



# WATCHMEN SECURITY AND THE CLOUD DELIVER AMAZING COST BENEFITS AND RESIDENT EXPERIENCES

Upgraded access control and lower costs give Block Real Estate a competitive edge in Kansas City's hot rental market.

## EXECUTIVE SUMMARY

Watchmen Security deployed Brivo's multifamily solution to help Block Real Estate manage multiple communities. Watchmen teamed up with Brivo to deliver Block a robust solution – all hosted in the cloud. A year later, building engineering costs dropped significantly due to fewer truck-rolls and the future-proofing technology of Brivo. This not only improves Block's bottom line but also enhances resident experiences.

## THE CHALLENGE

Block Real Estate Services is a full-service commercial real estate company driven by a clear focus on strong financial outcomes. With dozens of buildings and thousands of doors, managing a mess of physical locks and keys across Kansas City was a nightmare. Building engineers had to re-key at lease turnover and show up on-site in resident emergencies. Block Real Estate also suffered from vendor fatigue. They had different contracts and suppliers for security, equipment, and fire safety. And yet, they didn't have video cameras located in strategic spots connected to the cloud. This gap impacted the safety of residents and properties. It also created hassles and headaches.

## THE CHOICE

For Watchmen, Brivo was the obvious technology partner to work with on Block's security. Watchmen values Brivo's entrepreneurial energy and knew they could trust leadership to help them deliver. Brivo Access was the optimal choice on the market. It offers technical performance and multifamily functionality in the cloud. Watchmen Security knew they needed to offer a complete platform to build a true relationship with Block Real Estate. The Brivo comprehensive product suite includes:

- Access control
- Smart readers
- Touchless mobile credentials
- Visitor management
- Occupancy monitoring
- Health and safety features, integrated video surveillance, smart locks, and intercoms

Watchmen utilized all these powerful security features to serve Block Real Estate.

## THE CHANGE

The partnership between Watchmen Security and Brivo has made Block Real Estate buildings even more competitive in Kansas City. How? Block's cost savings are remarkable. Based on a quantitative study, Watchmen demonstrated to Block Real Estate the value of the cloud and 25 out of 26 of Block Real Estate's buildings deployed in the cloud with Brivo Access and Watchmen. The total annual building engineering costs for these 25 Brivo installed buildings was just \$1,500. For the single building that insisted on a non-Brivo on-site deployment, Block Real Estate incurred a total of \$6,000 in annual building engineering expenses. That's potentially \$150,000 in cost avoidance in a single year.

## BLOCKBUSTER BENEFITS

Block Real Estate benefitted in two major ways from the support of Brivo and Watchmen. First they dramatically lowered expenses. Second, their buildings become more appealing to current and prospective tenants. Watchmen Security and Brivo secured the floors, doors, and amenities of Block's buildings with 24/7 monitoring. And Block now offers an intuitive mobile application to open doors, manage access for guests and visitors, and receive deliveries on time 24/7. This makes Block Real Estate's properties even more profitable and desirable.

**"Our relationship with Brivo through Watchmen Security has transformed our property management. Our property managers, building engineers, and residents benefit from stronger security and more convenient access. This powerful cloud solution exceeded our expectations for attracting new residents at lower costs."**

-Scott Cordes, COO of Block Real Estate



**1**  
vendor  
instead  
of many

**10K+**  
doors  
protected

**150K+**  
in annual  
costs  
avoided

## ABOUT BRIVO

Brivo is the global leader in mobile, cloud-based access control for vacation rental, commercial real estate, multifamily residential, and large distributed enterprises. Our comprehensive product ecosystem and open API provide businesses with powerful digital tools to increase security automation, elevate employee and tenant experience, and improve the safety of all people and assets in the built environment. Having created the category over twenty years ago, our building access platform is now the digital foundation for the largest collection of customer facilities in the world, trusted by more than 25 million users occupying over 300 million square feet of secured space in 42 countries.

## ABOUT WATCHMEN SECURITY

Watchmen Security believes that everyone deserves to feel safe. They know that customers want to protect their employees, business associates, friends, and family. The problem is, businesses and homes are targets for intruders, putting valuable assets at risk. Watchmen Security understands how violating it is to be a victim of a security event. This is why they specialize in protecting hundreds of thousands of people across the United States. Watchmen Security is an innovative market leader in alarm systems, camera security systems, card door access, and fire safety. They serve commercial, industrial, multifamily, restaurants, healthcare facilities, religious and educational institutions, and homeowners. And they provide the latest technology with the highest level of service.



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