

## EMC Security Seamlessly Transitions Across Alula Products

### FAMILIARITY WITH BAT-CONNECT MAKES USING CONNECT+ EASY

EMC Security is an Atlanta-based security solution integrator for homes and businesses. Since 1998, EMC Security has provided Georgia with superior protection systems, including intrusion, fire alarm systems, wireless monitoring, access control, camera systems and home automation. EMC Security monitors its customers locally and through partnership with a recognized and respected central station provider, providing customers with exceptional monitoring response, customer technical and administrative support.

In the mid-2000s, there was a focus and big push for mobile devices which led to customers dropping their landlines. Because of this, Vince Raia, President of EMC Security, and his team sought to find an IP communication device that did not rely on traditional phone lines.

Raia and his team discovered ipDatatel in 2007 and started using their communicators. "Once ipDatatel merged with Resolution Products and formed Alula in 2018, we continued to work with them and

stayed with them through the introduction of every communicator," said Raia.

Alula's Connect+ is built for residential and small business applications. It is straightforward to learn, operate and manage with customized push notifications, allowing EMC Security's customers to choose the alerts they want to receive.

**"We do a lot of equipment takeovers and need a solution that can be used with different embedded manufacturers' platforms," said Raia. "When we run into a legacy system that a customer doesn't want to replace, BAT-Connect allows for additional devices to be added without having to replace panels."**

The award-winning Alula Security App enables the end user to control home and small business security and automation systems from a single platform. It provides real-time notifications, which is helpful for Raia and his team.

“We have always been impressed with Alula’s app and combined support system and the regular feedback they seek from their dealers. They focus on the customer perspective versus the engineering perspective,” continued Raia.

“While other companies react more slowly to technology updates, Alula’s competitive advantage to us is how quickly they see a need or gap in the marketplace and put research and development into a product line that will solve the problem,” said Raia.

Additionally, the Alula intuitive touchscreen was a game-changer for EMC Security’s customers.

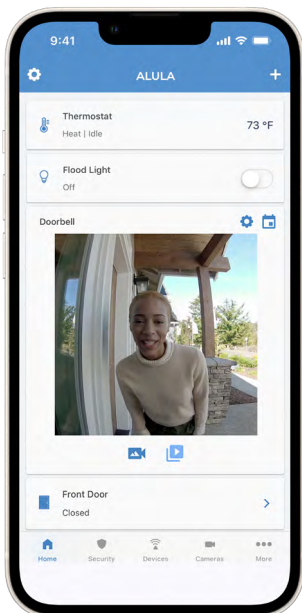
“Everyone wants the latest and greatest look and feel of modern equipment in a home or business without the price tag. With Alula products being almost 1/5 the cost of others, it’s the perfect solution to offer to our customers.”

What started as simple communicators, expanded to EMC Security utilizing a portfolio of Alula products and solutions.

The team at EMC Security was blown away by the same flexibility, ease of use and simple installation processes across all of Alula’s products.

From the beginning of ipDatatel and the formation of Alula, EMC Security has adopted every solution, leading to satisfied customers and products that Raia and his team know will work when they need them to.

To learn more about how your familiarity with Alula products makes it easy to adopt the Connect+ Security System, visit [www.alula.com/connect](http://www.alula.com/connect).



★★★★★  
4.8-star rating  
Best in industry

