



Customer Quotes / References

- *"Simple to use, low maintenance, & can alleviate a lot of potential headaches down the road,"* Kory Best, Regional Technology Director, Securitas Security, 618-257-2815, Kory.Best@securitasinc.com
- *"This product has lived up to its reputation. We feel this is an important tool that can really benefit our teams as we carry keys on a round the clock basis,"* Rob Boyd, Regional Manager, Sunstates Security, 704-506-5432, rboyd@sunstatesecurity.com
- 60 unit purchase after comparison of Gravity to item finders. Contact Kim Graves, Director, Custodial Operations, Texas State University, 512-245-2181, kg04@txstate.edu
- *"I am using two of the gravity units and they work great. The technical support is fantastic. I greatly recommend this product,"* Tim Bertie, Account Manager, Bedrock Protection Agency, 602-510-5851, Tim@bedrockprotection.com
- *"I am excited to get these in use so we can prevent the next lost master key,"* Jim Frame, Branch Manager, Securitas Security, 808-539-5008, jim.frame@securitasinc.com
- 21 unit purchase used in conjunction with key control cabinet, ensuring keys are returned at the end of each shift. Bill Babbitt, Chief Building Engineer Supervisor, US Bank Centre/CBRE, 206-652-1938, Bill.Babbitt@cbre.com
- *"I wear mine every day and require others to do the same. This device is a game-changer in my opinion. In our field testing, the learning curve is absolutely flat and requires little to no training,"* Ron Paquin, Lead Facility Engineer, McKinstry Co., 206-832-8436, RonP@McKinstry.com
- *"It's a very small investment to protect our reputation. Our clients love it, our field personnel love it, our managers love it, and we plan to purchase more,"* Rick Ward, National Director, Healthcare Security Services, Universal Protection, 310-261-9038, Rick.Ward@aus.com, Case Study Below
- *"I'm able to create a competitive edge over other security companies who haven't found out about the Gravity yet. And in our highly competitive industry, I want to create every advantage I can,"* Joe Murphy, Regional Vice President, Universal Protection, 404-272-4376, joe.murphy@aus.com, Case Study Below
- *"The Gravity solution provides premier companies like Securitas the best overall protection against high costs associated with a set of lost master keys. We'd rather focus our resources on key loss prevention technology than on paying high insurance deductibles,"* Wallace Kelley, Branch Manager, Securitas Security, 808-539-5011, Wallace.Kelley@securitasinc.com, Case Study Below

Customer Case Studies

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Gaining a Competitive Edge by Preventing Key Loss

Gaining a competitive edge in the mature security industry isn't easy. AlliedUniversal Security Services with offices throughout North America invests in a variety of technology solutions to add value to their services. They are always on the lookout for any product, large or small, that can give them a competitive edge and drive customer loyalty.

Since mid-2015, when Joseph Murphy, a Regional Vice President with AlliedUniversal talks to a potential new client, he always mentions the Gravity key tether his officers carry. It's a competitive advantage that he doesn't want to give up!

"This is a brilliant new product my officers and I depend upon," says this security professional from Atlanta with 32 years of industry experience. "The design and simplicity are unmatched in the industry." What makes Gravity so unique? Its patented design that alerts a security professional when the keys are separated from him by more than 20 feet. And, "We love the strobe light that helps an officer find dropped keys when inspecting outdoor facilities— before Gravity it was almost impossible to find lost keys in a grassy field or wooded area."

How does AlliedUniversal use the Gravity device? "It's a cost effective supplement to the expensive GPS enabled smart phones our officers carry," says Murphy. Each officer with a set of master keys threads the gravity belt unit device through their belt and affixes the key unit to it. When the keys are separated from the officer by more than 5-7 steps, a loud alarm sounds, the Gravity belt unit vibrates, the key unit strobe light starts flashing and sounding an 85 db alarm. Simple, but highly effective. Dropped keys are quickly and easily retrieved. With Gravity, keys can no longer be misplaced.

Potential new customers for AlliedUniversal who learn about the product like it, too. "I'm able to create a competitive edge over other security companies who haven't found out about the Gravity yet," says Murphy.

Insurance Cost Reduction through Key Loss Prevention

Wallace Kelley, an experienced branch manager with Securitas's Honolulu office since 2012, won't let his officers go out on the job without carrying Tether Technologies Gravity key loss prevention device. And, he doesn't think anyone else should either. Why? Because Gravity has already given him peace of mind regarding losing or misplacing keys, which can cost tens of thousands in insurance deductibles.

"Lost keys are a common industry problem that many don't want to talk about," says Kelley. "Professional security firms all maintain insurance to cover some of the costs, but the deductible is usually still north of \$25,000." And that's not the only cost to consider— during the period of rekeying a building, a security firm incurs extra personnel costs, supervisory costs, and management costs. "I look forward to not having to pay insurance deductibles for key loss ever again," states Kelley.

How can he be so sure? "The Gravity is the best solution we've seen on the market, and we've looked for years. It's always on, has a 2 year battery life, is very durable, and requires no training to use." Do his officers in the field feel the same way? "We've gotten great feedback from the field. The officers particularly like the lack of an on/off switch. There is no user error possible," states Kelley.

How do Securitas officers use Gravity? Each officer with a set of master keys threads the gravity belt unit device through their belt and affixes the key unit to it. When the keys are separated from the officer by more than 5-7 steps, a loud alarm sounds, the Gravity belt unit vibrates, the key unit strobe light starts flashing and sounding an 85 db alarm. Simple, but highly effective. Dropped keys are quickly and easily retrieved. With Gravity, keys can no longer be misplaced, or worse, lost.

"The Gravity solution provides premier companies like Securitas the best overall protection against high costs associated with a set of lost master keys," says Kelley. "We'd rather focus our resources on key loss prevention technology than on paying high insurance deductibles."

Protecting Your Reputation by Preventing Key Loss

Protecting your reputation in the security industry is crucial to maintaining client relationships, attracting top talent and maintaining your overall brand. Universal Protection Service, with high security clients in healthcare, government, retail and universities throughout North America, is vigilant when considering their reputation management.

"Our reputation is the single most important asset we manage," says Rick Ward, National Director of Healthcare Security Services for Universal Protection. "It says everything to our customers and the world about how we manage our business and therefore protect theirs."

"I first saw the Gravity key loss protection device at an industry trade show late last year, and it was an easy decision to recommend we buy several for a pilot evaluation," says this former US Air Force officer. "Now that it's been field tested for several months, I see it as a simple, yet highly effective device that helps us manage our reputation by introducing state-of-the-art technology for key loss prevention."

What does Universal Protection Service like so much about the Gravity? "In our field testing, the learning curve is absolutely flat and requires little to no training." It's "always on" state, prevents a security officer from accidentally turning off the device, the belt loop closure prevents Gravity from falling off a belt, and the motion sensor prevents false loss alarms. "We showed Gravity to our clients as a way to demonstrate our dedicated approach to thinking about protecting their business—they are enthusiastic about it, too."

Has Universal found anything else like the Gravity device? "None!" says Ward. "Gravity is the only proactive product on the market that prevent the loss of keys in the first place. It's a very small investment to protect our reputation. Our clients love it, our field personnel love it, our managers love it, and we plan to purchase more."