

LIGHT

vs.

RIGHT

Integration

We get it. Your customers have already paid a lot for the security applications they need to protect their people and property. Asking them to hand over more money to make those applications work in harmony feels like pushing it.

So, sometimes it seems to make more sense to just do a cursory integration that is simple and cheap.

We strongly recommend avoiding this path of least resistance. Here's why.

RIGHT

CREATED BY SDK EXPERT WITH UNDERSTANDING OF SYSTEM RELATIONSHIPS

In addition to decades working with access control systems, we have developed the expertise needed to understand the relationship between connected systems. Navigating data and SDKs across multiple systems is our sweet spot.

DEVELOPER OVERSIGHT OF VERSION MANAGEMENT ACROSS APPLICATIONS

As the company responsible for the links between the applications, we have the unique proficiency needed to ensure that, when one application upgrades to a new version, it doesn't break everything connected to it.

SIGNIFICANT # OF SHARED FEATURES BETWEEN APPS

We believe no business should settle for less than 'it works just the way you want it to'. That means every possible feature that can be brought over to one system should be. The closer to single system management, the better for all.

MOST FUNCTIONS MANAGED THROUGH THE PACS GUI

When you bring over as many features from the multiple connected systems, it is essential that you can manage them as seamlessly as possible through one interface.

MORE TIME REQUIRED FOR FULL INTEGRATION

Yes, it's true. Developing a tightly integrated system the right way can take more time than doing a "light" integration. But, our long list of customers will tell you it's worth the wait. [Ask us](#) for references.

LIGHT

OFTEN DEVELOPED BY MANUFACTURER'S IN-HOUSE ENGINEERING TEAM

This is not necessarily a bad thing, but the truth is, each manufacturer is an expert in their specific solution, and NOT in how that solution integrates with others. Sometimes the integration will be good, sometimes it won't.

NO OVERSIGHT OF VERSION MANAGEMENT ACROSS APPLICATIONS

More than any other reason, this will be the one that causes the biggest headaches. With each manufacturer releasing new versions several times each year, who will be responsible for ensuring nothing breaks in the integration?

FEWER FEATURES AVAILABLE IN ONE PLACE

Sometimes it can be tempting to just do what is asked. That means, if your customer asks for two things, that's what they'll get. But we all know that, eventually, more is better and more is what your customers will want.

TOGGLING BETWEEN APPLICATIONS REQUIRED

In a light integration, your customers will find themselves still adding info in one application, then toggling over to the next application to add different info, etc. Not very efficient.

GENERALLY LESS DEVELOPMENT TIME REQUIRED

If one of the application manufacturers can factor the integration work into the development they are already doing for one of the systems, it can take less time to get a simple, light integration.

To learn more about integrations done the right way, visit www.newmktolutions.com or email info@newmktolutions.com