



HELLO KEVIN. MY COMPANY IS PLANNING A MAJOR PROJECT IN DOWNTOWN CHICAGO. WE NEED PERIMETER SECURITY WITH SOME WAY TO TRACK THE WORKERS' SAFETY TRAINING.

WHAT'S A **MAC PORTAL**? CAN IT DO THAT?

THE SHORT ANSWER IS YES. THE **MAC PORTAL** CAN DO THAT.

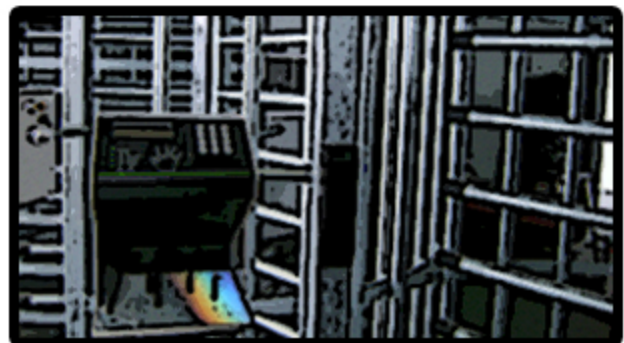
THE **MAC PORTAL** BEGINS ITS LIFE AS A SHIPPING CONTAINER...







WE START WITH A ONE-TRIP CONTAINER AND MODIFY IT BASED ON OUR CUSTOMERS' NEEDS, LIKE THE NUMBER OF WORKERS, GUARD HOUSE SIZE, AND THE ACCESS CONTROL SOLUTIONS YOU PREFER. HOW MANY WORKERS WILL BE GOING THROUGH THE MAC PORTAL DURING YOUR SHIFT CHANGES? DO YOU HAVE A PREFERENCE FOR ACCESS CONTROL?







THIS ALL SOUNDS GREAT BUT WE'RE GOING TO HAVE ANYWHERE FROM 1000 TO 1200 WORKERS ONSITE OVER THE COURSE OF THE PROJECT AND WE NEED TO BE ABLE TO MAKE SURE EVERYONE THAT COMES THROUGH THE TURNSTILES IS UP TO DATE WITH ALL OF THEIR TRAINING AND CERTIFICATIONS.

WILL THE **MAC PORTAL** DO THAT AS WELL?




**ABSOLUTELY!**  
WE OFFER A LOT OF DIFFERENT ACCESS CONTROL OPTIONS THROUGH OUR ACCESS CONTROL PARTNERS.

WE CAN HAVE THE ACCESS CONTROL TECHNOLOGY INTEGRATED INTO THE MAC SO THAT WHEN IT ARRIVES ONSITE IT'S **PLUG-N-PLAY** READY TO USE.


HOW MUCH TIME ARE YOU ALOTTING FOR SHIFT CHANGES?








**PERFECT!**  
I THINK WE'RE  
LOOKING AT ABOUT  
A 30 MINUTE SHIFT  
CHANGE.




**EXCELLENT!**  
WHEN I RUN THOSE  
NUMBERS THROUGH OUR  
**TURNSTILE FLOW CALCULATOR**  
IT LOOKS LIKE YOU ARE GOING  
TO NEED A **MAC-4**.





A MAC-4.  
THAT'S FOUR  
TURNSTILE LANES,  
CORRECT?

DOES IT  
COME WITH A  
GUARD OFFICE?




THAT'S RIGHT!  
FOUR TURNSTILE LANES.  
WE OFFER THEM WITH  
AND WITHOUT A GUARD  
OFFICE.



GREAT!

I THINK WE'RE  
GOING TO NEED  
A GUARD HOUSE BUT  
CAN YOU SEND ME A  
QUOTE FOR BOTH?



NO PROBLEM!  
I WILL GET YOU A QUOTE  
FOR BOTH OF THEM BY THE  
END OF THE DAY.



A man with a beard is sitting at a desk in a home office, looking at two computer monitors. The left monitor displays a document with a large quote, and the right monitor shows a social media profile. A calendar is visible on the wall to the left. The scene is set in a room with a window and a potted plant in the background.

Business Development

Proposal for Rick and his team

1. Business Development

2. Marketing Strategy

3. Sales Strategy

4. Product Development

5. Business Plan

6. Financial Model

7. Investment Pitch Deck

8. Business Model Canvas

9. Competitive Analysis

10. Market Research

11. Customer Segmentation

12. Value Proposition

13. Revenue Model

14. Cost Structure

15. Channel Strategy

16. Partnerships

17. Marketing Channels

18. Sales Channels

19. Distribution Channels

20. Customer Acquisition

21. Customer Retention

22. Customer Lifetime Value

23. Customer Churn Rate

24. Customer Satisfaction

25. Customer Feedback

26. Customer Segments

27. Customer Needs

28. Customer Pain Points

29. Customer Benefits

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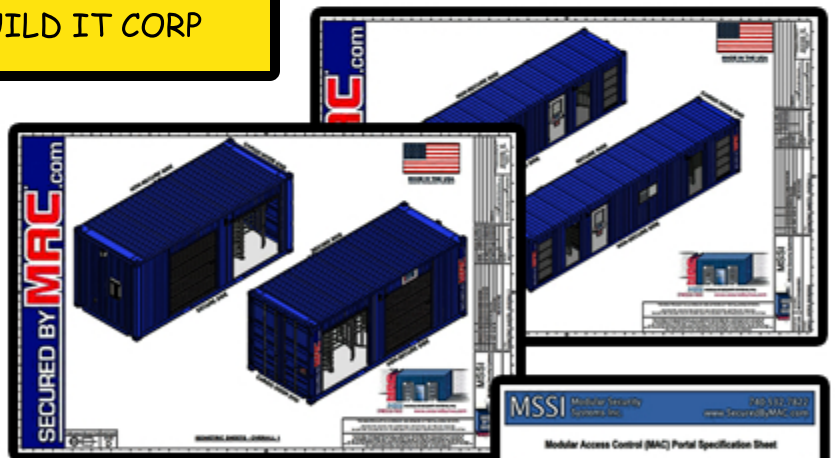
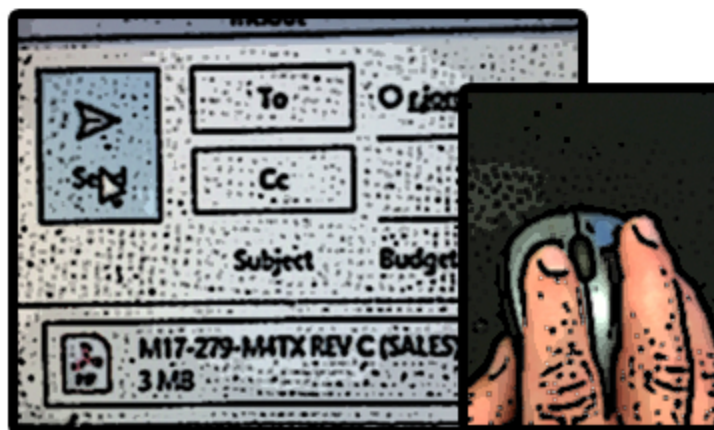
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