



Benefits of the Kastle System

1. **Physical Logical Access Interoperability (PLAI)** – Kastle will provide at **no additional cost**, which will allow for seamless integration with other cloud-based technologies. The impact of PLAI goes well beyond making PACS systems interoperable, as access systems can serve as the foundation to share location-based information with other cloud based systems to do things we couldn't have imagined even a year ago.
2. **Redundancy / Active Disaster Recovery (ADR)** – Kastle uses Active Disaster Recovery (ADR), which is different from Disaster Recovery (DR) in the sense that it is always present and does not require activation. Kastle maintains two (2) redundant Operations Centers in Falls Church, VA and Philadelphia, PA. As such, every component of the CEB's system is backed up and CEB will have access to its data in the event of a catastrophe to one of its offices. To achieve that same level of redundancy with any other type of system, duplicate licenses and servers would be required.
3. **Unlimited Training** – As part of the Kastle managed service, Kastle will provide CEB security and regional office personnel with end-user training. There are no set limits on the number of employees that can participate in the myKASTLE Training. Kastle provides a number of training formats to meet the needs of new and existing users: At Kastle's training facility in Falls Church, VA, at one of Kastle regional offices, at CEB site locations, through Web Based Training (WBT) through Kastle's e-learning portal, through Computer Based Training (CBT) delivered on DVD or through live Webinars. All of this is provided at no additional charge to CEB.
4. **Web-Based Interface** – Kastle continuously upgrades its software in response to changing needs and expanding authorized users management capabilities through an interface called myKASTLE. This includes both browser based and mobile web client base interfaces.
5. **Sustainment** – Kastle will provide ongoing maintenance and support (sustainment) services after system installation to include proactive system monitoring and diagnostics, preventative maintenance, break-fix and replacement of failed components, and planned life-cycle upgrades.
6. **Non-Obsolescence** – All components of the Kastle system are backwards compatible as well as forward retrofittable. CEB will never outgrow the system or be required to spend Capital Dollars to "replace the panels" because of capacity issues or software obsolescence. Updates and upgrades can be delivered automatically and are provided, at no additional costs to CEB as part of our Managed Service.
7. **Unlimited Expansion** – The architecture of the Kastle system is modularly designed, which means there is no limit to the expansion capability.
8. **Free Data Migration** – From existing systems, all cards and associated access of employees will be migrated at no cost.
9. **Measurable Savings** – Kastle will deliver measurable savings to CEB by reducing operating expenses and using staff more efficiently. As a specialist in fully-managed, end-to-end access and security solutions, Kastle is structured to provide efficiencies and economies of scope and scale. The architecture of Kastle's solution integrates people, processes, and technology in a way that delivers greater security at lower cost for clients nationwide.

10. **Single Point of Contact With 24/7 Responsibility** – Kastle does more than simply design, install, and maintain the system. Kastle provides a single point of contact to CEB to assure smooth operations of ongoing monitoring, programming, operations, administration, and changes/upgrades to ensure CEB's security system remains functional.
11. **24/7 Monitoring of Alarms** – All doors can have the capability to be monitored 24 hours/day, in real time, providing the highest levels of security and accountability. Kastle can monitor for five (5) distinct and different conditions for each card reader system: alarm, prop, access, long access, and tamper.
12. **Experience** – With more than 42 years of experience, Kastle is the established leader in building security. Kastle secures more than 2,000 properties and 37,000 tenants across 400 million square feet of office space nationwide and internationally.
13. **Locally Headquartered** – Kastle's headquarters and main operations center are located in Arlington, VA.