



- WebWay sold 100% to CSL DualCom, June 2018.
- CONXTD 100% owned by Chris and the CONXTD Team - Independent, Multi Vendor Platform.

**MD  
WebWay**



Chris Carter  
Brennan  
CEO

**Marketing  
WebWay**



Charlene Bulpitt  
Head of Marketing

**Sales  
Director  
WebWay**



Daren Ashfield  
Sales Director

**Sales  
WebWay**



Callum Bush  
International Sales

**PM  
WebWay**



Phil Hayes  
Technical Director



Tom Swann  
Product Manager

**Tech.  
Service  
WebWay**



Tom Biles-Apps  
Professional Services  
Representative

**Tech.  
Service  
WebWay**



James Monaghan  
Developer

**Snr. Dev.  
WebWay**



Silviu Stocia  
Developer



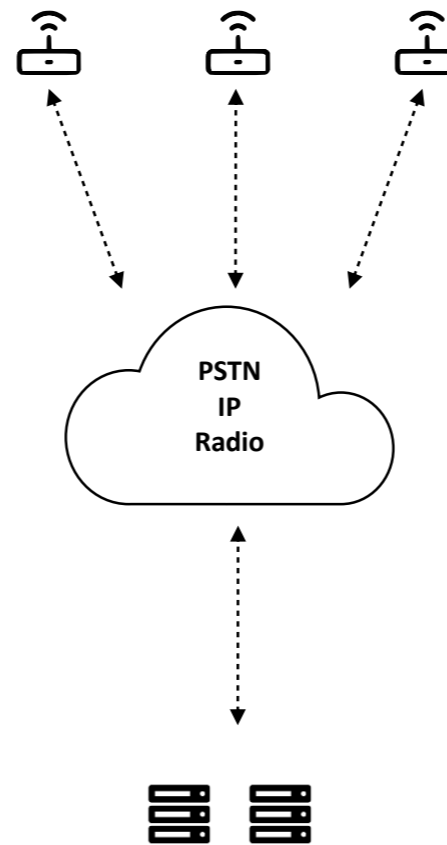
Tom Langley  
Developer

# A quick overview of Alarm Monitoring

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Intruder - Fire - Video

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Alarm Monitoring Station

# 80-90s Digital Divide

## 00's Digital Democracy

£££

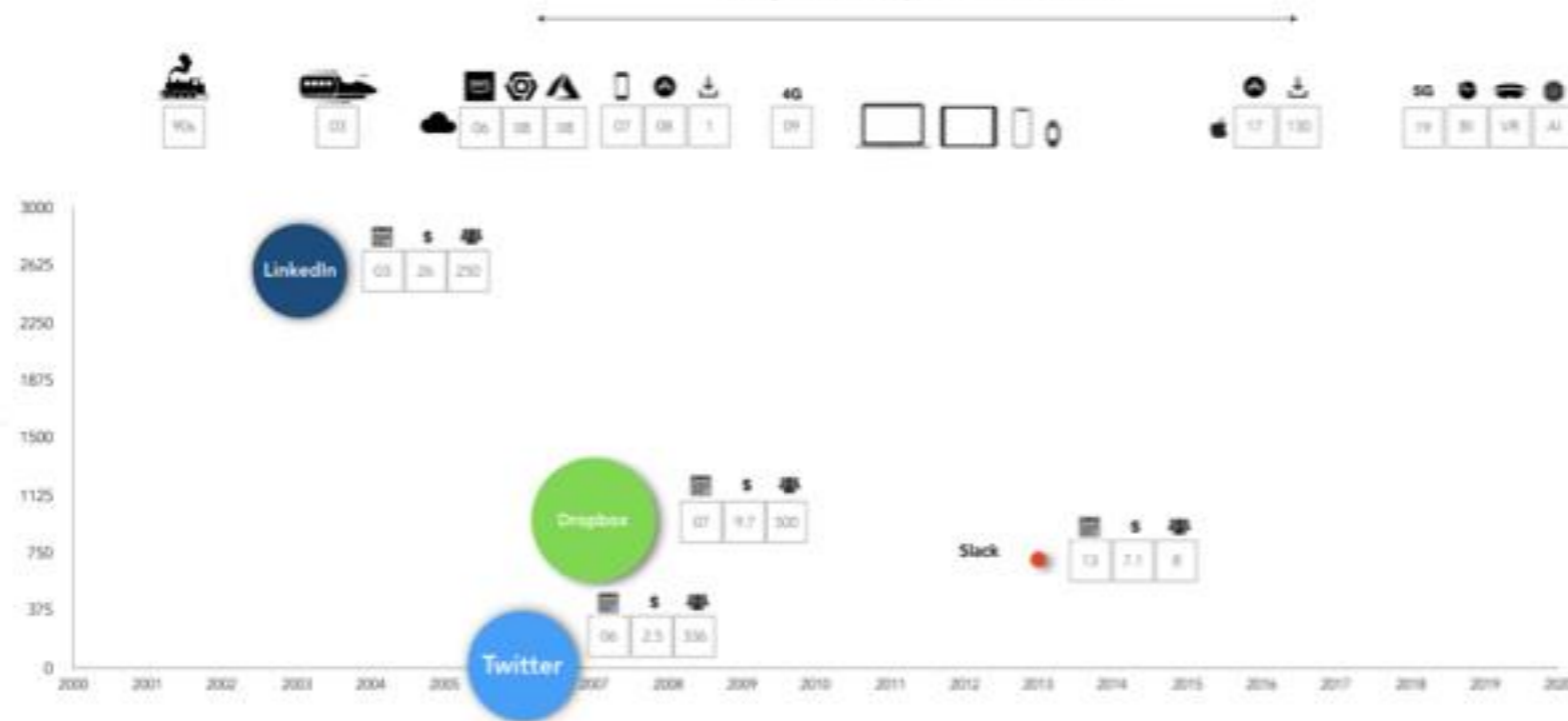
All on prem

70's 80s  
90s early  
00s

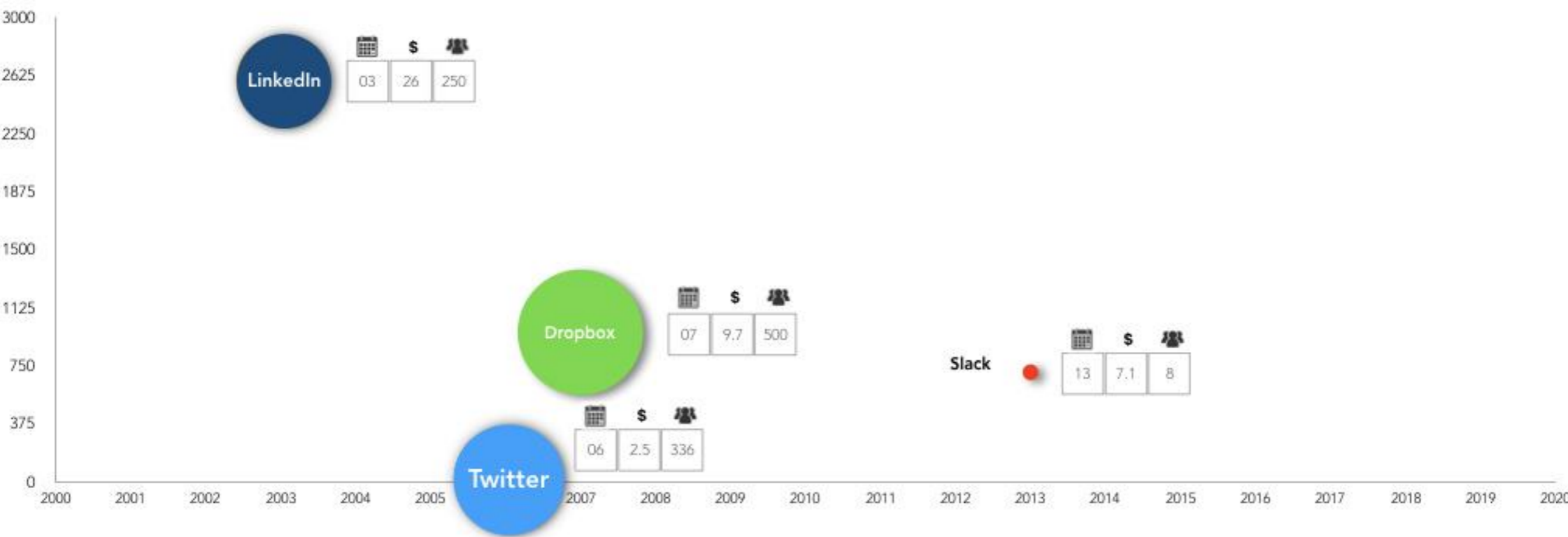


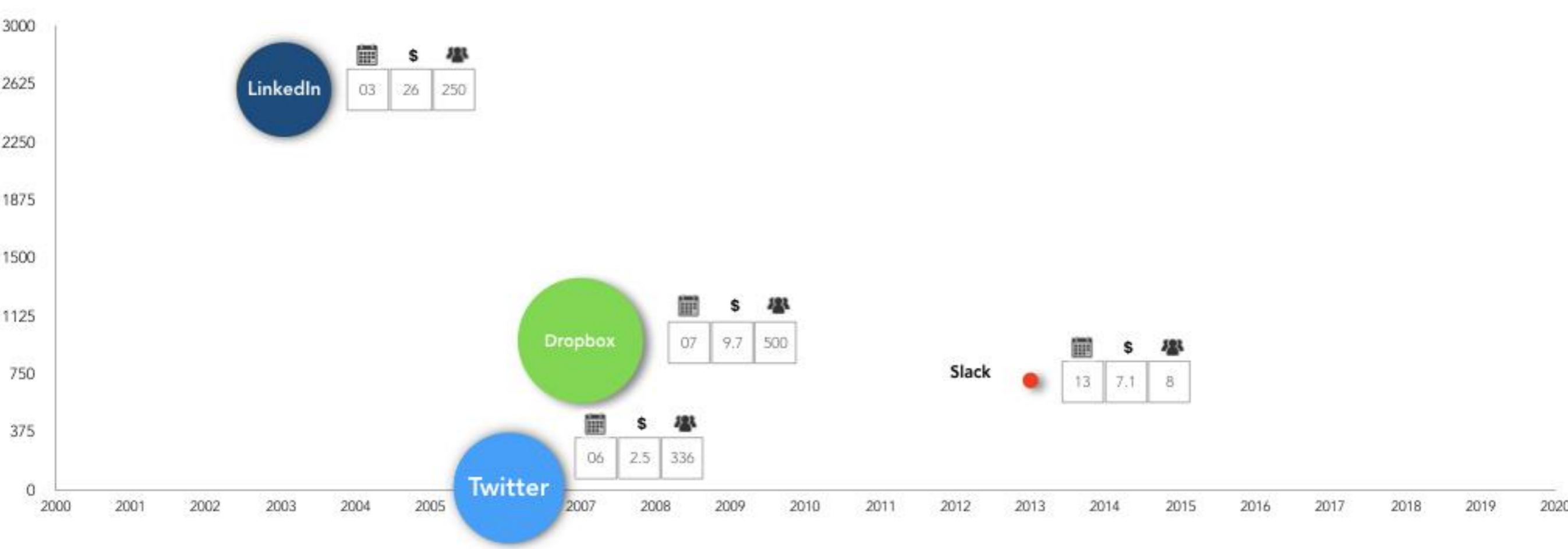
Low Cost - Tremendous Capabilities - For Many

On prem - Hybrids - Cloud



# Power to the People





# Enhancing the Value of Security

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**Then: “Make Ops Savings”**  
*Better - Faster - Cheaper*

**Now: “Create Value, at zero Capex”**  
*Creative - Collaborative - Commoditised*

Mobile Speed  
=  
Fixed Line Speed

Comms A Commodity  
Vs  
A Dark Art

Powerful  
Cloud Tools

Interoperability of  
Data & Users

**... on a value scale never seen before**

# Context Driven Security

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Multi Vendor

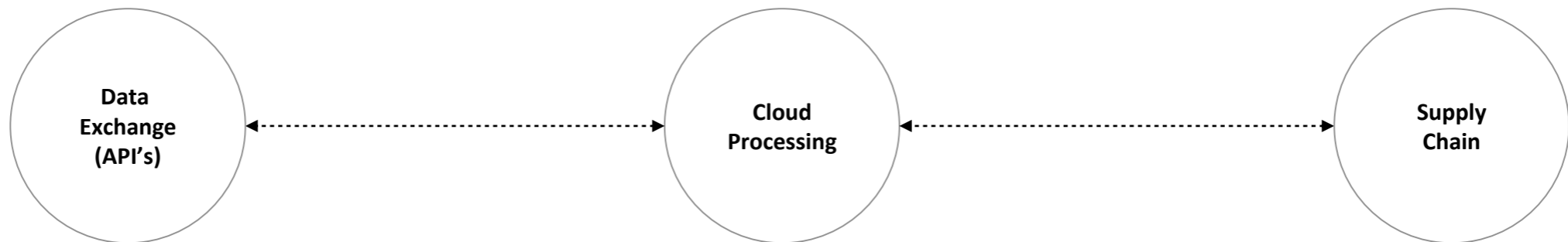
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BI

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User Context

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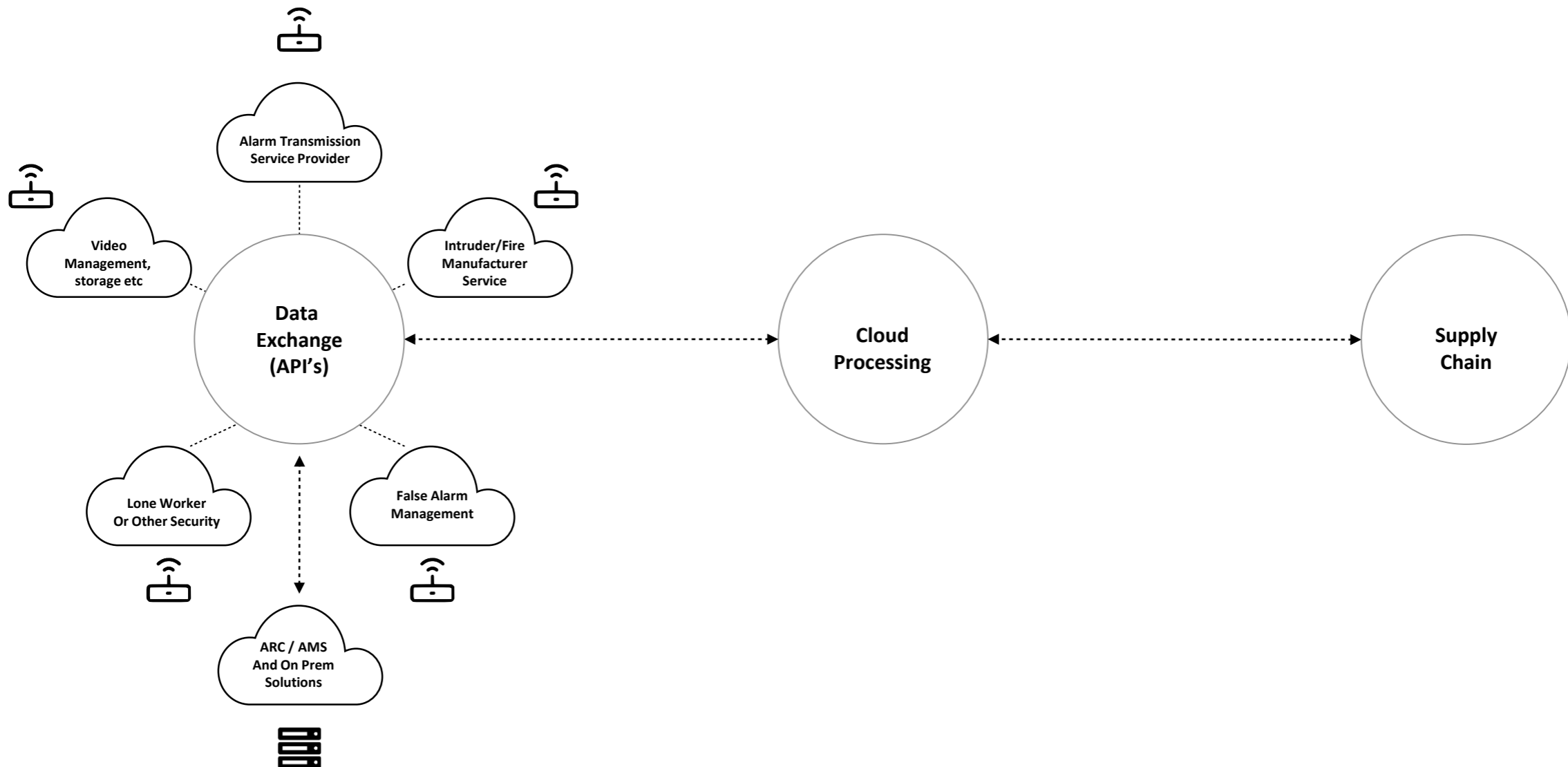


# Context Driven Security

Multi Vendor

BI

User Context

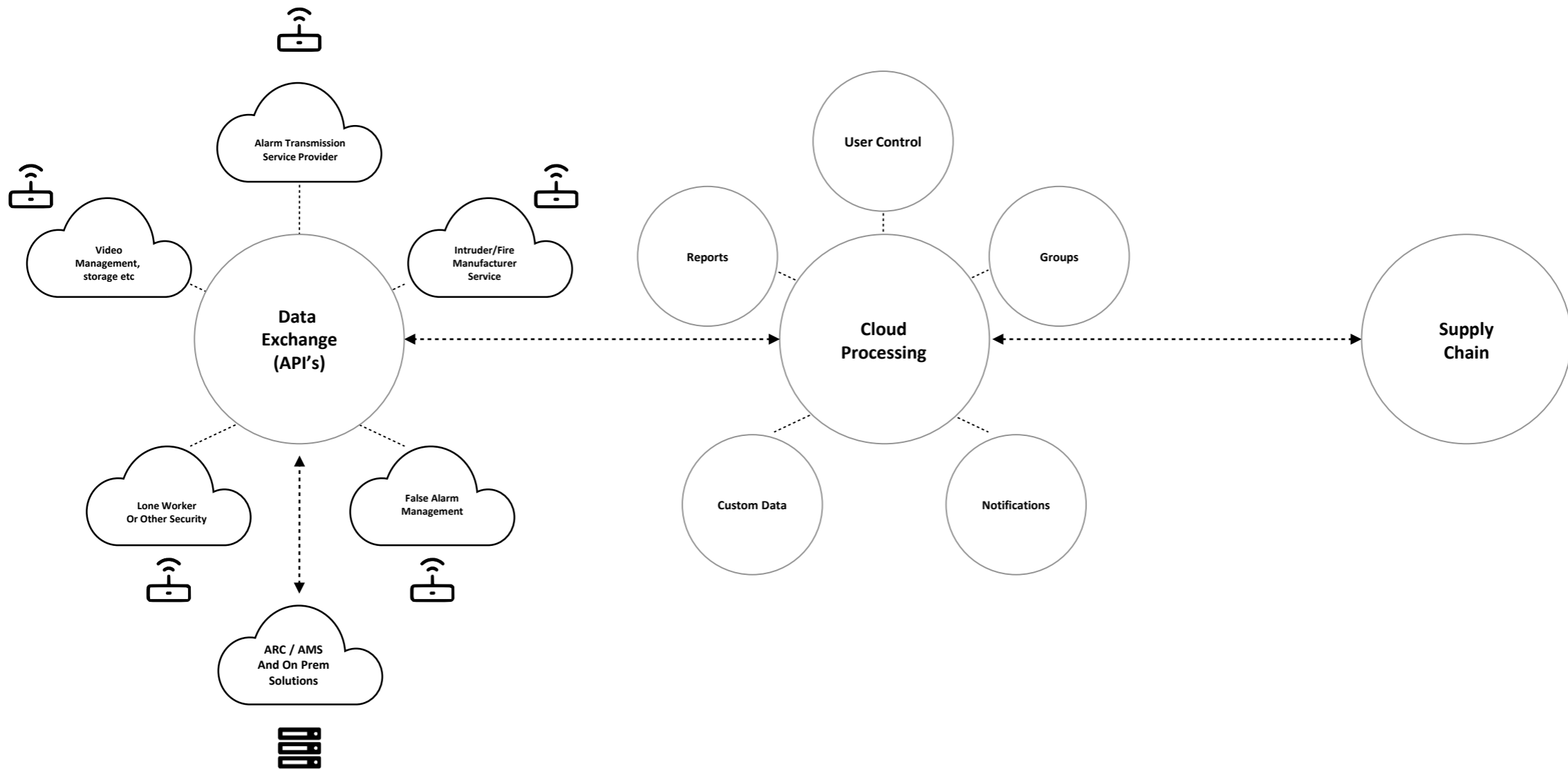


# Context Driven Security

## Multi Vendor

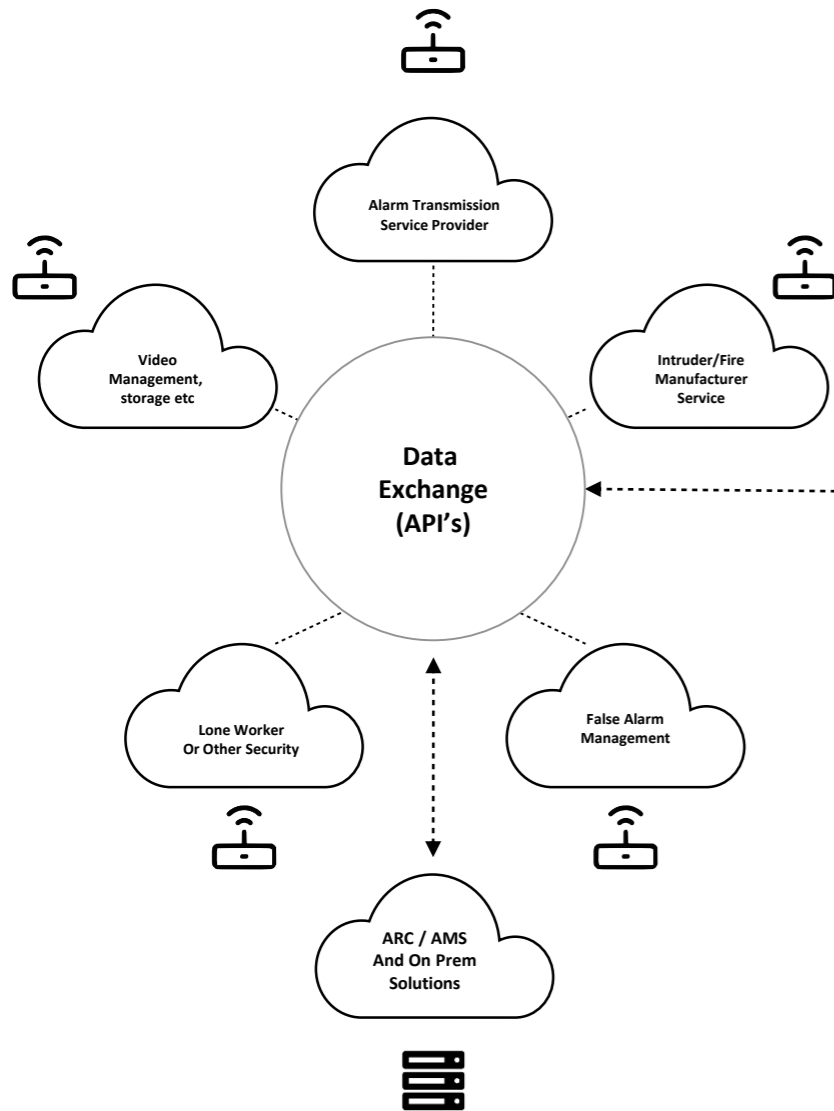
## BI

## User Context

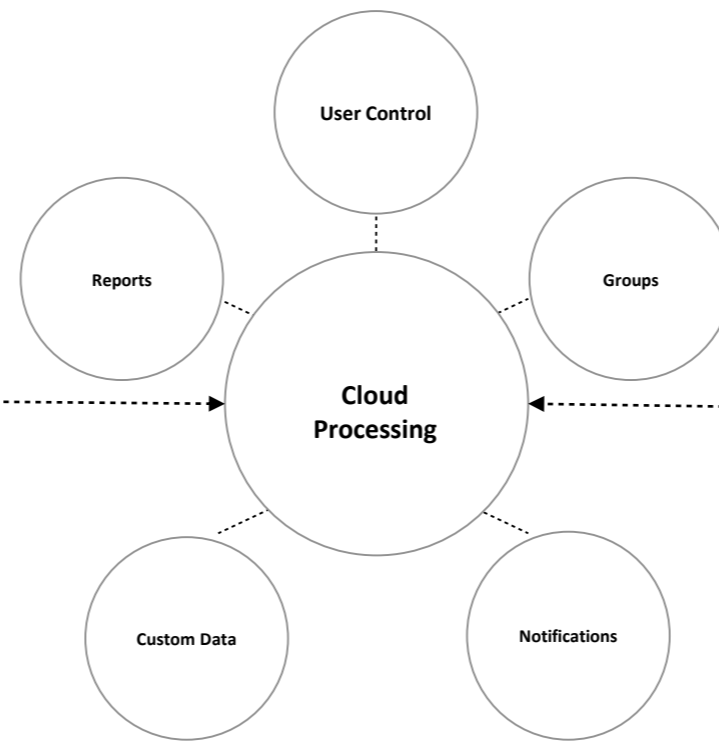


# Context Driven Security

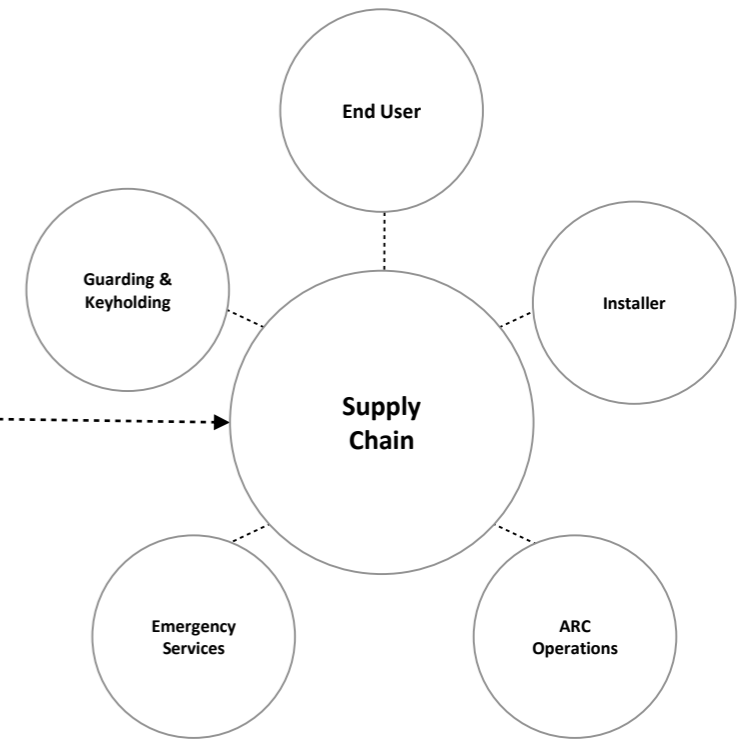
## Multi Vendor



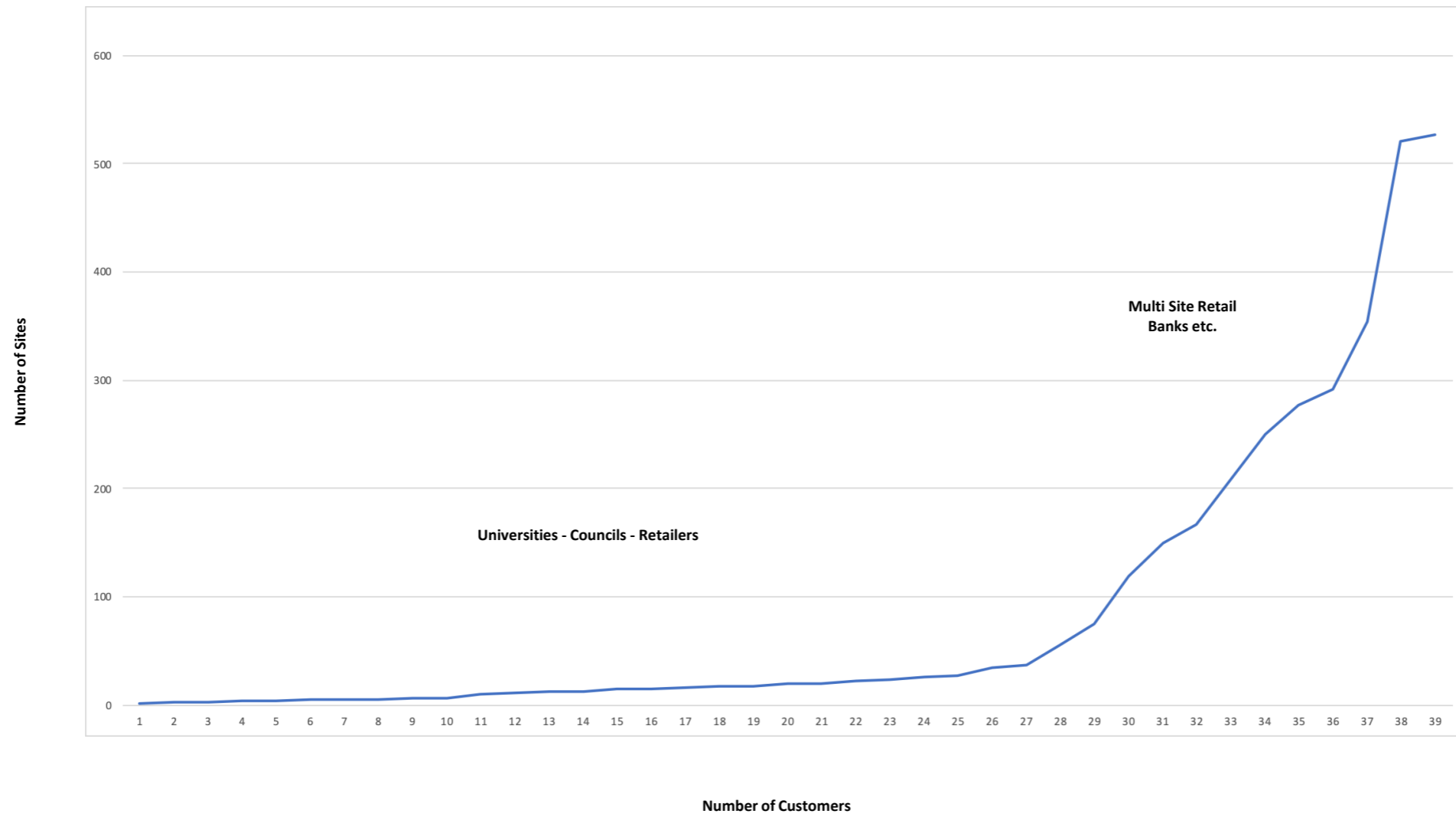
## BI



## User Context



# Users

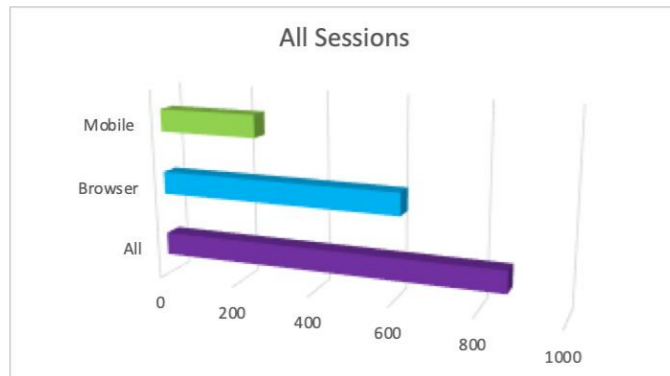


# Multi Site Customer

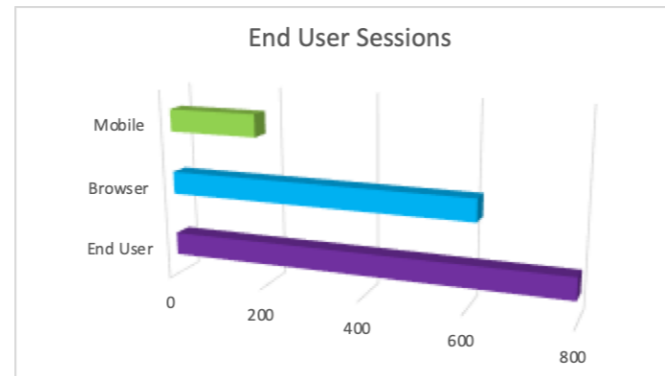
Available as a Reference Call or Visit - Head of Security Solutions

- **Monitoring**
  - Private Centralised Security Hub for Operations
  - Commercial ARC for Police Response
- **Systems**
  - WebWay Radio/PSTN Signalling, Honeywell Intruder, National Installer/ARC
  - CCTV - Intruder - Fire
- **Users**
  - Control Room - Only use Browser
  - Loss Prevention - Biased towards Mobility
  - Supplier - Biased towards Mobility

- **User Benefits - Daily Activity**
  - Multiple real time reports - Open/Close - Overnight Activity, Outstanding Events etc.
  - Triage over 100 alarms per week, identify false alarms easily.
  - Instigate resolutions with or without assistance of Supplier/Engineering.
  - Retain and update all key holder data in CONXTD.
- **Installer benefits**
  - Produce reports in real time, no internal resources required.
  - Loss making reports turned into £40K p/a SaaS solution.
  - Improved customer service and transparency.
  - Reduced engineering costs in comprehensive contract.



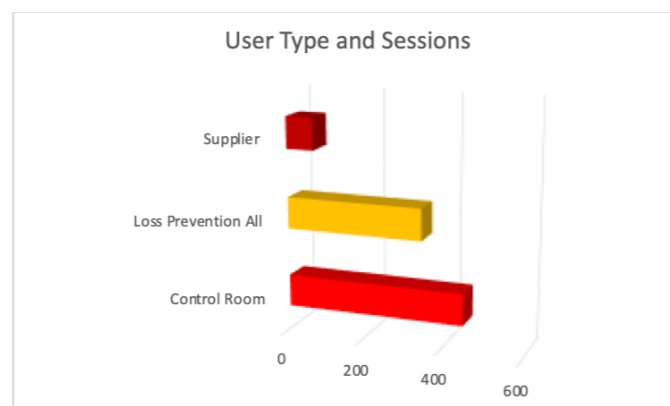
End User Sessions dominated by Control Room.



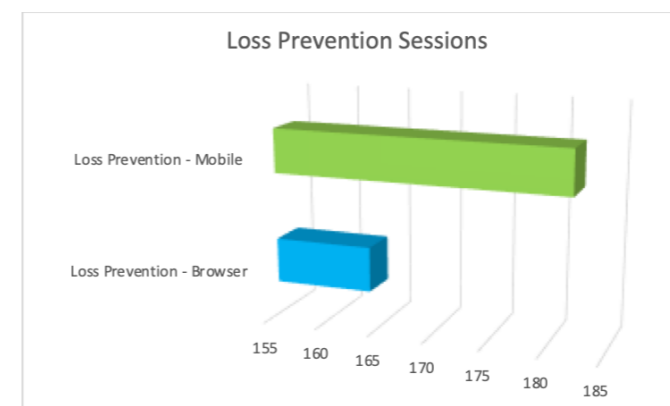
77% usage in Control Room.



Supplier (Sales/Engineering) biased to Mobile.



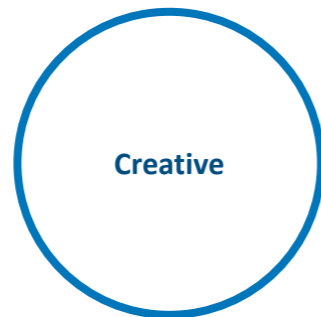
Control Room vs Loss Prevention use relatively equal.  
Supplier involved in resolutions.



Loss Prevention heavily biased to Mobile



# Democratised Technology



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CONXTD Thinking Podcast, starts Wednesday!