DMP®

DEALER SALES PLAYBOOK

TMSentry™

The Next Generation of ATM Security

The Power of an XR
in a Compact Footprint

CONTENTS

TMSentry
Overview

Compact Defense for Critical Assets

As banking teller machines become more compact, interior space becomes a premium and the technology to protect them must become more robust. **TMSentry represents the latest alarm system technology designed specifically for monitoring ATMs and ITMs. Provide your financial customers with the highest level of protection in the most compact size available on the market.**

Teller machine use and design has changed over the years. Today's consumers prefer simpler digital solutions and closer-to-home convenience. Teller machine robbery and machine theft is becoming more frequent. As this industry continues to grow and ATMs become even more prevalent, the need for effective security solutions grows with it.

BENEFITS

Free network communication. Offers the ability to easily increase RMR.

Easy to sell. This unique product stands out in the market and solves an urgent issue.

Compact size. Easily accommodates new, slimmer ATMs and ITMs, as well as existing machines needing enhanced security measures.

Fully supervised alarm zones. Up to ten zones provide comprehensive monitoring capabilities.

Remote Dealer Admin support. Easily access reporting, programming, diagnostics and more—all fully encrypted.

SPECIFICATIONS

- **Dimensions:** 5.50″W x 3.75″H x 2.56″D
- **6 onboard zones, plus 4 additional with zone expansion**
- **30 user codes**
- **Encrypted communications to the monitoring center and Dealer Admin**
- **Built-in Adaptive Technology™**
- **Onboard network and cell** (Verizon or AT&T)
- **Inactive User Code auditing**
- **Inactive Zone auditing**
- **24-hour battery backup**
- **TMSentry KIT includes the following:**
  - TMSentry with cellular (AT&T or Verizon)
  - 685-W Backbox
  - 7060 Thinline Keypad
  - 330-4 Keypad Harness
  - 699-W Keypad Deskstand
  - Velcro strips for mounting
  - External cell antenna

Talking Points

Compact Size Keeps Pace with Industry Innovations

With newer technologies being developed, teller machine manufacturers no longer need to make the machines as big as they used to. This creates an issue with security systems currently in the market, as they do not fit within the machine. The TMSentry answers this call as the first-to-market, compact security system designed specifically for this need.

Due to the TMSentry's unique compact size, this fully functional security device can also be discreetly positioned in the ATM's lower chest inside the safe or vault for even more security. The Velcro mounting option included is ideal for these unique installation needs where space is a premium.

When installed as an upgrade to existing ATMs, the TMSentry allows for more space for other equipment and can also be repurposed later inside new, smaller teller machines.

Built-In Encryption

Signals to the monitoring center and Dealer Admin are encrypted to ensure secure communication. Industry standard AES encryption protects data from being intercepted by third parties. This secures alarm communications across the network.

Constant Communication with Adaptive Technology

Ensure your customers' panels have constant communication. If the primary communication path is ever disrupted for any reason, Adaptive Technology seamlessly switches to the panel's secondary path. Plus, direct signal transmission means that every alarm message goes straight to your monitoring system without the unnecessary step of relaying communications through a NOC. The TMSentry also comes with a 24-hour backup battery so signal transmission continues even in a power outage.

Cellular Communication and DualSIM

DualSIM models can use Verizon and AT&T networks. Choose to activate one provider—or both! When both carriers are activated, a number of communication features become available. The panel chooses a primary cell carrier based on signal strength. Every hour the panel checks the signal strength. If it drops below a certain level, the system checks the secondary provider's signal. If that signal strength is better, the panel switches to using that carrier for cell communication, adding another layer of redundancy to communication. During alarm transmission, if the signal fails, the panel will switch and try the other carrier to deliver the alarm message.

Streamlined Audit Reporting for Easy Compliance and Management

Special features are built-in that make audit reporting simple and efficient. Inactive User auditing automatically sends an inactive user message to the monitoring center if a code is not used within a programmable number of days. Inactive Zone auditing supervises every zone to ensure they are working as they should.

Comprehensive Security

Monitor teller machines in real time with accurate detection in a powerful but compact size. Up to ten fully supervised zones give you the flexibility of adding security devices such as seismic detectors, door contacts and heat detectors.

Selling TMSentry

TARGET AUDIENCE

Independent ATM providers and private business owners

Financial institutions (predominantly banks and credit unions)

Teller machine manufacturers/distributors

BENEFITS TO END USERS

Industry-standard AES encryption. Protects alarm signals from being intercepted.

Flexible communication options. Variable options and Adaptive Technology™ ensure constant signal transmission.

Battery backup. Provides continuous operation and alarm transmission during power outages.

Fast and easy compliance reports. Inactive User Code auditing and Inactive Zone auditing make compliance reports simple and efficient.

Compact size offers optimal location placement. Crucial security system components fit within the secured body of the ATM, as opposed to more vulnerable positions like the top or exterior.

Easy system management. End users can conveniently manage via Virtual Keypad or Entré.

Market Opportunity

U.S. Market on the Rise
In 2022, the global ATM market was $22.8 billion, with North America having 31.4% of the market share. Deployment (installing and implementing ATMs) accounted for 53.9% of the overall industry in 2022 and grows at a rate of 4.3% CAGR.

Key factors contributing to market growth are technological advancements. Customers want more secure, more convenient ways of accessing their cash. With the rise of mobile banking and the upgrade of existing ATMs, ITMs and VTMs, improved security measures assure customers they can access their funds quickly and safely.
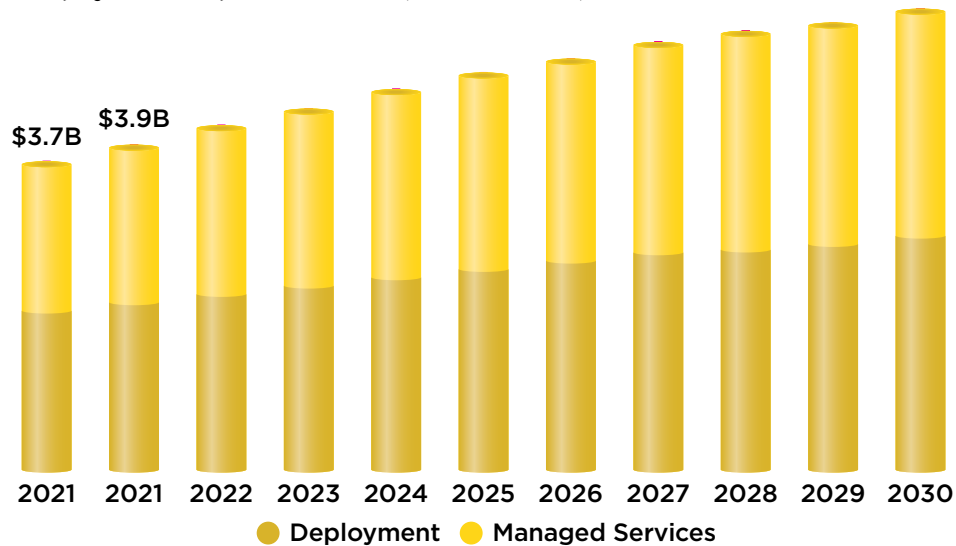
Onsite ATMs at Financial Institutions
Financial institutions use onsite ATMs at their branches to alleviate the workload of employees, reduce the chance of transaction errors and reduce wait time for their account holders. These benefits lead to increasing demand for onsite ATMs.

Private Industry and Smaller ATMs
Due to the smaller sizes of modern-day ATMs and their less-expensive prices, the private, independently owned ATM market is expanding rapidly. Many privately owned ATMs are now owned by the proprietors of the establishments in which they are located. Many of these establishments are smaller businesses with restricted and expensive floorspace inside retail strip centers, crowded shopping malls or smaller cottage industry settings.

U.S. ATM Market
Size, by Solution, 2020 - 2030 (USD BILLION)

$3.7B $3.9B

| 2021 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |

● Deployment   ● Managed Services

3.5%
U.S. Market CAGR, 2023-2030

Source: www.grandviewresearch.com

KEY DIFFERENTIATORS
- The power of an XR in a compact footprint for newer, smaller teller machines — first-to-market solution for customer needs
- Features designed specifically for teller machine security
- Designed, engineered and manufactured in the U.S. with U.S. and global components

WHY DMP?
- **Rock solid reliability**
  Fewer false alarms and calls for service
- **Customer-driven innovation**
  Tailored, innovative solutions driven by customer needs
- **Operational benefits**
  Gives you an easily understandable system

DMP