



NAMTSE 2004

The Running of a Mid-sized Alarm Company

Peter Lowitt
Lowitt Alarms & Security

Small Alarm Company

- Owner and/or partners
- Vision
- Plan
- Structure

Mid-sized Alarm Company

- Basic structure
- Vision
- Plan

Uniformity of Goals

- Control
- Standards
- Policies
- Management
- Communications

Financial Considerations

- Liquidity
- Banking Relations
- Financial Control

Vendor Relations

Management

Customer Relations

Contracts/Legal

Internal Systems

- Telecommunications
- Automation Systems
- Tech Support
- Human Resources
- Standardization