

ACTATEK EDGE AI FOR INSTALLER

Get more revenue & profit by doing more projects with fewer people: quicker installations, remote diagnostics, and online maintenance— a system that pays for itself!

Audience Focus: Installers handling access control, low-voltage systems, building controls, gates, and site wiring.

CURRENT MARKET SIGNAL

Installers are being pulled into connected-building work where labor efficiency, remote maintenance, cyber expectations, and retrofit simplicity decide margin.

BUYER CHALLENGES & PAINS

- Installation margin disappears when a project needs heavy wiring, separate controllers, or repeated troubleshooting visits.
- Customers ask for access, attendance, alarms, HVAC, lighting, and sensors, but expect one clean handover.
- Commercial HVAC, VAV, barriers, and relay work can create scope creep if the platform is not clear.
- Constant cybersecurity threats

EXPECTED BUSINESS OUTCOMES

- Lower labor intensity by using fewer installers per job where cabling is simplified.
- Hand over a unified system instead of training users on multiple disconnected apps.
- Create profitable follow-on work: air-quality monitoring, workforce modules, ESG reporting, HVAC automation, and multi-site control.
- Enhanced cybersecurity protection

TAILORED SOLUTION FIT

- ACTatek supports PoE, Wi-Fi, and 4G connectivity to reduce wiring complexity.
- The platform is plug-and-play for core access and sensor use, with certified electricians recommended for high-voltage appliance relays.
- Remote diagnostics, OTA upgrades, and local offline operation reduce truck rolls and emergency visits.
- 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 installation crews faster using standard, low-overhead PoE and Wi-Fi configurations.
- Facilities Optimization: Reduce troubleshooting truck rolls by diagnosing cabling and device issues online.
- Predictive Maintenance: Set up physical security access control today, with an upsell path to HVAC automation later.

LAUNCH PATHWAY & STRATEGIC OFFER

Launch Angle: Backer installer kit: demo unit, wiring-light deployment guide, relay boundary notes, and upgrade menu for follow-on work.

Recommended Offer: Quote ACTatek as a low-friction access-control install today with a clear upgrade path for tomorrow.

Contact Channel Support | Email: info@actatek.com | Web: www.actatek.com

Research & References:

CISA OT Inventory:

<https://www.cisa.gov/resources-tools/resources/foundations-ot-cybersecurity-asset-inventory-guidance-wners-and-operators>

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

Access Control Trends: <https://buildings.honeywell.com/us/en/brands/our-brands/lenels2/news/insights/access-control-trends>

One System. Total Control

ACTAtek™

