Smart Premises, Smart Experts.

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SMART PREMISE, SMART EXPERTS.

The Challenge

According to Compass Intelligence research, an estimated 62% of tech deployment projects, including IoT implementations, end up over budget or delayed. In addition, roughly 80% of IoT deployments fail or are ineffective. This is an alarming problem and is a result of many issues, including unrealistic technical promises, lack of skilled professionals or installers, poor project management, integration issues, and financial gaps.

Primary Issues.
1. Overcommittment
2. Integration Problems
3. Unskilled Professionals
4. Poor Project Management
5. Budget or ROI Issues
6. Scale or Technical Issues

With the rise of smart technologies, such as the Internet of Things (IoT) and artificial intelligence (AI), and advanced wireless solutions, reliable and efficient smart premise installation services are imperative for seamless business operations. Based on Compass Intelligence recent survey research, an estimated 42% of companies have plans to or will be required to upgrade or modernize their existing physical infrastructure to meet transformational and automation plans over the next 3 to 5 years. Operational Technology (OT) is also becoming more important to better serve industry-specific needs and use cases, including those specific to buildings and offices, campuses, factories, warehouses, farming facilities, and other sites. Network physical infrastructure such as cabling, antennas, power supplies, wiring, and other smart premise products are often the underlying foundation to many of these IoT implementation projects. As such, satisfying customer expectations requires a reliable, reputable, and highly experienced installation team to understand connectivity needs, existing infrastructure setup, communications capabilities, scale and depth of technical requirements, physical and network security implications, and more.

The Solution

Smart premise implementations require next-level expertise and proven, experienced installation. As infrastructure and systems become smarter, more sophisticated, and interconnected, they also become more vulnerable and introduce risk. Optimal infrastructure configuration and installation with leading and certified installers is essential. A reputable and reliable provider with a proven track record of success, excellent customized services, and a focus on optimizing technology in a variety of industries is vital. IoT solutions are also relying more on both cloud and edge computing architectures, and thus the vendor businesses partner must have the skills and expertise to meet demanding data infrastructure needs and efficiently manage the collection, storage, and transport requirements of mission-critical data. Lastly, the technology team must understand the latest trends in IoT, edge AI, private wireless, and sensor system networks to support building, office, or campus infrastructure projects that help businesses and organizations remain competitive and relevant in the digital age.

Smart Buildings, Offices, Spaces.

NETWORK INFRASTRUCTURE
Voice/Data/Video & Fiber Cabling

WIRELESS NETWORKS
Access Points, Heat Maps, Maintenance

SECURITY & SURVEILLANCE
CCTV Cameras, Access Control, Sensors

5G NETWORKS
Mesh Architecture, Remote Locations

IOT DEPLOYMENT
Planning, Staging, Install

ELECTRICAL INSTALLATIONS
Power Equipment, Switches, & Panels

COMMUNICATION SYSTEMS
PA Systems, Displays, Digital Signage

PROJECT MANAGEMENT
Certified Project Managers & Services

In addition to businesses looking for infrastructure and smart premise experts, the entire IoT channel is also in need of these same professionals. From value-added resellers (VARs) and managed service providers (MSPs) to IT/integration specialists and OEM installers, who they choose to partner with for implementation and deployment needs is critical. Like a business choosing the optimal vendor, partnering with the optimal team of installers and certified technicians should be part of the channel's business model to support IoT and smart premise projects.

Automating Premises

As businesses across the globe advance their digital transformation plans, the network, along with the infrastructure of the space or building, becomes paramount. In order for transformation to take place, the core or foundation must be in place. This includes communication systems, IT hardware, networking equipment and cabling, and electrical wiring. Business and government applications, from industrial software to CRM platforms to logistics systems all rely on high-performing infrastructure and their specific operational requirements must not be underestimated. Transitioning to an intelligent building or smart campus requires professional, technically trained, and highly experienced teams that not only get IoT and automation, but know what it takes to optimize operations. Select a vendor ready to turn legacy infrastructure into the advanced foundation to automate facilities.

Partner with the RIGHT network experts.

» **Businesses & Government.**

» **MSPs. & VARs.**

» **IT/Integrator Vendors.**

The Benefits

Having a team of installers and technicians that are technically proficient, certified, device agnostic, and diverse across equipment and network topologies minimizes the potential of a failed project, and instead, ensures a much higher probability of completed initiatives that are on-time and on-budget projects. With today's fast-paced needs and requirements of businesses and government offices, selecting a vendor that has a proven history, along with clearances and access permissions, is beneficial for today's demanding IoT projects.

It is also helpful to select a vendor who has key partnerships and relationships with some of the leading VARs, MSPs, and IT vendors/integrators across the U.S. A majority of smart premise and IoT projects require a range of vendors and partners to complete implementations, and these relationships are important for success. In addition, using those vendors with existing trusted relationships will generally be beneficial to avoid integration, scale, and technical challenges.

Finally, the benefit of being able to leverage a team that possesses highly experienced project managers is to keep the project moving smoothly and efficiently. Having a team of experienced technicians, installers, and project managers to manage and provide on-time and on-budget professional cabling, wiring, security, and access control installation services will support the organization's successful journey towards digital transformation.

The Outcomes

Reaching an on-time, on-budget, scaled, and secured IoT implementation is not complex, it just takes the RIGHT people to execute. As businesses advance operations, upgrade infrastructure, and automate businesses and experiences, benchmarking and setting realistic outcomes is important to communicate to vendors and partners. Communicate clear expectations and structure benchmarks to help track progress and tie outcomes to the smart premise deployment. To achieve success, it is critical to choose a partner that can meet those implementation benchmarks and expected outcomes.

About ICAS

ICAS manages end-to-end smart premise installations that enable and optimize business digital transformation, cloud and edge computing architectures, operations modernization, and IoT and enterprise automation projects. The company serves major industries including education, public and private enterprises, government, utilities, transportation, and other entities that are looking to digitize their operations. ICAS has a 40+ year track record of successfully completing projects of all sizes, and its ability to solve technical complexities is unmatched. Contact ICAS by calling **+1 (800) 247-5203**, emailing askus@icascorp.com, or visiting their website at www.icascorp.com.

design. configure. install. manage.
- Professional, Certified, & Experienced
- Fast, Efficient & Flexible
- Reliable, Supportive & Specialized
- Technicians & Project Managers
- Smart, Proven One-Stop Shop
- 40+ Years of Trust & Service

A Track Record of Success

Savvy partners and solutions providers consistently rely on ICAS to implement their most challenging projects. For example, the company was recently sub-contracted to oversee the recabling and installation of network infrastructure for a major university in the Northeast United States. The multimillion-dollar project was completed ahead of schedule and on budget, enabling the institution to leverage its new communication and security solutions without any hiccups.

In another instance, ICAS was hired by a national solutions provider to manage a network upgrade for a global insurance company, which included on-site installation of ethernet cabling, video surveillance, and access control at 35 sites around the United States. The project was completed precisely to plan, satisfying the needs of both the vendor and customer.

VARs & MSPs Should Consider ICAS

The ICAS team of professional and experienced certified technicians are experts in structured cabling design, installation, and testing. The team has certifications from recognized organizations in the industry. In addition to experience, the ICAS team has a strong and trusted reputation in the tech industry, while providing competitively priced services that are fair and valuable to clients. ICAS supports customers in saving money while still ensuring that they have a reliable and high-performing technology network infrastructure.

About Compass Intelligence

Compass Intelligence is an 18-year-old boutique market research and advisory firm providing market intelligence and consulting services to companies around the globe. Our services include strategy acceleration, consulting and ideation services, market segmentation, market research/intelligence, survey services, and competitive analysis in the telecom, mobility, IoT, and auto tech industries.

We specialize in helping our clients leverage metrics-driven intelligence & insights to make salient strategy decisions to enter new markets, grow existing business, enhance partnership and alliance programs, and remain relevant to the changing needs of businesses and consumers. Compass Intelligence has worked with hundreds of Fortune 500 companies and is trusted by tech companies from startups to global corporations. Visit compassintel.com to learn more.

About Stephanie Atkinson

Stephanie Atkinson is the founder and CEO of Compass Intelligence, a leading tech advisory and market research firm based in Texas. Her knowledge base and expertise are centered around telecom, IT, mobile, IoT, emerging technology, and various high-tech topics. She is well known for simplifying complex topics, while educating and engaging executives, leaders, and managers who seek contextual information to help grow business, companies, and strategic initiatives. Mrs. Atkinson is listed as a top 100 thought leader and influencer to follow for the past three years by Thinkers360 and is listed by numerous media firms as a top influencer in IoT. She has been quoted in CNN Money, Wall Street Journal, USA Today, and CEO Magazine. Mrs. Atkinson serves as President of Elevate Our Kids, and as an advisor to Silverwood Partners, and Texas A&M Engineering Technology and Industrial Distribution Department. Ms. Atkinson holds a B.S. in Industrial Distribution from the College of Engineering at Texas A&M University and an M.B.A. with a concentration in Management of Technology from the University of Texas at San Antonio.