

# Physical Security Benchmark Report

Digital System Design Improves Customer Experience & Delivers Tangible Benefits

Physical security leaders and system integrators alike benefit from collaborative system design, digital site surveys & dynamic “living” as-builts.

**OVER 200** Physical Security Professionals Surveyed

**48%**  
System Integrators

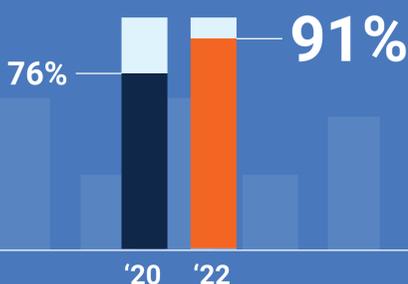
**29%**  
End Users

**23%**  
Others\*



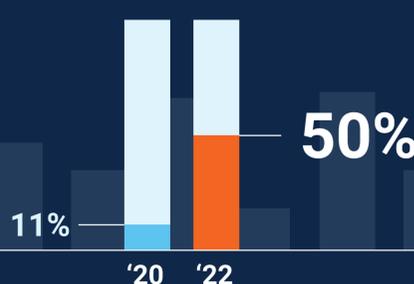
## System Integrators

### Favorable Business Outlook

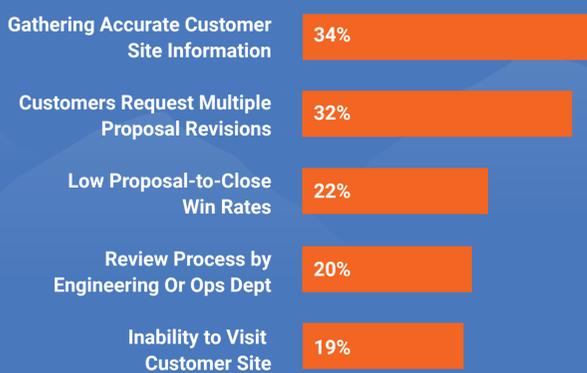


## Corporate & Campus Physical Security Leaders

### Say Budget Will Increase this Year



## Biggest Challenges for Each Group



System Integrators have multiple ways of gathering customer requirements.



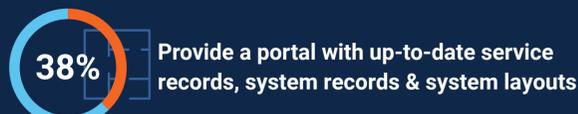
**23**

Hours to Prepare an Average Size Proposal Leads to:

- ✓ Inconsistent site survey data from multiple sales people
- ✓ 1-4 revisions needed per proposal
- ✓ Difficulty achieving profit margins



Leaders would benefit if their System Integrator partners would:



**43%** of End Users Design Systems Themselves, Then Request Bids/Proposals

\*Manufacturers, A&Es and Consultants



Both Audiences Agree

**Adopt Collaborative System Design Software to Improve Business**



Download the full executive summary report and analysis at [SystemSurveyor.com](https://SystemSurveyor.com)