

## ACTATEK EDGE AI FOR SYSTEM INTEGRATOR

*Explore offering our edge AI unified solution for security, people, building, and environment, slashing energy bills by 25%+. At the same time, seize the opportunity to integrate your cybersecurity offerings with physical access control to plug all the security loopholes— a system that pays for itself!*

**Audience Focus:** System integrators designing security, building automation, IoT, and smart-city deployments.

### CURRENT MARKET SIGNAL

Smart-building projects are converging around energy, cybersecurity, IAQ, access control, and operational data instead of single-purpose devices.

### BUYER CHALLENGES & PAINS

- Complex projects lose margin when every subsystem needs a separate vendor, database, app, or integration layer.
- Legacy building controls are often reactive instead of driven by real-time people and sensor data.
- Customers expect open, scalable platforms that can work locally and across cloud-managed estates.
- Constant cybersecurity threats

### EXPECTED BUSINESS OUTCOMES

- Compress design effort by using one platform for security, occupancy automation, ventilation, and energy control.
- Improve project resilience with offline local intelligence and synchronization when connectivity returns.
- Protect integration margin with remote testing, upgrades, and diagnostics after handover.
- Enhanced cybersecurity protection

### TAILORED SOLUTION FIT

- ACTatek acts as the edge brain for secure entry, workforce events, people-counting, environmental sensors, and appliance control.
- Open standards and plug-and-play devices simplify third-party integration and staged rollouts.
- PoE, Wi-Fi, and 4G/5G options make deployment practical across buildings, factories, hotels, and city facilities.
- Integrates physical and cybersecurity to plug security loopholes

### CORE PLATFORM CAPABILITIES

- Offline edge intelligence keeps credentials, schedules, logs, and automations active when internet service is unavailable.
- Unified control joins access, workforce tracking, HVAC, lighting, sensors, alarms, alerts, and video-aware visibility.
- Real-time occupancy plus sensor data supports 25%+ energy-saving potential by acting before spaces overheat or sit empty.
- Blocks local login attempts if not onsite as determined by physical access control

### AI DATA ANALYTICS / APPLICATIONS

- Workforce Deployment: Deploy municipal security and biometric telemetry nodes in smart-city installations.
- Facilities Optimization: Unify building automation by connecting HVAC, lighting, and alarms via open-standard APIs.
- Predictive Maintenance: Predict system downtime and coordinate staged rollouts without interrupting client operations.

### LAUNCH PATHWAY & STRATEGIC OFFER

**Launch Angle:** Back the platform to secure early integration kits, API/open-standard positioning, and a reference design for multi-system demonstrations.

**Recommended Offer:** Position ACTatek as the integration backbone for smart-building upgrades where security, ESG, and automation meet.

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### Research & References:

IEA Buildings: <https://www.iea.org/energy-system/buildings>

NIST Building Cybersecurity: <https://www.nist.gov/programs-projects/cybersecurity-building-systems>

IFMA FM Trends: <https://podcast.ifma.org/episodes/6-emerging-trends-in-facility-management-in-2025>

# One System. Total Control

ACTAtek™

