

Blitz Installer Case Study

The Company

2008 will see Blitz www.blitzsecurity.co.uk celebrate 25 years of providing customers with service excellence in the security business. Within this time the business has grown from a one-man band specialising in intruder alarms to a base of four offices covering the South East of England, providing a full portfolio of security services including the two growth areas of CCTV and access control. Despite this growth Blitz has remained true to its founding principles of providing reliable products backed with first class service. This focus on customer care is exemplified by Paul Germaine, the founding partner's business philosophy: "It's just as important to know how to take care of your customers when things go wrong as when they go well".

The Situation

Blitz has established a strong reputation for effective deployment of leading edge technology that it is keen to develop further. For example, Blitz fully embraced the industry move to dual-path signalling, welcoming the additional security that it offered. Not surprisingly then Paul was on the look-out for a dual-path signalling service that complemented his customers move to broadband networks.

The Solution

Blitz opted for Emizon 21, the first secure dual-path signalling service specifically designed to work with broadband/IP networks. As a fully managed service Emizon 21 provides the highest standards of security with an all-inclusive price backed with hands-on support. More importantly for Paul, the primary path uses the wired broadband, rather than wireless mobile path, which he felt sat more comfortably with his customers experience as to the reliability of using these two networks.

Blitz opts for Emizon's smart straightforward signalling service.

“More and more of our customers are using broadband and we wanted to be able to offer them a modern, reliable signalling service designed to work with today's communication technology. At the same time we needed a service that would build on our reputation for customer care.”

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The Benefits

Emizon 21 means that Blitz are able to offer customers a new, exciting service that uses leading edge technology to provide a secure and reliable signalling, at a highly competitive price. While for their Engineers, Emizon 21 is even easier to install than traditional signalling services. "With the drive to add value through integrated solutions combining CCTV and access control, we need our intruder alarms to be easy to fit, with low on-going maintenance. In our experience Emizon 21 fits this bill and offers a truly fit-and-forget service". Looking towards 2008 and Blitz's 25th year of operation Paul is keen to maintain his focus on customer care by working with Emizon to offer his customers using legacy single-path signalling the opportunity to upgrade to Emizon 21 and offer them the very latest in signalling security.

“ Emizon 21 is straightforward; it does what it says and can be fitted by simply following the instructions. ”

To secure the benefits of Emizon 21 for your business call us on:

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www.emizon.com



EMiZON 21

The Smart Way to Secure Alarm Signalling



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