



5 Reasons Dealers Choose Armstrongs, A Becklar Company for Video Remote Guarding



1. SAVE TIME AND RESOURCES WITH WHITE-GLOVE ONBOARDING

Armstrongs and Becklar serve as your master tech ops providers.

We just say yes. Any software, platform, analytics stack, AI, network, camera/VMS or hardware – we have your back. Your team doesn't have to become integration experts to sell the service. We handle it for you without requiring any new hardware, backed by Armstrongs' proven Canadian service standards.



2. REDUCE RISK BY RESPONDING FASTER

Measured from action, not just detection.

The number that stops a loss isn't how fast a camera sees something – it's how fast a trained operator intervenes: audio warning, escalation, and police engagement. Our industry leading response times reduces customer loss and improves satisfaction.



3. IMPROVE YOUR MARGINS - NO MORE TRUCK ROLLS

Your cameras. No new hardware.

Our partnership solution layers onto the camera infrastructure your customer already has – no proprietary boxes to sell, ship, install, or maintain. This eliminates additional costs and removes points of failure, maximizing your profit margins.



4. IMPROVE SALES EFFICIENCIES AND DRIVE GROWTH

Built to enable your rapid growth, not just ours.

Our comprehensive AI-powered sales and marketing toolkit helps you spot and develop new opportunities in your market. Access sales enablement tools, battlecards, and industry-specific, customizable, ready-to-use marketing assets that carry your unique brand and messaging.



5. PROTECT YOUR ACCOUNTS

No conflict of interest with your book.

We are your partner, not your competitor. Armstrongs does not sell direct, so we are never competing for your customers. Your accounts stay your accounts – always.

Ready to add Video Remote Guarding to your portfolio?

Call 437-788-3870 or visit sales@armcom.ca



40,000+
Cameras
Monitored



\$55M+
Saved in Theft &
Damages



100,000+
Crimes Stopped
Annually



4x
Typical RMR vs.
Traditional Security

Where Becklar Sets the Standard

Category	Typical Provider	Armstrongs-Becklar Partnership
Response Times	Detection speed only (seconds to "see" an event)	Time-to-action: verified event to operator intervention in under 10 seconds
Onboarding & Setup	Dealer manages multiple vendors & integrations	Armstrongs and Becklar act as master integrators across any software systems, networks, cameras & analytics
Hardware	Proprietary boxes, trailers, or MSUs to sell & truck-roll	Works with cameras your customer already has installed
Growth Tools	Monitoring service only	Dealer marketing & lead-identification tools plus customized, personalized, industry specific collateral
Expertise	Operators handle a variety of calls with little customization	Expert video response team trained in your unique action plans
Channel Model	Parent company may also sell direct guarding services	Channel-only. Your accounts stay your accounts

What This Means for Your Business

- Grow recurring monthly revenue from cameras you've already sold and installed
- Maximize your sales efficiencies with targeted lead identification in your markets
- Easy-to-deploy for you and your customers with expert support and tech ops included in every deal
- Improve customer retention, reduce false alarms, and restore peace of mind
- Differentiate your offering in RFPs and renewals against with targeted assets that help you sell your services

THE 5-POINT ADVANTAGE, AT A GLANCE



White-Glove
Onboarding



Faster Response
Times



No Extra
Trucks



Marketing &
Sales Tools



Channel-Only
Partner

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