

Consider BSI—Think Green

Extending the Life of Your EAS Investments

By John Gantenbein, President, BSI

Among the more significant technology expenditures retailers make in today's business are those for electronic article surveillance (EAS) and video systems. Once the decision is made to deploy a technology such as EAS across the entire footprint of a retail chain, the real work begins.



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It starts with a few necessary steps to ensure the investment will work as planned:

- Acquiring the capital funds to purchase the systems.
- Planning and scheduling for any potential disruption to operations during the installation process.
- Taking into account the cost of installation—floor cuts, electrical requirements, and manpower.
- Training the store associates in the proper processes and protocols.

So what happens several years down the line when the EAS technology retailers embraced starts to age and is no longer supported by the original equipment manufacturer? Do they need to start over and replace the worn-out systems with new? How much more do these new systems cost? How does it impact the ROI? What other unforeseen costs are missed?

There are, in-fact, viable options to extend the life of your EAS investments and contribute to environmental sustainability goals. Figuring out ~~when/where~~ it makes sense to revive legacy systems versus investing in new is the key. Retailers have some incredible value-added options today that provide for significant savings while protecting their original investments.

Best Security Industries (BSI) is known as a premier provider of both private-label and certified pre-owned EAS systems, as well as engineered video solutions. It is also the largest procurer of legacy EAS technology in the industry. But what some may not realize is that we also offer

robust field service, maintenance, and bench repair programs that can extend the life of most legacy EAS technologies and accessories. Our organization consists of certified service, repair, and installation professionals. BSI's technicians have on average 20 years of experience. We employ a knowledgeable sales organization as well. The combination of these experienced and accountable people are sure to meet and exceed your expectations.

BSI's other services include on-site or remote diagnostic services to identify potential issues with EAS systems. Our technicians can remove and repair just about any existing legacy EAS system or components deployed today. A value add for a retailer is the option to simply ship any damaged unit or component to BSI and utilize our repair depot where it will be fixed and returned for re-installation. We warehouse a large inventory of legacy EAS equipment allowing for the replacement of damaged units with newly refurbished ones. This service saves considerable down time while getting systems operational again.

Our company offers an in-house "express exchange" or repair program. Equipment accessories such as detachers and deactivators can be repaired or replaced at our warehouse. It is important to note that these accessories, in many cases, have a one-day turn around.

Additional services designed to support sustainability goals, we recycle and repurpose older legacy systems for use as replacement components within a retailer's existing footprint. As part of our depot program, we will remove EAS systems from closed locations, refurbish them to original manufacturers' specifications, and warehouse (or depot) the inventory until it is needed in new locations. BSI will also handle most merchandise protection solutions (MPS) including tags, pins,

wraps, and cables that require sorting, cleaning, quality-control inspection, and repackaging. The product is then inventoried and, if desired, put into depot for a retailer, so it can then be used for future deployment or immediate distribution to specified locations.



BSI can extend its refurbish, repair, and replacement programs to some video systems including domes, fixed cameras, switches, and digital video recorders. This service is available through our video services team and requires some initial qualifying with the retailer.

BSI prides itself on being a value-added solutions provider that retailers can turn to for help in extending their investments in legacy EAS and MPS technologies but also recognized for their private-label new EAS systems and engineered IP video solutions. When retailers are faced with the choice of holding on to their original investment or replacing the existing infrastructure with new systems, they need to understand they have options. If you have not met with a BSI sales consultant, reach out for a professional assessment of your existing equipment and get a customized demonstration of the value BSI can provide.

Serving the loss prevention industry since 1987, BSI is a choice worth considering. ■



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Leader in EAS and Video Solutions Since 1987