

Introduction

Are you speaking your customers' language?

Build trust with your customers by showing you understand their challenges and have the right-fit solution to improve their security and facility control.

Bosch G Series control panels integrate intrusion, fire and access control. This powerful, scalable system provides comprehensive security and offer features designed to solve the challenges of end users in important vertical markets.

Click on the links below to learn the key points that are essential for selling to each vertical market.

- [Banking](#)
- [Commercial Offices & Warehouses](#)
- [Education](#)
- [Government](#)
- [Museums & Cultural Centers](#)
- [Residential](#)
- [Retail](#)

Learn more about the G Series Control Panels at <http://www.boschsecurity.us/en-us/gseries>.



Banking

Is the manager alone when he or she opens the branch?

Discuss the early ambush feature that requires the branch manager to disarm the system, inspect the facility within a specified time period, and then enter his or her passcode again. If the manager does not enter his passcode a second time, the system generates a duress event. If the manager enters his code within the specified time period, the system disarms.

With this feature, the branch manager has the opportunity to inspect the location to be sure there is no danger before allowing others to enter and has the peace of mind that if an attack occurs, a signal will be sent.

Does the manager use a secret signal to inform employees that it is safe to enter the branch?

If the manager uses a secret signal, such as opening a specific blind or turning on a specific light, the system can automate this through the ability to control a wide range of security and environmental equipment or appliances.

Does the bank require two people present to open the branch?

Highlight the two-person disarm feature that requires two passcodes to disarm the system. After one code is entered, the system will prompt for a second code. This feature can also be used for area control in high security locations, such as a records room, vault, or computer/data room.

Would the bank prefer to disarm the branch without disarming other critical areas of the facility?

Area arming allows the bank to split up the building into multiple areas, such as the main customer area, ATM, vault and employee office space.

Does the bank require hold-up or panic buttons in places that aren't easily wired?

Recommend wireless hold-up buttons or wireless bill traps in areas like teller stations or the vault.

Also, discuss the addition of wireless receiver in the vault to avoid missed reports from bill traps and to ensure the vault panic button works properly

Would the bank like to integrate the system with its DVR?

Highlight the ability to integrate the DVR to optimize video during alarm events and to document the opening and closing of critical areas.

Does the bank have an existing Internet connection?

Use IP alarm communications to take advantage of the existing Internet infrastructure to save on telephone line charges and provide faster, more secure communications.

Does the bank require a high-security back-up or primary communication path?

Use GPRS/Cellular communication for high-security back-up or primary alarm communications.

Commercial Offices & Warehouses

Does the company require two people present to disarm critical areas of the facility?

Highlight the two-person disarm feature that requires two passcodes to disarm the system. After one code is entered, the system will prompt for a second code. This feature can be used to add increased security in locations such as a cash office or the human resources department.

Would the company prefer to disarm select areas without disarming other parts of the facility?

Area arming allows the company to split up the facility into multiple areas, such as the executive office space, warehouse, cash office, cafeteria and human resources department.

Does the company need easy arming and disarming for special occasions?

Customizable functions allow easy arming configurations for special occasions, such as overtime work, holidays and after-hour meetings.

Does the company need to control access to critical areas?

Integrated access control capabilities allow the company to limit access to critical areas, such as executive offices, a cash office, or human resources department, while eliminating the need for keys.

Does the company require hold-up or panic buttons for certain employees?

Recommend wireless hold-up buttons or portable hold-up transmitters for security staff, the receptionist and executives as needed.

Does the company have a video surveillance system?

Highlight the ability to integrate the company's DVR to optimize video during alarm events, provide motion activated recording, or to document the opening and closing of critical areas. Use an overhead door contact to activate video recording for monitoring of the dock area during the shipping and receiving of merchandise.

Does the company have an existing Internet connection?

Use IP alarm communications to take advantage of the existing Internet infrastructure to save on telephone line charges and provide faster, more secure communications.

Does the company require a high-security back-up or primary communication path?

Use GPRS/Cellular communication for high-security back-up or primary alarm communications.

Education

Is the school administrator or maintenance person alone when he or she opens the school?

Discuss the early ambush feature that requires the administrator or maintenance person to disarm the system, inspect the school within a specified time period, and then enter his or her passcode again. If the administrator or maintenance person does not enter his passcode a second time, the system generates a duress event. If the code is entered within the specified time period, the system disarms.

With this feature, the administrator or maintenance person has the opportunity to inspect the school to be sure that there is no danger before allowing others to enter and has the peace of mind that if an attack occurs, a signal will be sent.

Does the school require two people present to open the facility?

Highlight the two-person disarm feature that requires two passcodes to disarm the system. After one code is entered, the system will prompt for a second code. This feature can also be used to add increased security in areas, such as a cash office or the room where the school nurse stores medication.

Would the school prefer to disarm select areas without disarming other areas of the facility?

Area arming allows the school to split up the facility into multiple areas, such as the library, office, cafeteria and gymnasium.

Does the school need easy system arming and disarming for special events?

Customizable functions allow easy arming configurations for special events, such as concerts, sporting events and community meetings.

Does the school need to control access to critical areas?

Integrated access control capabilities allow the school to limit access to critical areas, such as the office, school kitchen and gymnasium storage areas, while eliminating the need for keys. Access control can also be used to automate a school lock-down during emergency events.

Does the school require panic buttons for teachers and administrators?

Recommend wireless personal transmitters to allow teachers and administrators to call for help anywhere on the school grounds.

Does the school have an existing Internet connection?

Use IP alarm communications to take advantage of the existing Internet infrastructure to save on telephone line charges and provide faster, more secure communications.

Does the school require a high-security back-up or primary communication path?

Use GPRS/Cellular communication for high-security back-up or primary alarm communications.

Government

Is a government worker alone when he or she opens the facility?

Discuss the early ambush feature that requires the person to disarm the system, inspect the facility within a specified time period, and then enter his or her passcode again. If the person does not enter his passcode a second time, the system generates a duress event. If the person enters his code within the specified time period, the system disarms.

With this feature, the government worker has the opportunity to inspect the facility to be sure there is no danger before allowing others to enter and has the peace of mind that if an attack occurs, a signal will be sent.

Does the facility require two people present to open?

Highlight the two-person disarm feature that requires two passcodes to disarm the system. After one code is entered, the system will prompt for a second code. This feature can also be used greater security to specific areas, such as a records room.

Would the facility prefer to disarm select areas without disarming other critical areas?

Area arming allows the facility to split up the building into multiple areas, such as the main office space and record storage room.

Does the facility need to control access to critical areas?

Integrated access control capabilities allow the facility to limit access to critical areas, such as government officials' offices, a cash office, or human resources department, while eliminating the need for keys. Access control can also be used to automate a facility lock-down during emergency events.

Does the facility require hold-up or panic buttons?

Recommend wireless hold-up buttons or portable hold-up transmitters for the receptionist or security staff.

Does the facility have a video surveillance system?

Highlight the ability to integrate the facility's DVR to optimize video during alarm events, provide motion activated recording and to document the opening and closing of critical areas.

Does the facility have an existing Internet connection?

Use IP alarm communications to take advantage of the existing Internet infrastructure to save on telephone line charges. Provide faster, more secure alarm communications and NIST approved encryption between buildings.

Does the facility require a high-security back-up or primary communication path?

Use GPRS/Cellular communication for high-security back-up or primary alarm communications.

Museums & Cultural Centers

Does the museum or cultural center require two people present to open the facility?

Highlight the two-person disarm feature that requires two passcodes to disarm the system. After one code is entered, the system will prompt for a second code. This feature can also be used for additional security in specific locations, such as a cash office or the human resources department.

Does the museum or cultural center often have portable exhibits on display?

Recommend wireless components to help save on installation costs and maintain aesthetics.

Would the museum or center prefer to disarm select areas without disarming other areas of the facility?

Area arming allows the museum or cultural center to split up the facility into multiple areas, such as executive offices, the cash office, cafeteria and the human resources department. This feature can also be used to individually arm or disarm exhibits.

Does the museum or cultural center need easy arming and disarming for special events?

Customizable functions allow easy arming configurations for special events, such as fundraisers or community gatherings.

Does the museum or cultural center need to control access to critical areas?

Integrated access control capabilities allow the museum or cultural center to limit access to critical areas, such as executive offices, the cash office, and the human resources department, while eliminating the need for keys.

Does the museum or cultural center have a video surveillance system?

Highlight the ability to integrate the museum or cultural center's DVR to optimize video during alarm events, provide motion activated recording and to document the opening and closing of critical areas. Monitor video motion detectors where customized coverage is required for special exhibits, or use an overhead door contact to activate video recording for monitoring of the dock area during the shipping and receiving of merchandise and exhibits.

Does the museum or cultural center have an existing Internet connection?

Use IP alarm communications to take advantage of the existing Internet infrastructure to save on telephone line charges and provide faster, more secure communications.

Does the museum or cultural center require a high-security back-up or primary communication path?

Use GPRS/Cellular communication for high-security back-up or primary alarm communications.

Residential

Does the home include outbuildings?

Use wireless components to monitor outbuildings, such as pool sheds or detached garages.

Does the family or homeowner have critical health concerns?

Recommend wireless or portable panic transmitters for medical calls.

Would the homeowner prefer to disarm select areas without disarming other parts of the home?

Area arming allows the homeowner to split up the home into multiple areas, such as a safe room, pool, garage or even a gun cabinet.

Would the homeowner like functions customized to their schedule?

Customizable functions allow easy one-button arming and disarming configurations for events, such as going to bed or going out to the pool. Lighting, HVAC and sprinkler systems can also be controlled based on time. In addition, a late-to-open report can be sent for children in latch-key programs.

Does the home have an existing Internet connection?

Use IP alarm communications to take advantage of the existing Internet infrastructure and save on telephone line charges and provide faster, more secure communications.

Has the homeowner cancelled the wired phone service?

Use GPRS/Cellular communication for high-security back-up or primary alarm communications.

Retail

Does the store have critical cooler areas?

Malfunctioning coolers is a big risk for grocery, big-box retail and convenience stores. With the ability to monitor and control a wide range of environmental equipment or appliances, the system can monitor cooler areas and control HVAC systems.

Is the manager alone when he or she opens the store?

Discuss the early ambush feature that requires the store manager to disarm the system, inspect the facility within a specified time period, and then enter his or her passcode again. If the manager does not enter her passcode a second time, the system generates a duress event. If the manager enters her code within the specified time period, the system disarms.

With this feature, the store manager has the opportunity to inspect the location to be sure there is no danger before allowing others to enter and has the peace of mind that if an attack occurs, a signal will be sent.

Does the store require two people present to disarm high-security areas?

Highlight the two-person disarm feature that requires two passcodes to disarm the area. After one code is entered, the system will prompt for a second code. This feature can be used to add increased security to specific locations, such as a cash office or pharmacy.

Would the store prefer to disarm the main retail area without disarming other critical areas of the facility?

Combine area and access control to control and arm or disarm critical areas like the pharmacy, cash office, warehouse and overhead doors and to eliminate the need for keys.

Does the store require hold-up or panic buttons in places that aren't easily wired?

Recommend wireless hold-up buttons or wireless bill traps in areas like cashier stations or in the cash office, and be sure to include portable hold-up transmitters for store managers.

Would the store like to integrate the system with its DVR?

Highlight the ability to integrate the DVR to optimize video during alarm events, merchandise delivery, or to document the opening and closing of critical areas.

Does the store have an existing Internet connection?

Use IP alarm communications to take advantage of the existing Internet infrastructure to save on telephone line charges and provide faster, more secure communications.

Does the store require a high-security back-up or primary communication path?

Use GPRS/Cellular communication for high-security back-up or primary alarm communications.