



Digital Monitoring Products

Residential Sales Training



INTRODUCTIONS



Jeff Spatz

Director of Sales, West



Derek Ottman

Director of Sales, Central



Ken Nelson

Director of Sales, East

INTRODUCTIONS

- Name
- Tenure in current role?
- Biggest challenge in current role?





BACKGROUND

Digital Monitoring Products

- An American family owned business since 1975
- Quality products and services
- Leading edge of innovation
- Factory-direct supplier to professional dealers
- Excellent support for our partners



Rick Britton

Marvin Britton

Jeff Britton

DMP DISTINCT FEATURES

When you have an alarm in your home...

- The siren is LOUD
- What do most consumers do during an alarm?



DMP DISTINCT FEATURES

When you have an alarm in your home:

- What do most consumers do during an alarm?
 - Turn off the alarm system...
 - With DMP you can silence the siren, not the alarm system



DMP DISTINCT FEATURES

Is this a false alarm?

- Yes – false alarm
- No – real alarm



DMP DISTINCT FEATURES

Keypad alert – alarm has been activated

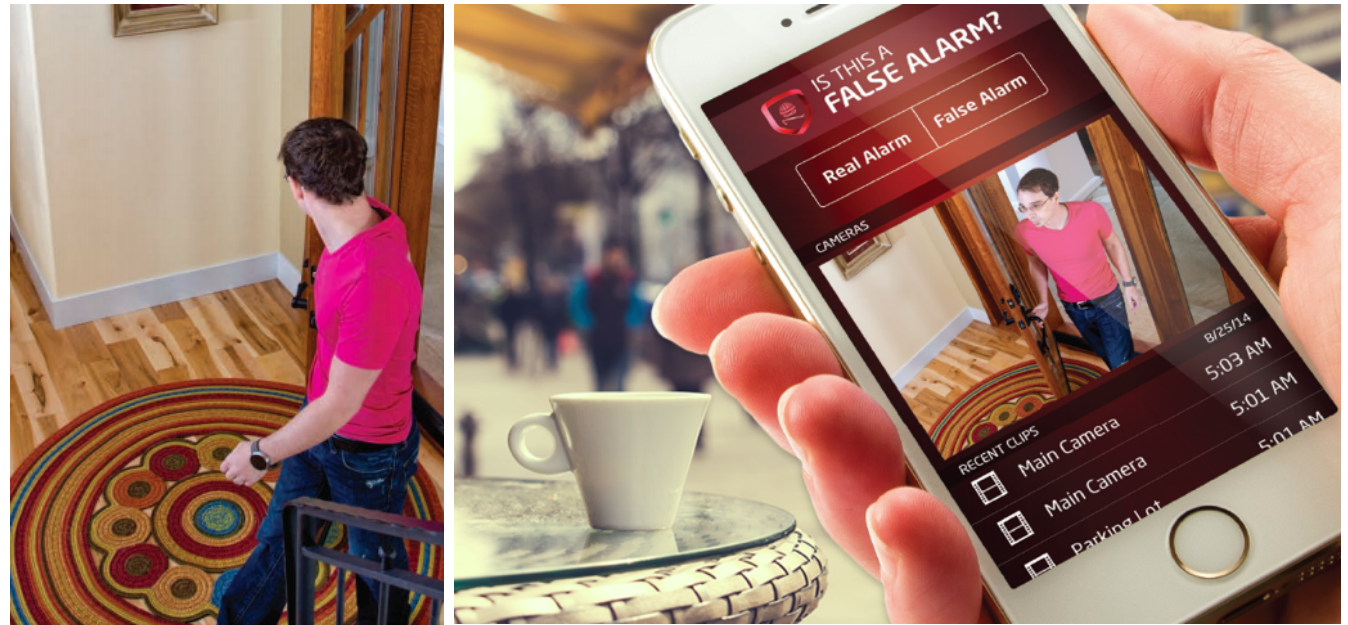
- Alert tone from keypad
- Keypad stays RED until someone of authority enters their code
- Protection from unexpected



DMP DISTINCT FEATURES

Virtual Keypad™ App & video verification

- Receive live streaming video during alarm condition
- User can cancel alarm dispatch if family activates the alarm



DMP DISTINCT FEATURES

Graphic Touchscreen Keypads include a Prox Reader

- Simple to use
- No code to remember
- Reduce false alarms



ProxPatch



ProxKey



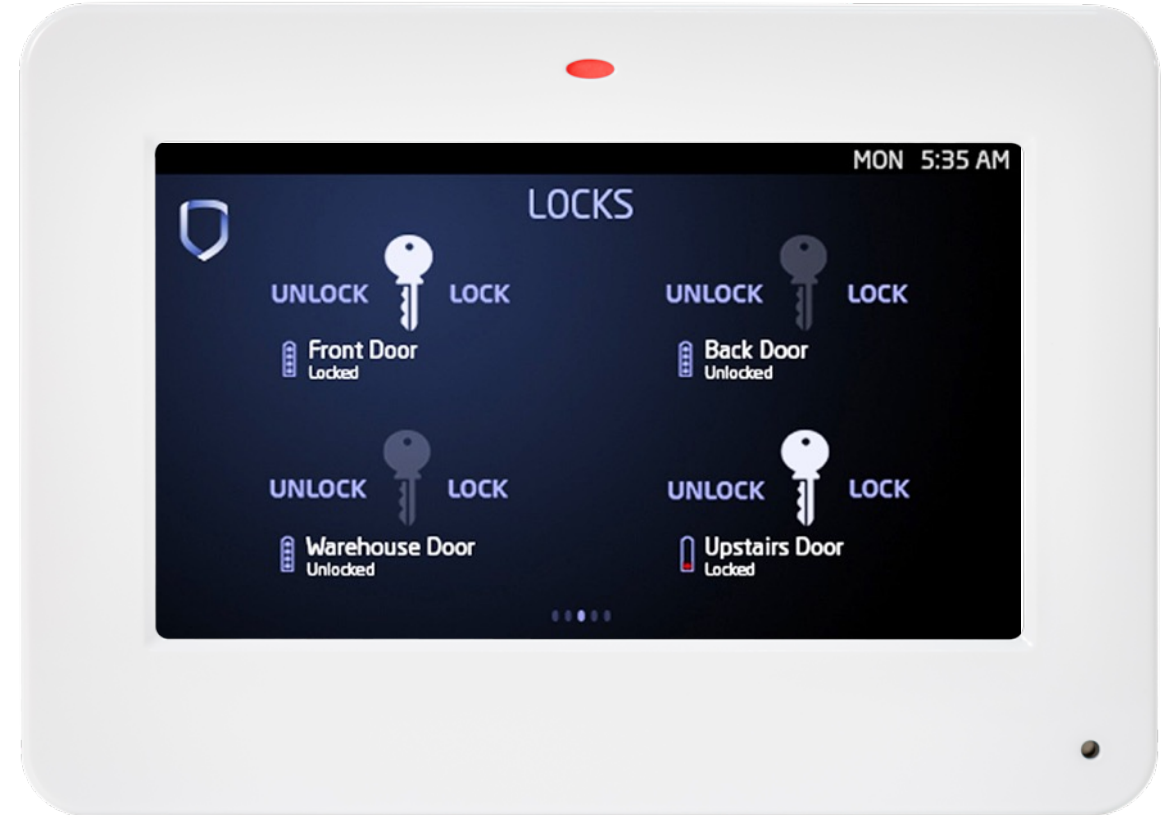
ProxCard



DMP DISTINCT FEATURES

Home Automation at your
Touchscreen Keypad

- Easy to use
- Real time status
- Always available



DMP DISTINCT FEATURES

Wireless keyfob with real-time status of alarm system

- Remote arm-disarm your alarm
- Exceptional wireless range
- Confirmation of arming



DMP DISTINCT FEATURES

Wireless personal pendant

- Used for emergency, medical or any other response
- Exceptional wireless range
- Local confirmation
- Water resistant



DMP DISTINCT FEATURES

Keypad check-in

- Let's you know when kids are home from school
- Confirmation at the location

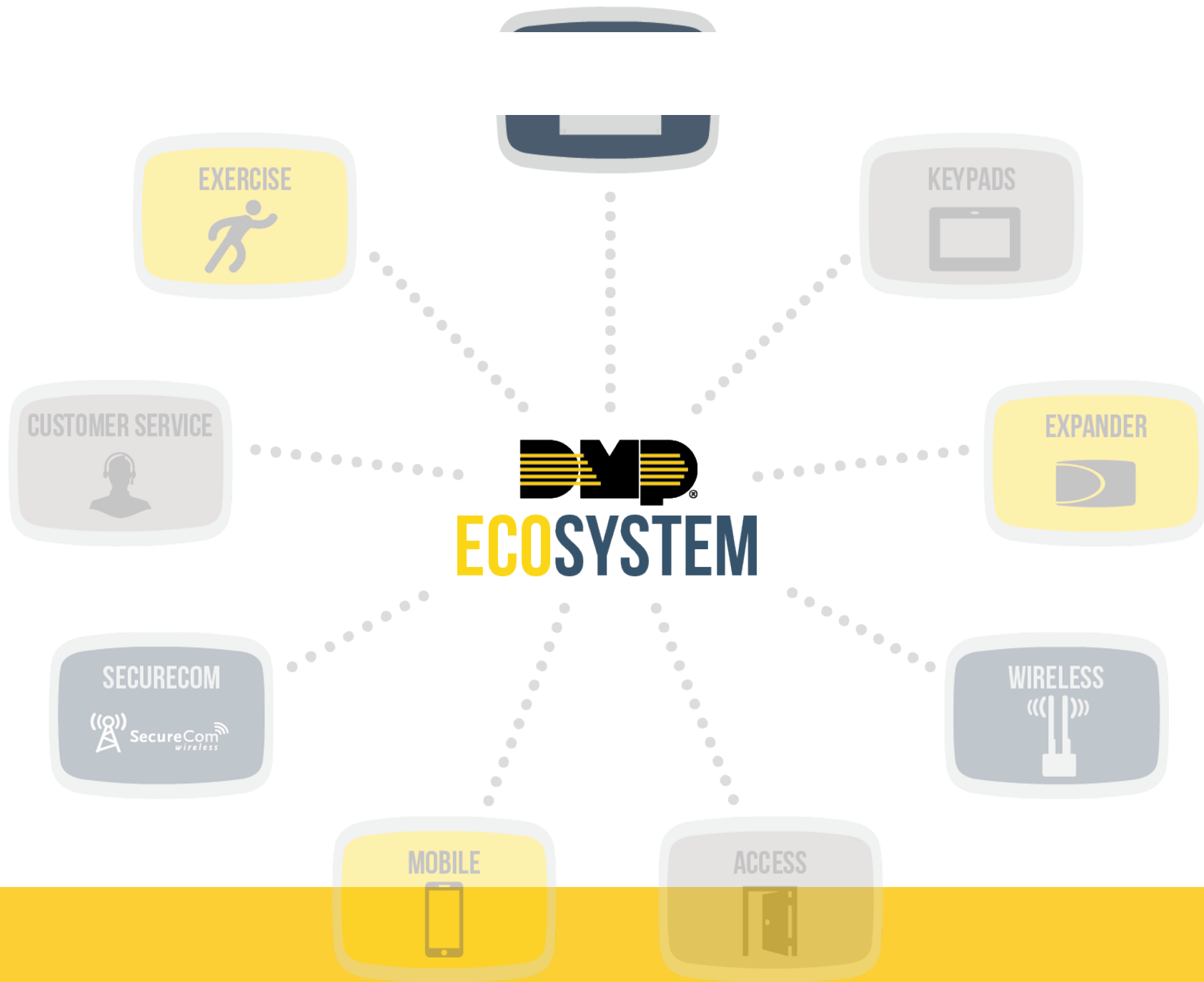


DMP DISTINCT FEATURES

Multiple language keypads

- English, French, Spanish
- Based on User Code
- Available on XR150 & XR550 control panels





Residential Security – Distributed Wireless

XTLplus



The XTLplus™



- Distributed wireless – big solutions for small business
- 99 wireless preprogrammed zones
- Wi-Fi, LTE, Z-Wave plus
- 900MHz spread spectrum wireless
- Up to seven wireless keypads
- Up to eight sirens
- Up to six areas/partitions

The XTLtouch™



XTLtouch™



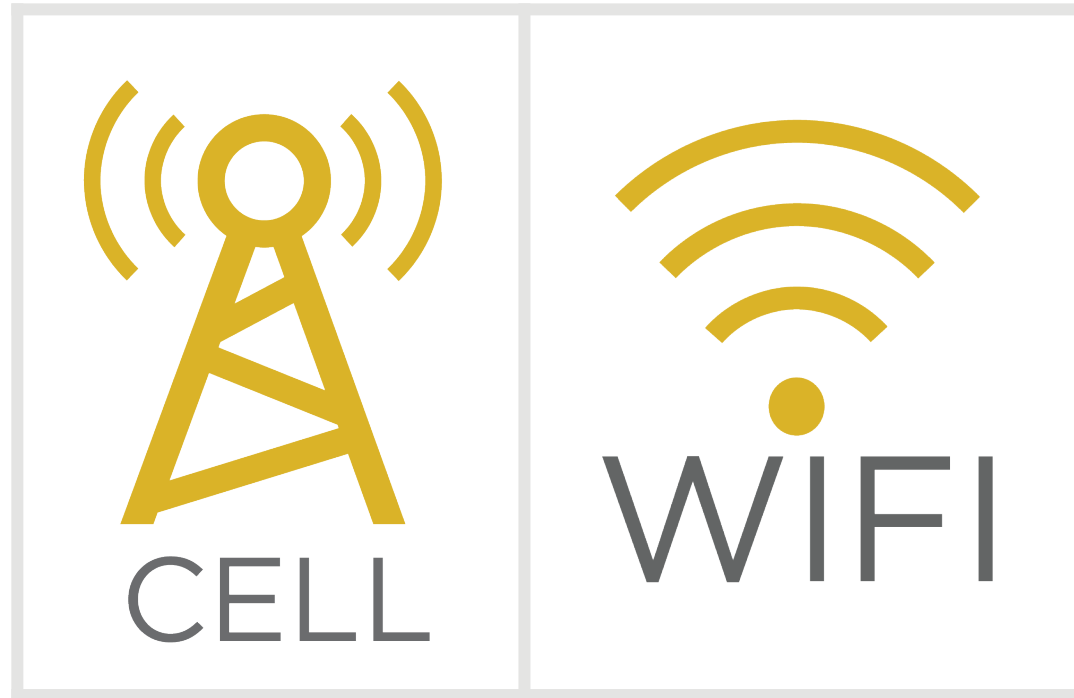
The XTLtouch™



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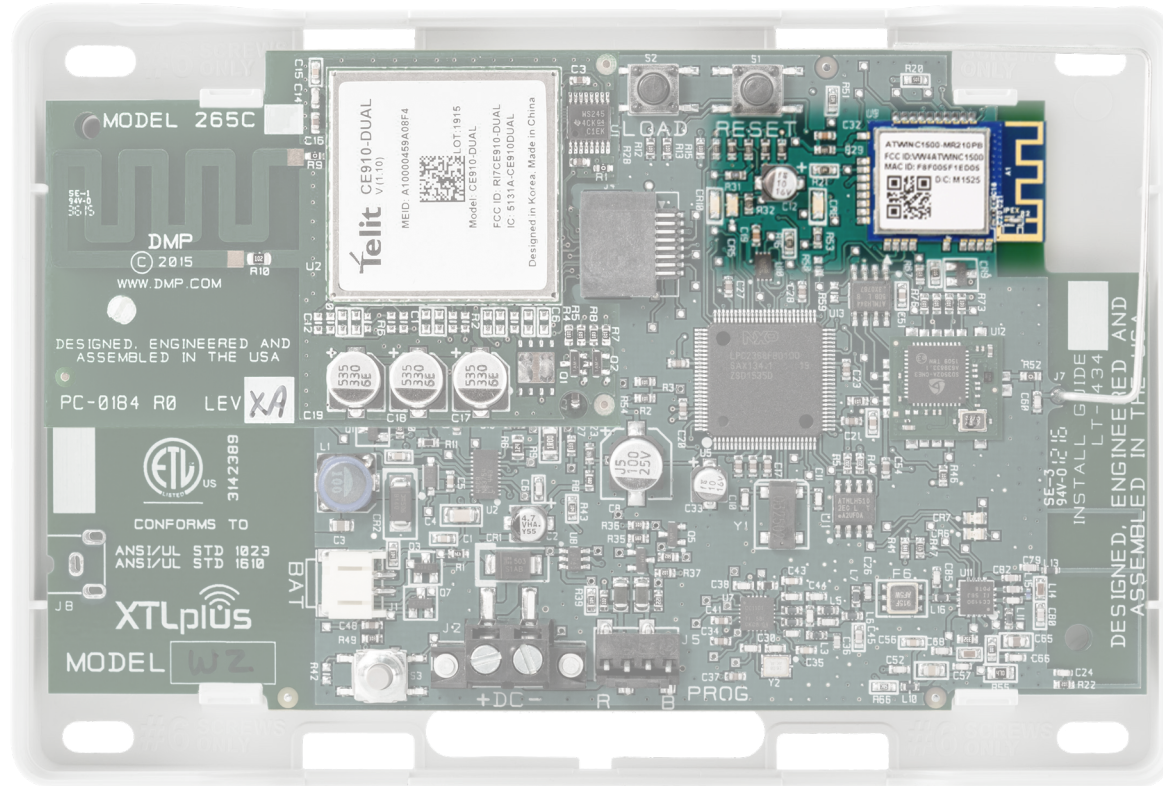
RESIDENTIAL SECURITY – DISTRIBUTED WIRELESS

Dual Communication



Residential Security – Distributed Wireless

Built in WiFi networking with push notification



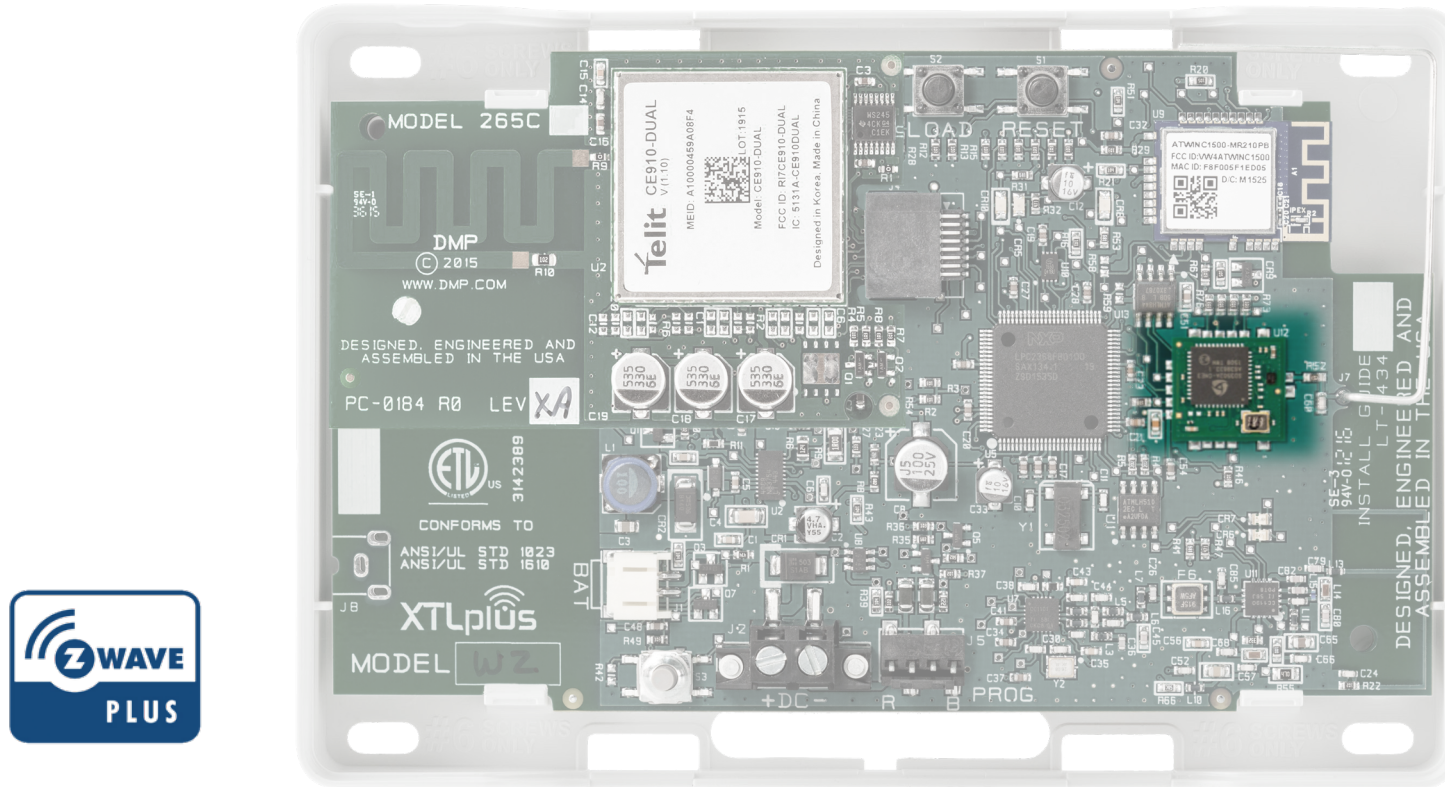
RESIDENTIAL SECURITY – DISTRIBUTED WIRELESS

Auto WPS



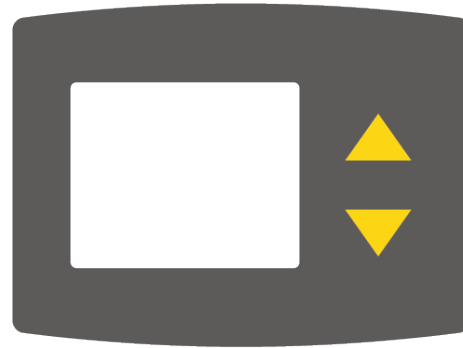
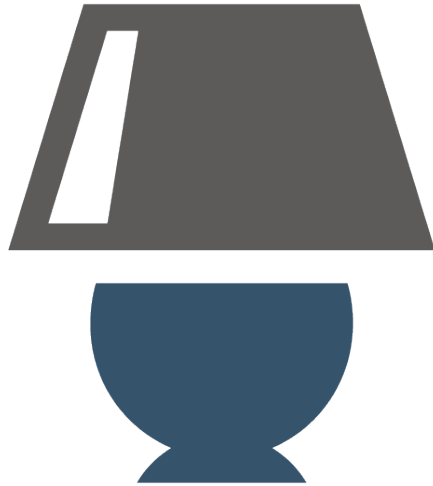
RESIDENTIAL SECURITY – DISTRIBUTED WIRELESS

Built-in next generation with 65% more range



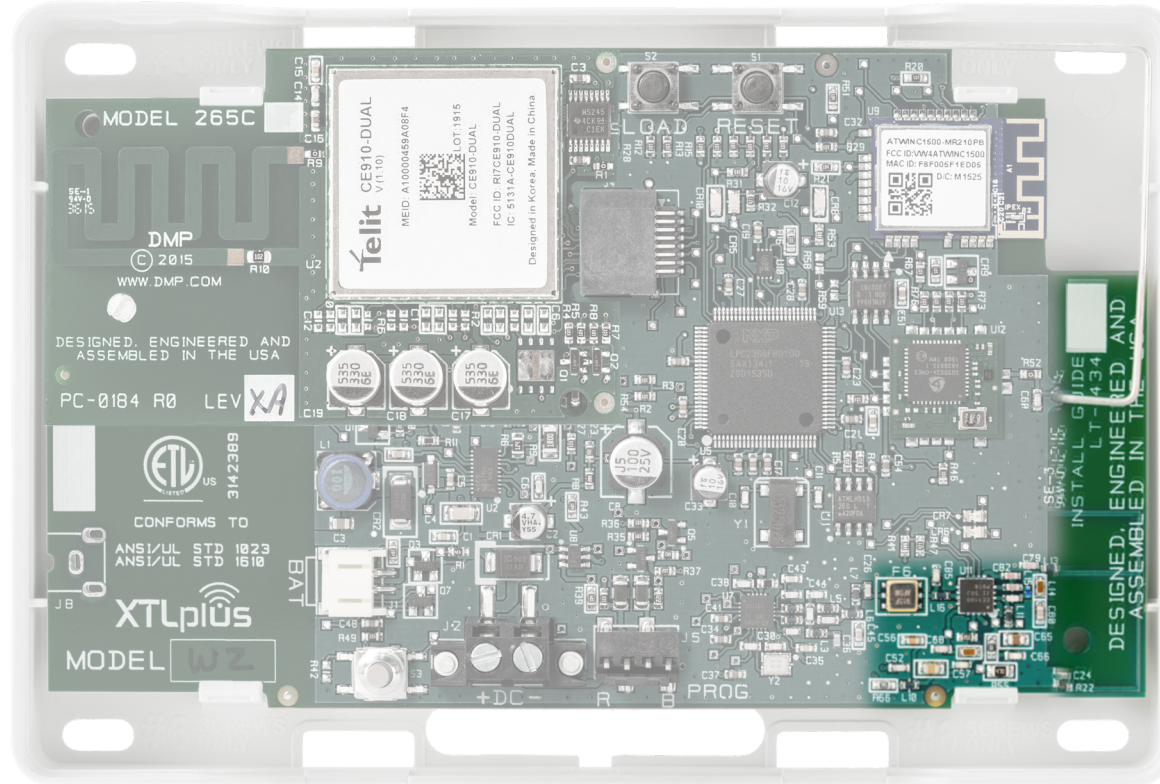
RESIDENTIAL SECURITY – DISTRIBUTED WIRELESS

233 Z-Wave Devices Supported



RESIDENTIAL SECURITY – DISTRIBUTED WIRELESS

Spread spectrum 2-way 900 mhz wireless within 25% more range than XTL



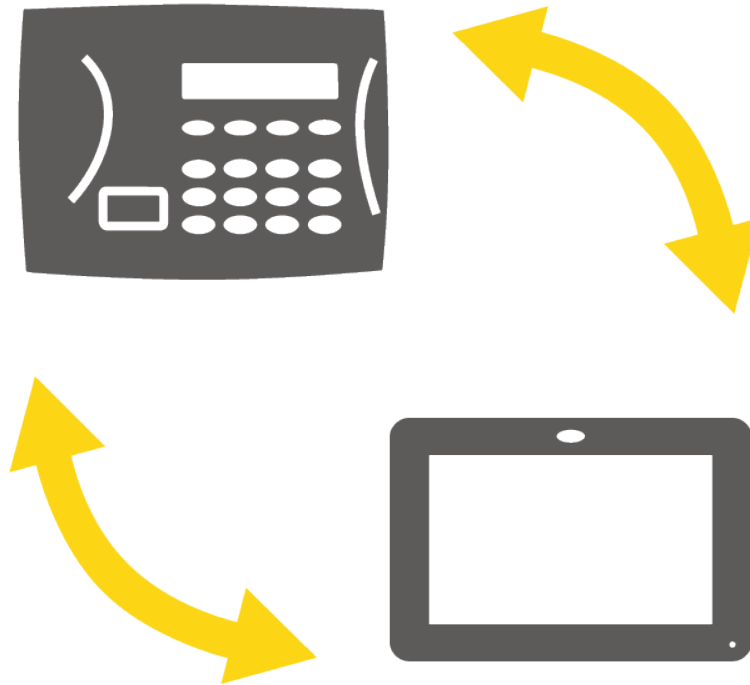
RESIDENTIAL SECURITY – XTL

Connect up to 7 wireless keypads



RESIDENTIAL SECURITY – DISTRIBUTED WIRELESS

Auto Keypad Pairing

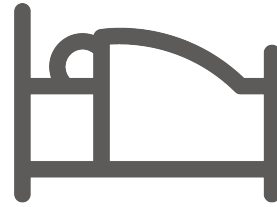


RESIDENTIAL SECURITY – DISTRIBUTED WIRELESS

System Type



HOME



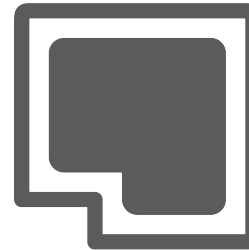
SLEEP



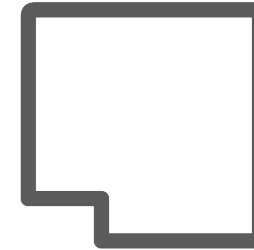
AWAY



AREA



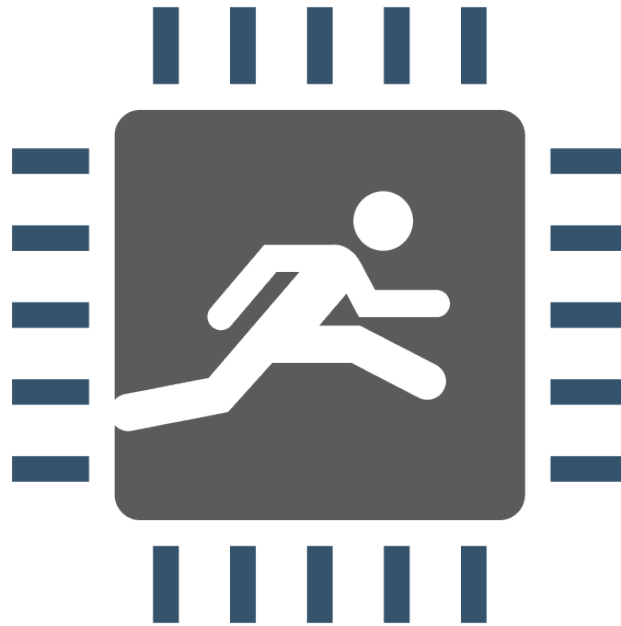
ALL



PERIMETER

RESIDENTIAL SECURITY – DISTRIBUTED WIRELESS

All New Fast Programming



RESIDENTIAL SECURITY – DISTRIBUTED WIRELESS

	DMP Solution	Other Solution	
Panel Specification	XTLtouch	2GIG GC3	Lynx 7000
Number of possible hardwired zones	0	2	1
Total number of zones	99		
Number of possible wireless zones	99	100	80
Number of areas	6	No	No
Number of user codes	99	100	48
Number of supervised keypads	7	4	
Number of supervised sirens, remote	8		
Remote firmware update	IP or Cellular	Cellular	
Wireless receiver frequency	900MHz spread spectrum	345MHz single band	Built-in
Wireless range, line of sight in feet	1,200		



RESIDENTIAL SECURITY – HYBRID SOLUTIONS

- New systems that require hardwire and wireless solutions
- Hi-gain wireless receivers for larger applications
- Update legacy alarm systems with home automation and mobile app
- DMP offers residential solutions to compete and WIN against low end competition



RESIDENTIAL SECURITY – HYBRID SOLUTIONS



RESIDENTIAL SECURITY – HYBRID SOLUTIONS



RESIDENTIAL SECURITY – HYBRID SOLUTIONS

- Residential Fire – Hardwire or Wireless
- Up to 8 Supervised Keypads (Up to 4 Wireless Keypads)
- Up to 232 Z-Wave devices can be managed for Home Automation



RESIDENTIAL SECURITY – HYBRID SOLUTIONS

	DMP Solution		Other Solution
Panel Specification	XT30	XT50	Vista 20P
Number of possible hardwire zones	38	38	8
Total number of zones	38	38	48
Number of possible wireless zones	28	48	40
Number of areas	6	6	2
Number of user codes	30	99	48
Number of supervised keypads	8	8	4
Number of door access points	8	8	0
Remote firmware update	Yes	Yes	No
Wireless receiver on Keypad Bus	1100D	Built-in	6150RF
Wireless range, line of sight in feet	1,200	1,200	300



RESIDENTIAL SECURITY – HYBRID SOLUTIONS

	DMP Solution		Other Solution
Panel Specification	XT30	XT50	Vista 20P
Number of possible hardwire zones	38	38	8
Total number of zones	38	38	48
Number of possible wireless zones	28	48	40
Number of areas	6	6	2
Number of user codes	30	99	48
Number of supervised keypads	8	8	4
Number of door access points	8	8	0
Remote firmware update	Yes	Yes	No
Wireless receiver on Keypad Bus	1100D	Built-in	6150RF
Wireless range, line of sight in feet	1,200	1,200	300



CUSTOM HOME RESIDENTIAL SECURITY – XR150 & XR550

Custom solutions for residential

- New systems that require large scalable solutions
- Hi-gain wireless receivers for greater range and performance
- Update legacy alarm systems with home automation and mobile app
- Integrated solutions for custom applications



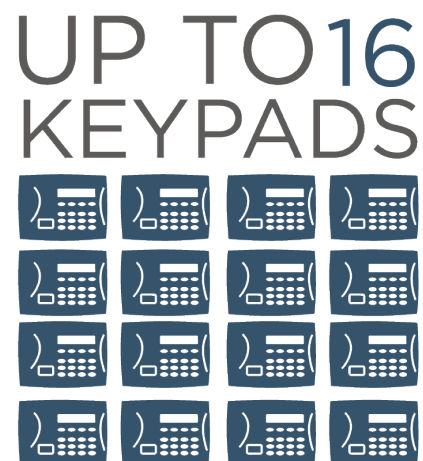
CUSTOM HOME RESIDENTIAL SECURITY – XR150 & XR550



CUSTOM HOME RESIDENTIAL SECURITY – XR150 & XR550



CUSTOM HOME RESIDENTIAL SECURITY – XR150 & XR550



Custom Home Residential Security – XR150 & XR550

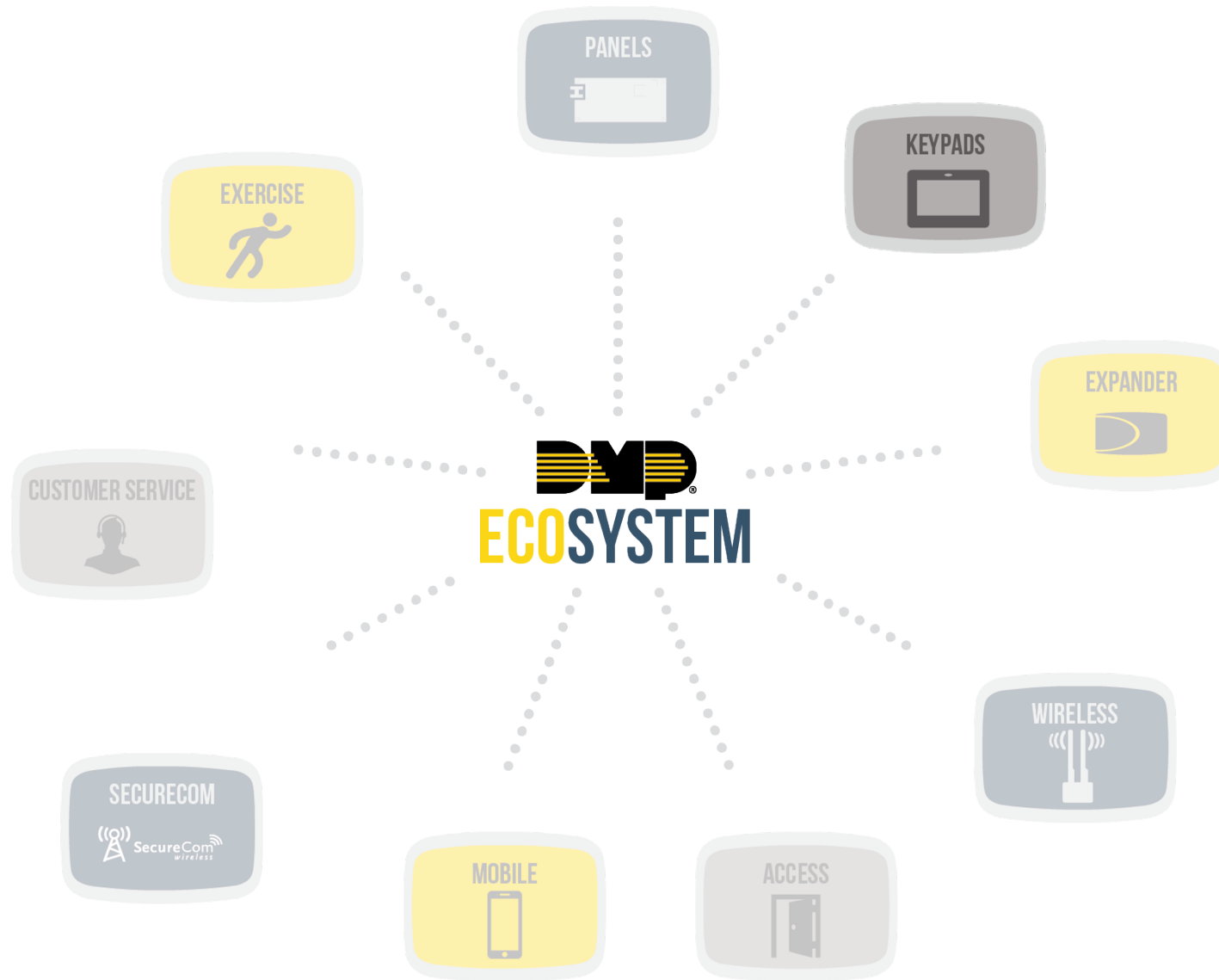
	DMP Solution		Other Solution
Panel Specification	XR150	XR550	Vista 128P
Number of possible hardwire zones	100	574	8
Total number of zones	142	574	128
Number of possible wireless zones	100	500	119
Number of areas	8	32	8
Number of user codes	10,000	10,000	150
Number of supervised keypads	8	16	31
Number of door access points	8	16	8
Remote firmware update	Yes	Yes	No
Wireless receiver on Keypad Bus	LX bus	LX Bus	6160RF
Wireless range, line of sight in feet	9,000	9,000	300



Custom Home Residential Security – XR150 & XR550

	DMP Solution	Other Solution
Panel Specification	XR150	Vista 128BP
Cellular & IP communications direct from protected premises to central station (no NOC redirect)	Yes	
Wi-Fi communication option	Yes	
Wi-Fi communication with cellular backup	Yes	
Multi site app support	Yes	
Multi partition/area app support	Yes	No
Access control app support	Yes	No
Edit user code, profiles at app	Yes	No
Video app support	Yes	Yes





Keypads – Graphic Touchscreen & Alpha



Keypads – Graphic Touchscreen & Alpha

- Uncommon Keypad Features
 - Some keypads have Proximity Reader for “codeless” arming & disarming
 - Optional hardwire zones available at keypad
 - Intuitive User Interface



ProxPatch



ProxKey



ProxCard

Keypads – Graphic Touchscreen & Alpha

- Uncommon Keypad Features
 - Backward compatible with previous alarm panel models
 - Patented “False Alarm” cancel or verify question



Keypads – Graphic Touchscreen & Alpha

- Uncommon Keypad Features
 - Full screen customization available with service screen instructions
 - Hands free service alert icon drawing attention to adverse system conditions and history
 - Commercial themed security entry and e



Customized Screen



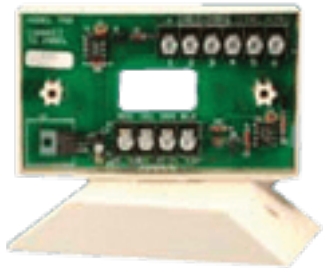
Exit Delay Countdown



Zone Expansion – Hardwire



Zone Expansion – Hardwire



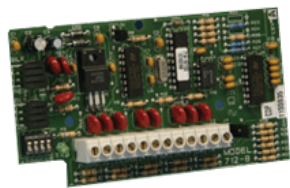
708



710



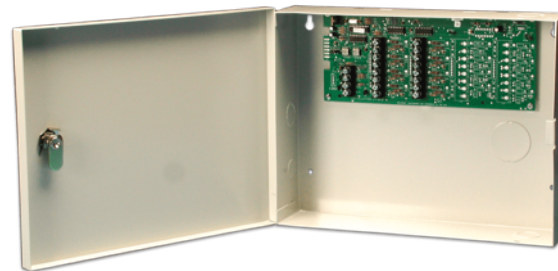
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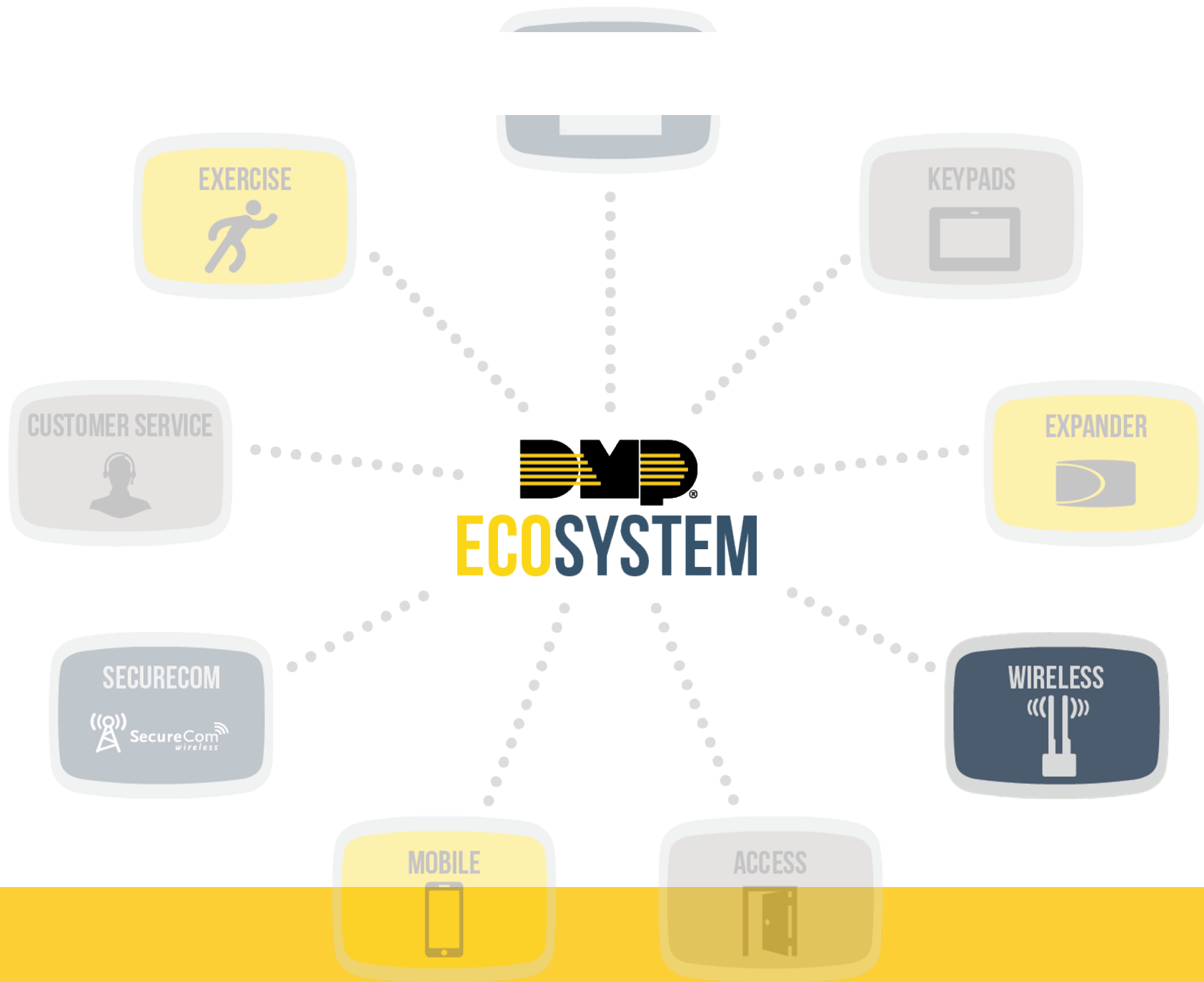
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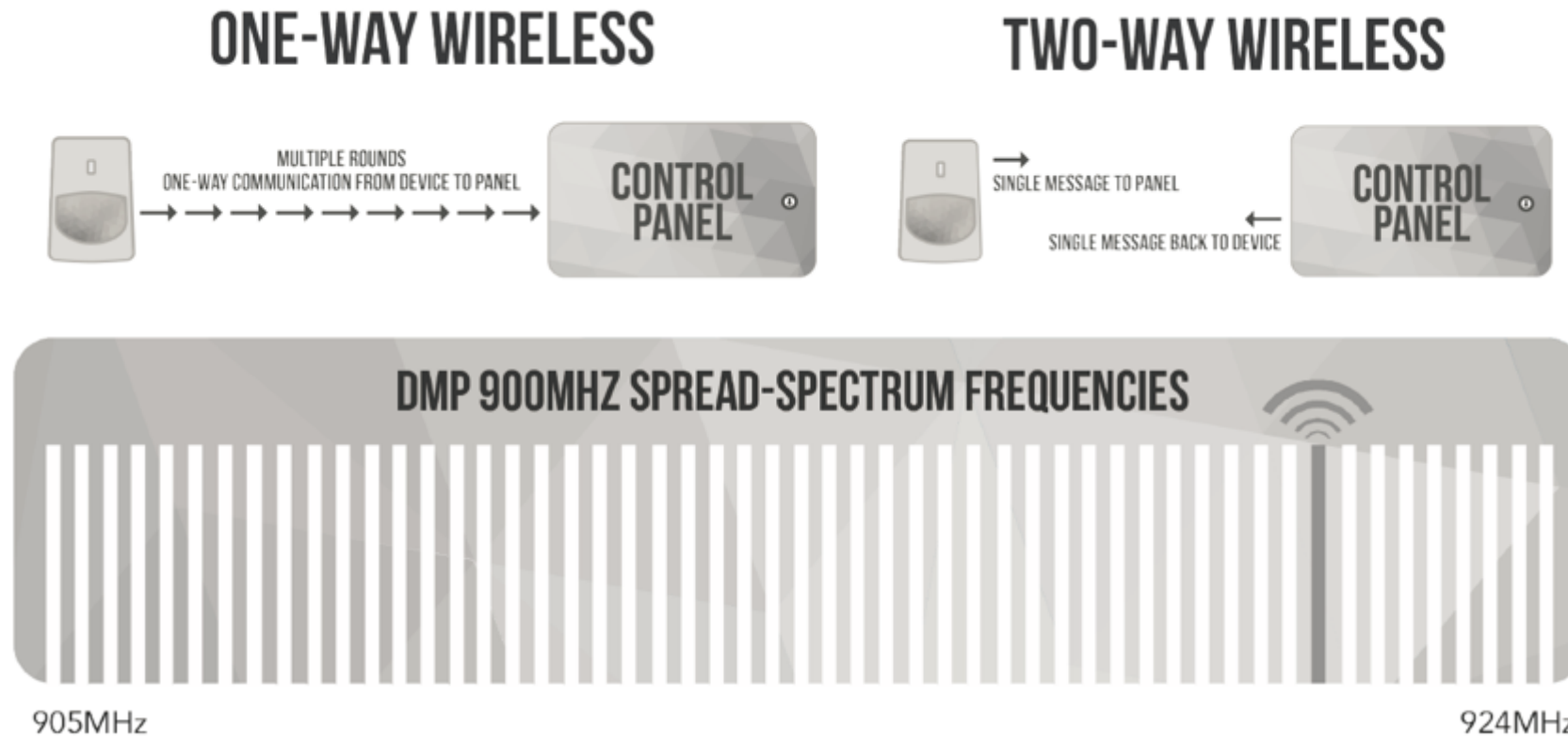
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DMP Spread Spectrum Wireless



DMP Wireless Technology – The Difference is Important



DMP Spread Spectrum Wireless



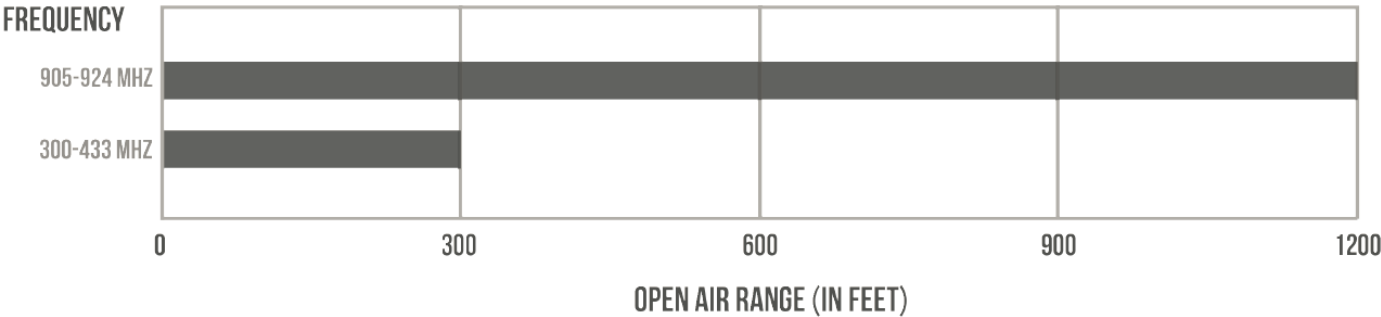
- All DMP wireless transmitters incorporate 2-way communication
- Increased battery performance and life
- Supervision of every transmission
- Provide gateway for intelligent wireless product design
- Enables easy signal confirmation for installers
- Provides quick wireless check-in at keypad for service team



DMP Wireless Technology – The Difference is Important

	DMP Solution		Other Solution	
Panel Specification	XR150	XR550	Vista 20P	Vista 128P
Wireless Frequency	900 MHz	900 MHz	345 MHz	345 MHz
Wireless Range	~1200 ft	~1200 ft	~300 ft	~300 ft
Wireless Receiver	Yes	Yes	Yes	Yes

TYPICAL WIRELESS RANGE



DMP Spread Spectrum Wireless

- Commercial Grade Wireless
- Extreme 1.7 Mile Range*
- Disarm/Disable Technology
- Configure PIR's over-the-air
- Diagnostics Built In Panel
- Commercial Approved
- Battery Power Wireless Sirens
- Full Range of Wireless Devices



DMP Spread Spectrum Wireless

- Wireless Receivers & Repeaters



1100 D -XT Standard Receiver
1100DH -XT High Power Receiver
1100X -XR Standard Receiver
1100XH -XR High Power Receiver
1100 R -Repeater

1200 ft -Standard Receiver
1200 ft -Repeater
1.7 miles-High Power Receiver

DMP Spread Spectrum Wireless

- Wireless Zone Expanders, Relays, Annunciators and Sounders



1114



1116



1117



1118



1119

DMP Spread Spectrum Wireless

- Wireless Motion Sensors



1121



1126R



1127C



1127W

DMP Spread Spectrum Wireless

- Wireless Sensors and Sirens



1129



1131



1135



1115

DMP Spread Spectrum Wireless

- Door/Window Transmitters



1101



1102



1103



1106



1107

DMP Spread Spectrum Wireless

- Wireless Keyfobs and Emergency, Panic & Hostage Transmitters



1144-4



1144-2



1144-1



1148-G

DMP Spread Spectrum Wireless

- Wireless Smoke, Heat & CO Detectors



1165



1183-135F



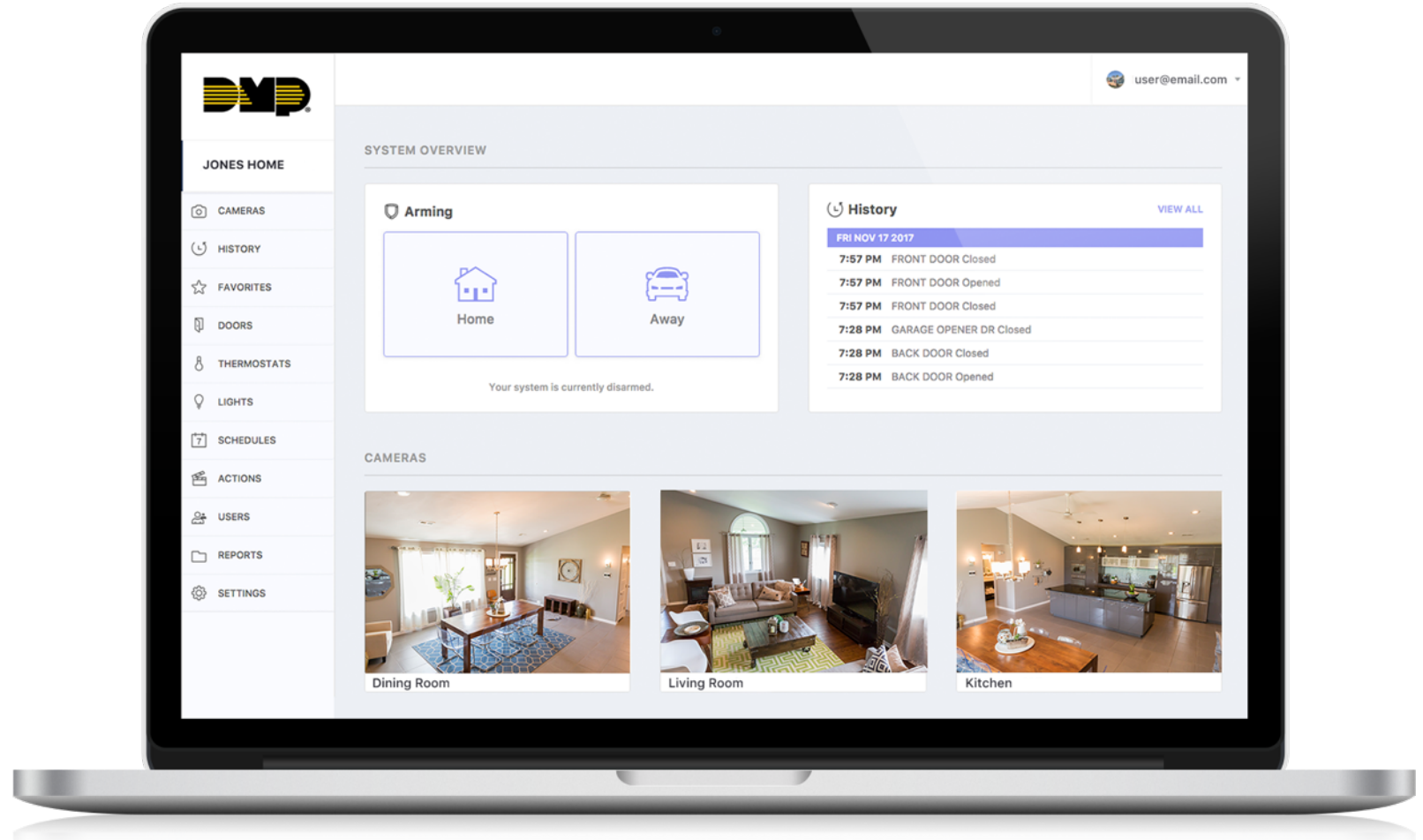
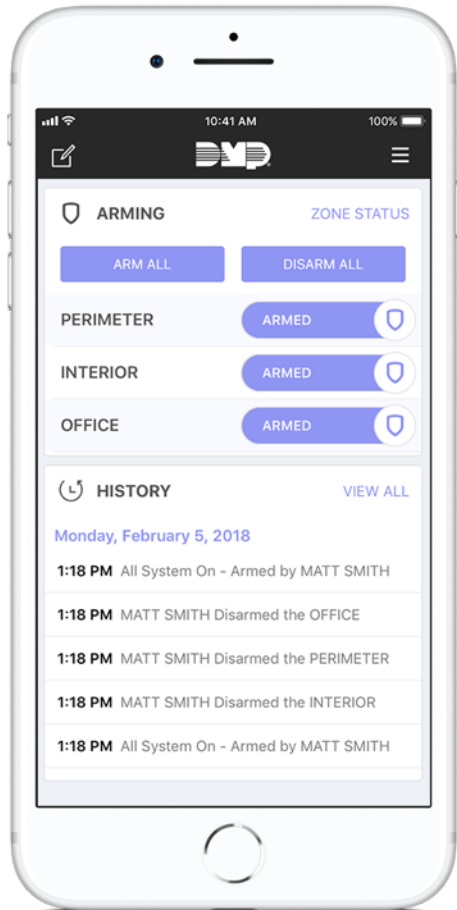
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1184-W



Remote System Management & Control



Inside Sales

- 1-800-641-4282
- InsideSales@dmp.com
- 8:00 AM – 5:00 PM CST (Monday – Friday)

• buy.dmp.com



Questions

