

DID YOU KNOW
SALES TIPS From **DSC**

How To Sell Back-Up GSM Communications Using The 9047

When using self contained wireless security systems, customers typically have one common objection: “If all the hardware is in the self contained unit, the burglar can rip the control panel off the wall when he/she breaks in”. This common objection is an excellent opportunity to increase your monthly recurring revenue by up-selling the customer on wireless GSM communications.

Here is how:

The Power Series 9047 is one of the only self contained wireless security system with an auxiliary 12VDC regulated power supply on-board. First, secure a standard power supervision relay (DSC-RM1C or DSC-RM2) in the GS3060’s cabinet, which has been installed at a different location from the 9047. Second, connect the relay’s NC and COM terminals to the GS3060’s zone 3 and COM terminals, and connect the relay’s 12VDC and GND terminals to the Power Series 9047’s auxiliary power supply. Finally, enable option [4] in section [014] in the Power Series 9047 installation programming to enable the 12VDC power supply.

Not only will the GS3060 back up the telephone against the telephone line being cut, but if a burglar rips the Power Series 9047 off the wall during a break in, the wires will break and the power supervision relay will deactivate. This will short zone 3 on the GS3060 and instantly communicate a burglar alarm to the monitoring station.

This is an easy way to add additional value and piece of mind to the customer, while significantly increasing your monthly recurring revenue at the same time.

