenient.

Speed Up Installation With EZ Features

- P2P QR code networking
- EZ IP camera setup
- Built-in PoE switches
- Junction boxes included with most cameras

Wall Mount Solutions

- We offer patented covert wall mount recorders, that are easy to install. Plus, it can customize them with your logo.

Branding Opportunity
with our Private Labeling



RMR Opportunity

All Roads Lead To Recurring Monthly Revenue

Installations Features



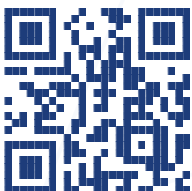
EZ Install



EZ Setup

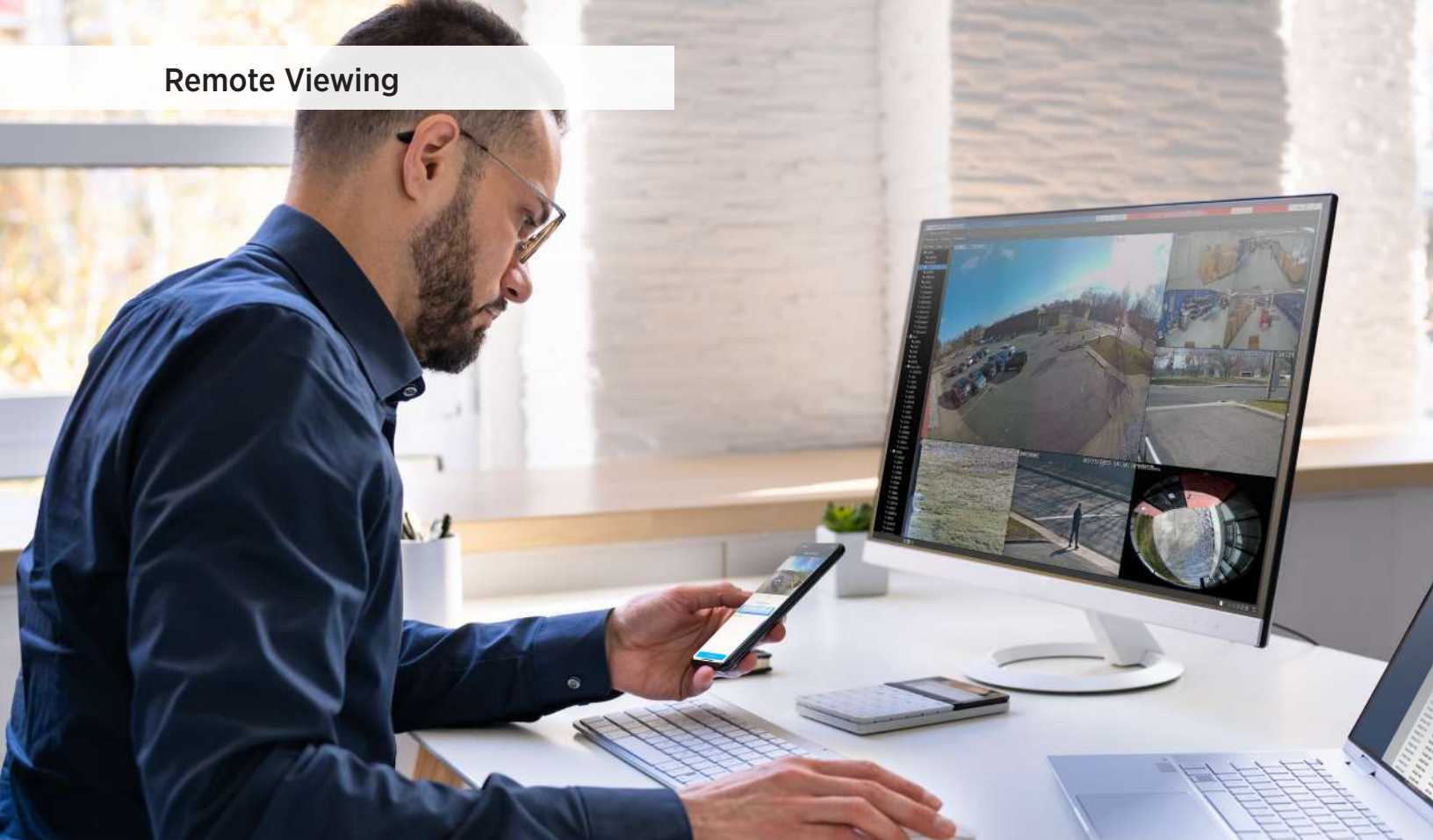


EZ Operate



See all EZ Search
work by scanning
the QR Code.

For more information, visit specotech.com



VIEW ALL AT ONCE

Video Surveillance At Your Fingertips

- Speco Technologies® offers numerous remote viewing platforms to continually monitor your property.

Apps Now Available On:

- iOS®
- Windows®
- Android™
- Mac®



Download on the
App Store

GET IT ON
Google Play



See all of Speco's
mobile app by
scanning the QR Code.

How To Earn RMR With Remote Viewing

- Maximize Speco's free to use advanced analytics on-the-go by setting up notifications to alert of analytic events on your property.
- Provide customers the data to help protect and manage their workplace or residence.

Notification Formats

- Push Notification
- Text Message
- Email
- On-Screen Popup



 **RMR Opportunity**
All Roads Lead To Recurring Monthly Revenue

Mobile Apps Offers



Alert

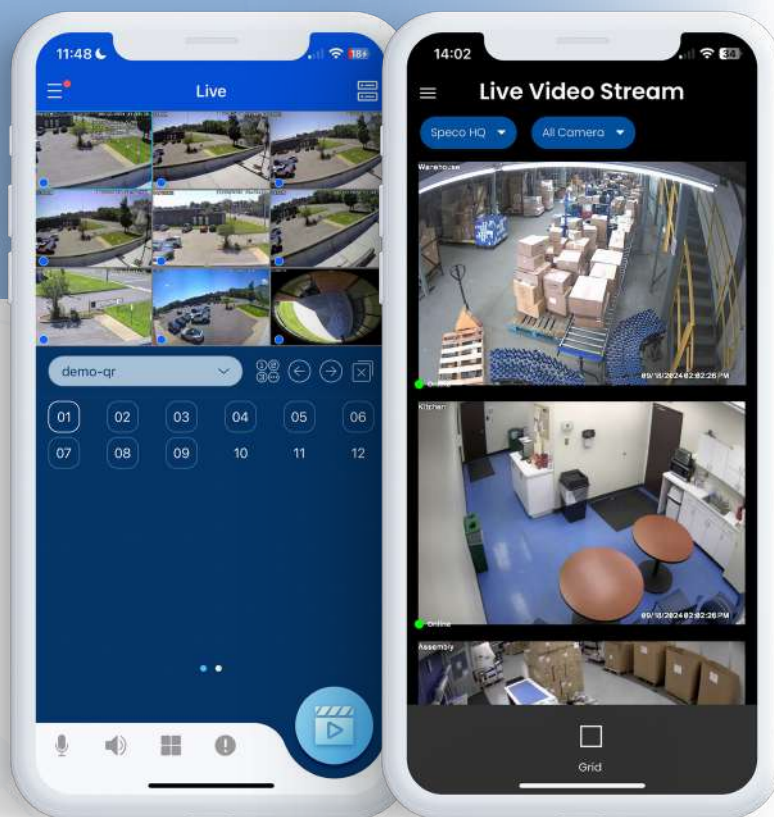


Notify



Operate

**A Remote
Connection In The
Palm Of Your Hand.**



For more information, visit specotech.com

SURVEILLANCE HUB

Central Station Monitoring & Video Surveillance

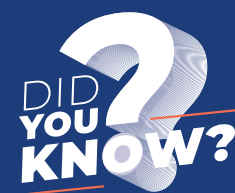
- A variety of Speco Technologies® products are integrated with Immix® and CHekT Visual Security, which are monitoring platforms used by hundreds of central stations, to facilitate managed video services.
- Immediate video verification of an event eliminates false alarms and costly fees associated with an incorrect notification.

Feel at ease knowing your property is under vigilant watch and can receive help when needed.



How To Earn RMR With A Central Station Monitoring Operations

- With Immix® and CHeKT Visual Security integrations show customers the true value of overarching protection.
- Speco Technologies® free to use Advanced Analytics, will eliminate false triggers, saving customers time and money.



AVS-01 is a rating system that scores alarm severity with video verification, helping first responders prioritize emergencies.



RMR Opportunity

All Roads Lead To Recurring Monthly Revenue

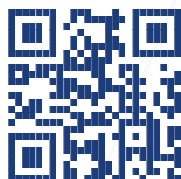
Around The Clock Video Monitoring & Verification



Immix® provides scalable video and event-based monitoring solutions for central stations and command centers. It's open platform unifies systems, enhances services, and creates recurring revenue. Immix® offers customizable modules for communication, dispatch, and AI, optimizing operations and boosting competitiveness.



CHeKT Visual Security integrates AI-powered video with alarm monitoring centers, offering real-time video control for enhanced security. It provides comprehensive protection for homes and businesses, boosting peace of mind.



See all of Immix® products by scanning the QR Code.



See all of CHeKT products by scanning the QR Code.

For more information, visit specotech.com



EXTRA SURVEILLANCE PROTECTION

The Key To Opening & Locking Endless Doors

- Speco access control is a browser-based solution that is fully scalable to fit any commercial or residential need.
- Offers two-factor authentication when paired with speco's video surveillance.
 - Two-factor authentication + facial recognition confirms that the credential is being used by the verified user.
 - Fully scalable - enable features on demand.

What Access Control Offers:



Entrance



Access



Authorize



Available on iOS®
and Android™

How To Earn RMR With Speco's Access Control

- Integrate access control and surveillance systems to provide additional security to customers in the form of two-factor authentication and with remote management console.
- Capitalize on our free-to-use analytics, including facial recognition, to further protect your customer's property.
- Enable a remote management connection for users to securely access the system from outside of the network.

 **RMR Opportunity**
All Roads Lead To Recurring Monthly Revenue



When Face
& Credential
Match, Access
Is Granted.



See all of Speco Access
products by scanning
the QR Code.



For more information, visit specotech.com

ALWAYS LISTENING, ALWAYS READY

Check One, Two, One, Two....

- Converse in real-time using our two-way Audio feature.
- Actively deter unwanted visitors from committing a crime on any property or simply communicate important information to those in earshot.
- This feature is accessible through a desktop, tablet, or mobile device for communication on-the-go.

What Two-Way Audio Offers:



Notify



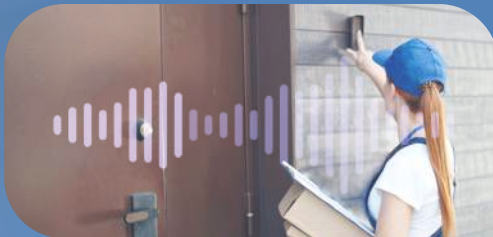
Two-way



Audio

How To Earn RMR With Commercial & Two-Way Audio

- Transform any Speco video surveillance system to communicate in real time with our two-way audio feature.
- Combine the power of speco's free advanced analytics with our state of the art commercial audio products to trigger automated messages after hours.



Communicate in real-time to welcome a familiar face to your location.



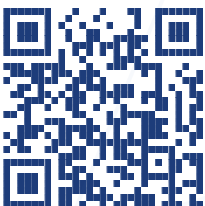
RMR Opportunity

All Roads Lead To Recurring Monthly Revenue

Control IP Speakers With Speco Audio Manager.

Unlock the full potential of IP audio:

- RTP multicasting
- SIP Trunk capabilities
- Multi-zoning
- Ability to create schedules
- Stream live radio
- Utilize the built-in bell feature



See all Two-Way Audio products by scanning the QR Code.



For more information, visit specotech.com



CATERING TO YOU

Full First Class Service Just For You

- Beyond our product mix, Speco delivers an exceptional customer experience tailored to your needs.

Speco Technologies® Offers



Customer
Service



Tech
Support



PhD
Team
(Training Team)



S.E.A.L
Team
(Systems Design)



Private
Labeling



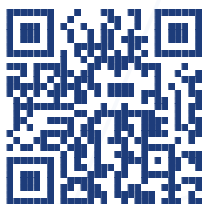
Custom
Marketing

Drive New Business With Speco's Marketing Services

- Speco's Technical support saves time and increases the amount of installs each a day.
- S.E.A.L Team is a sales, engineering, and leadership designing your surveillance system.
- PhD Team is certified trainers educating you on the latest Speco products and solutions.
- Custom marketing materials provide your company with a secondary marketing team to support your sales efforts.

 **RMR Opportunity**
All Roads Lead To Recurring Monthly Revenue

**All Materials Can
Be Customized To
Your Liking.**



See what Speco can offer you by scanning the QR Code.

For more information, visit specotech.com

We Give You More

All-in-one source provider of video surveillance, access control, and commercial audio.

U.S. Based technical support and customer service teams trained to give you the best experience possible.

Included junction boxes with most cameras, making installation more convenient than ever before.

Family owned and operated for over six decades.



2024 Security Vanguard Award



Security Today Magazine:
2024 Product of the Year
SecureGuard® Dashboard



Security Sales & Integrations Magazine:
2025 Stellar Service Award

65

years

Speco Technologies® is committed to improving surveillance, access control, and audio technology through innovation, exceptional customer service, and high-quality products. Our mission is to contribute to a safer and more secure world by surpassing expectations and setting new standards in the industry.



A TRUSTED NAME IN THE SECURITY INDUSTRY SINCE 1960