

Home Security System

Sean's Review of Potential 2016 Upgrades to our Home Security ("Alarm") System

Contract expiring Summer 2016,
Hardware expired long ago (but will
become "ours", if we don't get an
upgrade)

28 Oct 2015



Sean Stapf
Owner, Unit #1223

QUICK SUMMARY: Planned for Jan 2016... (BEFORE & AFTER)



BEFORE (Current system; ~1993-June 2016)
(No longer works in units without "landline")
\$10/MONTH



AFTER (Honeywell "Lynx 5200"; wireless, touchscreen)
(Works with cell towers & internet - not "phone landline")
\$16/MONTH



SCOPE of this Presentation

BACKGROUND: Our 20-year-old home security (“Alarm”) system is tired – outdated, and hardly works in most units (requires an old copper-line analog phone service, and – even then – sometimes doesn’t work).

Early in 2015, Jerry Scholder (current HI-2 board president) pointed out this deficiency, and that it needs to be addressed.

STATUS:

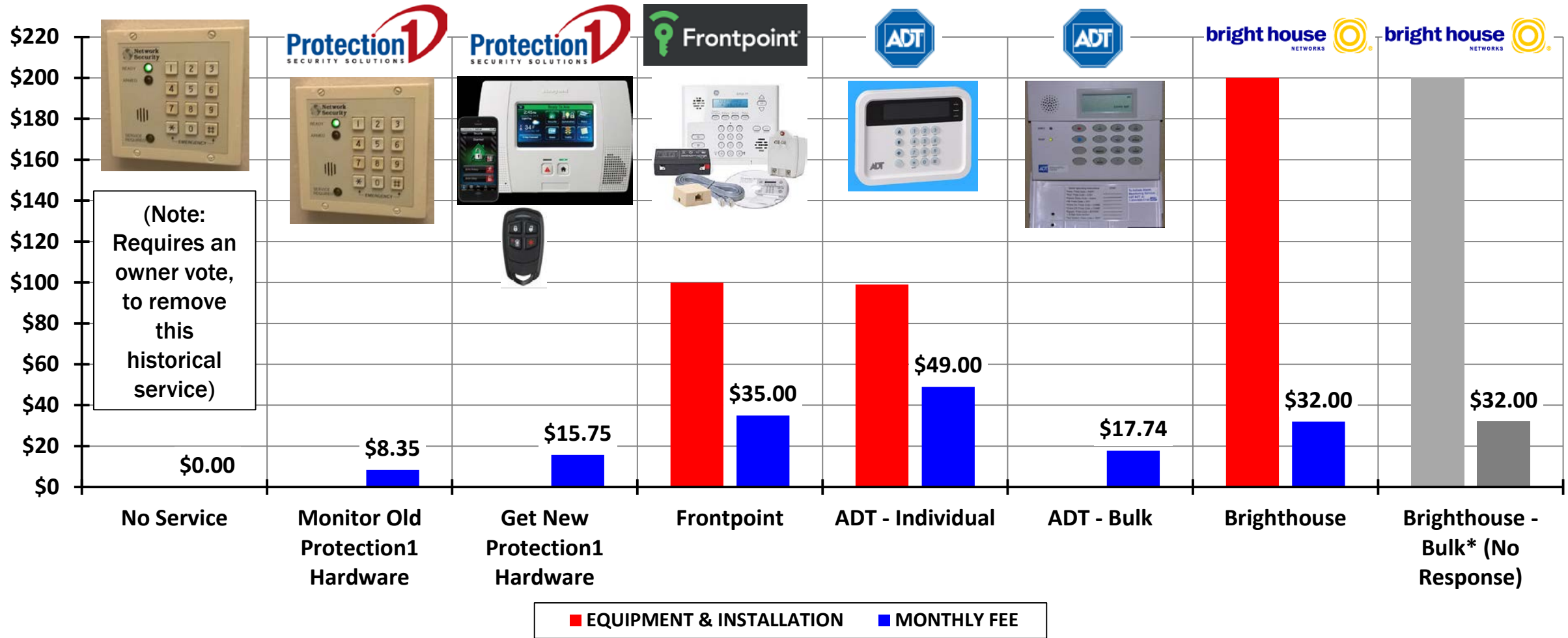
- 1) Our current contract (with “Protection1”) expires in July 2016 – and they’ve offered 3 options...
 - a) Keep the hardware in our homes after July 2016 (they’re abandoning it), and have no monitoring (\$0/month)
 - b) Keep the hardware in our homes and continue paying for monitoring (discounted to \$8.35/month)
 - c) IMMEDIATELY upgrade all units to modern, wireless, touchscreen systems, and monitor (price: \$0 install, \$15.75/month – or \$15.50/month if HI-1 joins us). Full sweep install is available ~January 2016.

Note: Option “c” includes a locked price for a 7-year contract, and options for individual unit feature upgrades

- 2) For comparison, I’ve gathered a few other quotes (from “Frontpoint”, “ADT”, and “Brighthouse”)

GOAL: Present these options for the change in our Security System

SUMMARY of QUOTES, Oct 2015



Option: A

B

C

D

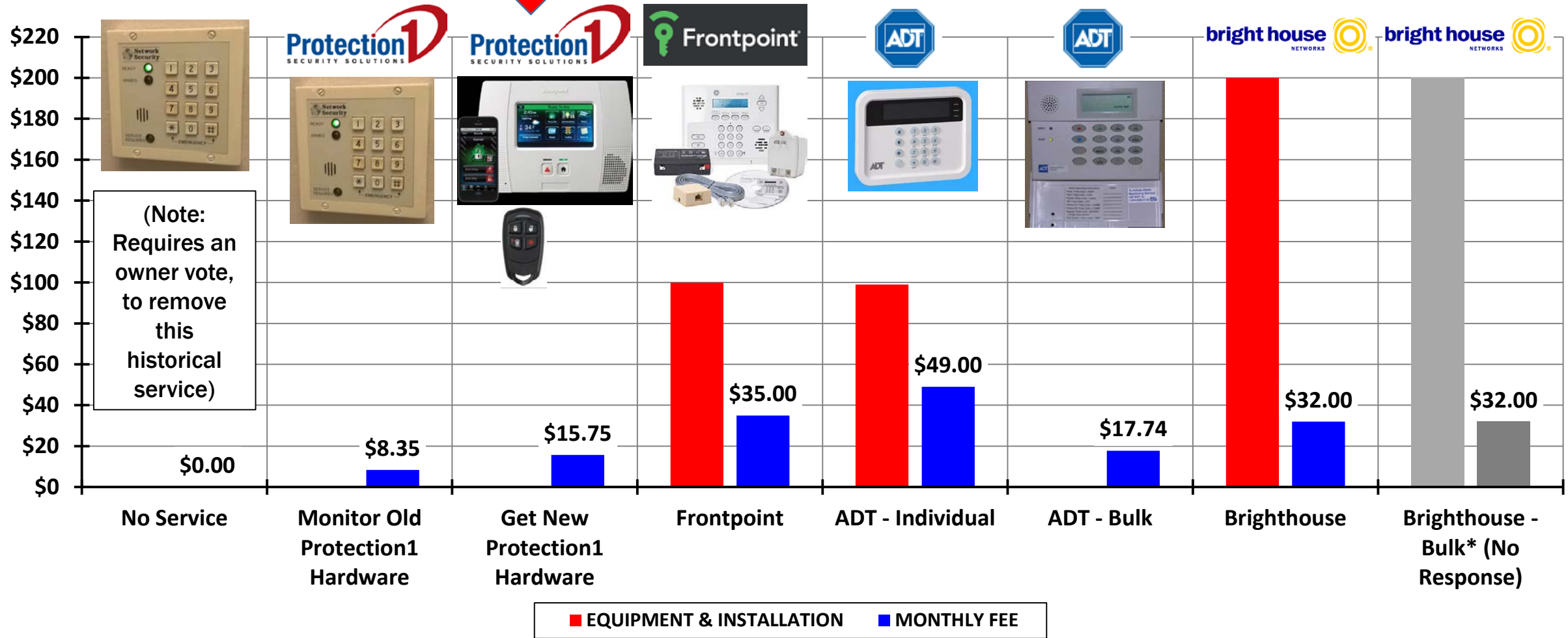
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(Sean's Recommendation: "Option C")



Option: A

B

C

D

E

F

G

*H

SUMMARY of Option "C" (BEFORE & AFTER)

BEFORE (Current system; ~1993-June 2016)
(No longer works in units without "landline")

\$10/MONTH



AFTER (Honeywell "Lynx 5200"; wireless, touchscreen)
(Works with cell towers & internet - not "phone landline")

\$16/MONTH



Options (I don't recommend): We can pay extra for fancier services (and individuals can add others)...

- 5-day Weather, Traffic, News
- 2-way voice to Security office
- Dim your lights
- Control your thermostat
- Get the phone app, etc

Additional Bulk Services Available - Price is additional Per unit Per month		
Service	Included?	Price per unit per month
Energy Services Basic	No	\$2.00
5 Day Weather	No	\$1.00
5 Day Weather, Traffic, News	No	\$2.50
Advertising Services (Push)	No	\$1.00
eSecure Video	No	\$4.00
Two-way Voice	No	\$2.00
Resident Available Add-ons		
Service	Included?	Outright Purchase Price
Z-wave Light module with Dimmer	No	\$130.00
Z-wave Light Module w/out Dimmer	No	\$120.00
Z-wave Thermostat	No	\$220.00
Z-wave Lock - Satin Nickel	No	\$220.00
Z-wave Lock - Bronze	No	\$220.00

Details of Other Options & Companies

Sean's
Review
2015



OUR BEST CHOICE **9.8 /10** Our Rating
★★★★★ User Rating

Available In CAPE CANAVERAL, FL

- ✓ 100% Cellular Monitoring
- ✓ Crash & Smash Protection
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2 **9.5 /10** Our Rating
★★★★★ User Rating

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- ✓ Cellular, Broadband or Landline Monitoring
- ✓ Remotely Control Your Home
- ✓ Homeowner's Insurance Savings

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3 **9.5 /10** Our Rating
★★★★★ User Rating

Available In CAPE CANAVERAL, FL

- ✓ Complete Home Security & Automation System
- ✓ Remote Electronic Door Locks
- ✓ Remote Video Surveillance
- ✓ Remote Thermostat, Lighting, & Appliance Control

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4 **8.9 /10** Our Rating
★★★★★ User Rating

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- ✓ Cellular, Broadband & Landline Systems
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- ✓ No Equipment Fees
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★★★★★ User Rating

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By providing my email, I agree to receive occasional emails from (i) HomeSecuritySystems.net and (ii) ShopperApproved for survey purposes exclusively connected to the service provided.

Price Comparison

Company	Start Price
Frontpoint Read Review	\$34.99/mo Get a Quote
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Protect America Read Review	\$35.99/mo Get a Quote
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Protection 1 Read Review	\$36.99/mo Get a Quote
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Home Security Statistics

Every 14.6 seconds, a burglary takes place in the US. *

Average loss per burglary: \$1,725. *

Homes without security systems are about three times as likely to be broken into than homes with security systems. *

Favorite items: cash, jewelry, electronic equipment, silver, guns and other items easy to sell. *

*Washington Post, 2007 [link](#)

Top Home Security Tips

Alarms are most effective when criminals know you have a system installed. Display the alarm company's name visibly.

Don't announce your vacation plans on social media.

Be original when hiding spare keys. Under the doormat doesn't

Frontpoint:

- Console exclusively uses cell towers (no “internet is out” issues)
- They claim to be “Top Rated #1” by consumers
- GE Simon XT (cell chip inside)
- All doors and windows sensed (self-install)
- 100dB alarm siren
- 24hr battery backup
- Yard signs, 5 window decals
- \$434.95 install value, \$99.95 install (self-installed; peel-and-stick sensors, self-standing console) – all equipment will be OWNED, not leased – not proprietary, can pick any monitoring service...
- Basic monitoring: \$35/month, no mobile apps (\$45/month) – REQUIRED, for 3 YEARS
- Bryant, 855-269-2308

Details of Other Options & Companies



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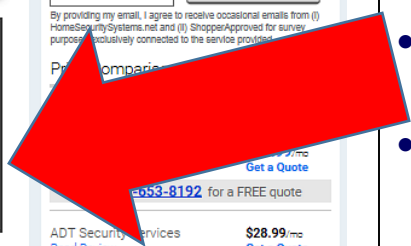
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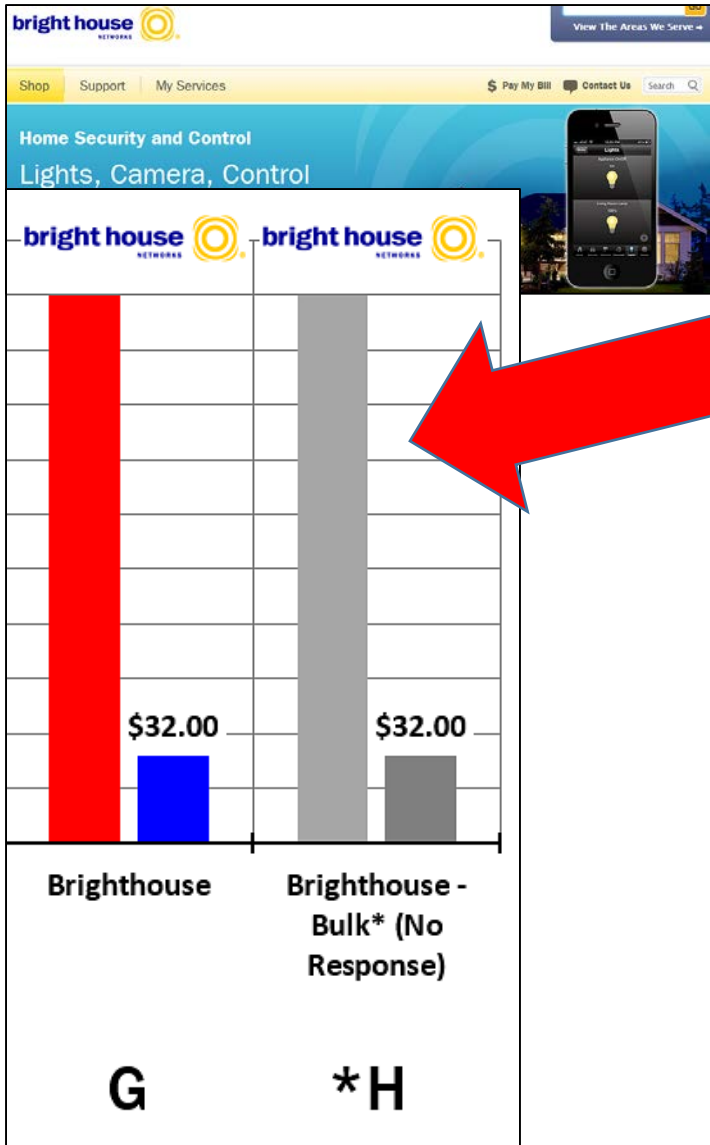
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ADT (& compared to Frontpoint):

- About the same console (same cell tower service)
 - Huge company, 100+ year history, similar high ranking as Frontpoint (~ #2)
 - ~Same service (All doors and windows, yard signs, window decals, etc)
 - ~Same \$99 install (all equipment free – and will be owned, but with lifetime parts/labor warranty)...
- 
- Basic monitoring: \$49/month
 - Merrit Island, 321-504-5006
 - Commented: “Protection1 giving you free install of Honeywell Lynx 5200 with ~\$15/month monitoring seems CRAZY Low”... And that – even with their corporate on-site visit and estimate (800-369-0996), ADT would probably never be able to come close to that \$16/month.
 - UPDATE: After weeks, ADT finally revised their quote (down) in an attempt to compete; \$17.74/month for 10 years, or \$18.74/month for 7 years, with a hard-button “Honeywell/ADT Safewatch Pro 3000”.

Details of Other Options & Companies



BRIGHOUSE:

- **SEEMED** like a good idea... (Hey, why not get a “bundled bulk discount”, with our great TV/internet deal?), but...
- Brighthouse initially quoted same HIGH price as other security groups (\$200/install, plus \$32/month... based on “individual” security w/ TV/Internet bundle)... and...
- Was very “sluggish” to respond on a “bulk” deal
- **Reportedly:** This security stuff is “new” to Brighthouse – and VERY new to the “Bulk/Community” security field (“If we could even meet Protection1’s \$16/month rate, it would be... like... our 2nd or 3rd contract of this size, and... we’re still looking at security consoles that we would use...” – Donna, Brighthouse, 16-Oct-2015)
- **SUMMARY:** Brighthouse struggled for 2+ weeks to deliver us a “bulk” offer (to compete with Protection1’s \$16/month)... and then: **NEVER DID** (as of 17-Oct-2015).
- **SO:** Even if they – eventually – somehow met this Protection1 \$16/month deal... I’m not sure we should trust them with this big of a security contract. (Or: Maybe not... maybe we should keep nagging them).

Details of Other Options & Companies



1 **OUR BEST CHOICE** **Frontpoint** **9.8/10** Our Rating
★★★★★ User Rating

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2 **ADT** ADT Always There® **9.5/10** Our Rating
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4 **PROTECT AMERICA** **8.9/10** Our Rating
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Call Center Hours: M-F 8am-12am EST Sat 9am-9pm EST Sun 10am-10pm EST

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5 **Protection 1** **8.6/10** Our Rating
★★★★★ User Rating

Available In CAPE CANAVERAL, FL

- Wireless Security Equipment
- Total Home Automation
- Two Way Voice Communication
- Remote Video Access

Call for a FREE Quote **844-856-1993**

Call Center Hours: M-Fri 9am-9:00pm EST

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Protect America Read Review	\$35.99/mo Get a Quote
Call 844-325-4595 for a FREE quote	

Protection 1 Read Review	\$39.99/mo Get a Quote
Call 844-856-1993 for a FREE quote	
Home Security Read Review	\$39.99/mo Get a Quote
Every 15 minutes in the US. *	

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Option C: PROTECTION1 ("We're Not #1")...

Quote: Honeywell "Lynx 5200"; wireless, touchscreen, Free + \$16/mo.

May require you have your unit "monitored", for the cell-phone app to work



Options (I don't recommend): We can pay extra for fancier services (and individuals can add others)...

- 5-day Weather, Traffic, News
- 2-way voice to Security office
- Dim your lights
- Control your thermostat
- Get the phone app, etc

Additional Bulk Services Available - Price is additional Per unit Per month

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Resident Available Add-ons

Service	Included?	Outright Purchase Price
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Z-wave Thermostat	No	\$220.00
Z-wave Lock - Satin Nickel	No	\$220.00
Z-wave Lock - Bronze	No	\$220.00

1 million little perks about the “Protection1” plan (Option C)...



Transcript of 16 Questions & Answers (About bug-guy codes, using old wiring, using new console, etc)...

1. “Bulk Specialists”: I didn’t realize why I’d never heard of Protection1 (and how they can be cheaper than ADT, etc) – apparently Protection1 has been the 35-year nationwide leader in BULK security (apartments, condos, managed developments, etc) – not individual onesy-twosy homes - so Protection1’s infrastructure is designed for that (massive computer systems to handle large condos, coordinate with management office, etc). That may explain their lower price, when competing on bulk properties, and the rest of this info...
2. JAN 2016: YES, they are ready, can come in with a crew, terminate our old contract to start the new one, as soon as we’re ready. Their only normal challenge is trying to get access to all the units as they sweep the property for the changeouts (which will be easier, since it’s SnowBird Season), and we have Master Keys, and...
3. CELL AND INTERNET ACCESS: Unlike some other systems (Frontpoint: Cell-only, other sometimes are internet-only) – our bid & Honeywell Lynx 5200 accesses BOTH paths (cell towers, AND internet – which, thanks to Jerry – now all units have internet).
4. INDIVIDUAL CELL TRANSMITTERS: Unlike some other systems which mount a big antennae on an apartment building to access multi units to cell towers via only one transmitter (cheaper) – Protection1 puts a cell chip in EVERY unit’s console... so we have no other mounted external hardware on our buildings, and every unit communicates independently to cell towers.
5. WIRED Window/Door Sensors: Unlike some systems which force owners to abandon their pre-installed/existing hard-wires that run to a sensor at each window & door (like HI-2 wisely constructed behind the drywall, 20+ years ago) – to instead use only battery-powered wireless transmitters at each window/door sensor (so batteries then become a maintenance issue; dying batteries & reinstalls every ~4 years) – Protection1’s bid allows us/them to USE the EXISTING hard-wiring to each window & door, when they set up our console (so: no batteries dying & replacement), when those wires are available and functional. Plus...
6. WIRELESS Window/Door Sensors: IF, for some reason, Protection1 finds a unit’s hard-wiring to a window/door is NOT working (removed, or damaged from a remodel, etc), Protection1’s bid includes the installation of a Wireless sensor at that door/window (so it becomes a battery-dying issue, but...), their bid INCLUDES FREE BATTERIES for those sensors; all maintenance and replacement of the consoles & sensors, as needed, for the entire term of the contract (7 years).
7. BUG-GUY ACCESS: YES, they’ve ridden this rodeo before, for bulk properties - and with the new consoles (vs. the old consoles) they can now solve it for us with THREE (3) OPTIONS, continuously available to us, for Bug-Guys, Fire-sprinkler Inspection Guys, power-surges, construction/maintenance crews, etc...
 - a) PROTECTION1 DISARM, via Phone Call: The Bug-Guy (and HI-2 president, Lori, etc.) can be given a phone number to call the Protection1 office (managing from Tampa) to have Protection1 put units, buildings or the entire property on “test” mode – via their internet portal which connects to all HI consoles.
 - b) MANAGEMENT CODE, to Bug-Guy/Fire-Inspectors/etc: Units can be assigned a “Management Code”, so this code can then be given to the authorized entrance guys (Bug-Guy, Inspectors, Maintenance), so they can disarm an alarm as they enter - as needed. Then – as needed – that code can be RETRACTED and replaced, instantly, from the Protection1 Tampa management office, if we need to change to a new management code (because of a disgruntled bug-guy, changing bug contract, etc).
 - c) REMOTE OWNER ARM/DISARM: Because the new units are connected not only over the cell towers, but the internet (which, again – thanks to Jerry – all units now have) – owners will have constant access to their unit and its alarm system, via their cell phone (free Protection1 app, for Android or iPhone), and/or via their personal computer (I’m double-checking on that to get details; Windows/Mac, app or website, etc) – so owners themselves can check status of their unit, as well as disarm/re-arm their alarm.
8. ALL OPENINGS: As mentioned; we’re covered up to 6 openings on units (vs. their original quote of 4 openings), for \$15.75/month (and free install), if we’re only HI-2 - going it alone on this (112 units). But...
9. HI1+2 DISCOUNT: IF we get HI-1 included (for 252 units, vs. 112 units) - Protection1 lowered their bid to all of us to \$15.50/month (for the same \$15.75 package; up to 6 openings on each unit, with free install, and free continuous maintenance for the entire term of a 7-yr contract, beginning in January 2016, if requested).
10. \$15.50/month (w/ HI-1 onboard, \$15.75 otherwise): YES, this quote (plus tax) includes EVERYTHING. There are NO additional fees, hidden or otherwise, such as “cellular service” (which ADT threatened might be a Protection1’s catch; ADT charges \$10/month, only for THEIR fee to the cell companies). Protection1 will have NO other fees; no other hardware lease or rental charges, no install, nothing more.
11. Honeywell Lynx Touch 5200: YES – unlike other “hard constructed” consoles (which only have mechanical buttons on a keypad, OR an “arm” and “disarm” button) – the Lynx 5200’s color display can be set by the owner to display EITHER mode; our traditional “virtual number keypad” for the highest security, OR it can display a simpler “arm and disarm” icon – for users who don’t want the complexity of typing in a code each time they enter or leave).
12. YES – Protection1 has a WEBSITE (in addition to the free phone app, Android/Iphone users can download) – so owners will be able to log on from any computer on the internet to monitor, arm, or disarm their condo unit’s security system.
13. YES – Protection1 will attempt to ALSO wire in our existing two “panic button lanyards”, which are currently dangling into two bedrooms of each unit (even though ours are blocked behind a headboard and a bookshelf, ha). AND – even if those old panic button lanyards don’t work in some or all units...
14. KEY FOB: Each unit will now be given – for free – a wireless Key FOB (as shown below) – which can work also as a remote panic button (in a bedroom, or similar), or as a carry-along keychain, if an owner wants to have that FOB to bypass entries via the Lynx5200 console.
15. And YES: During installation, or at meetings, or as needed; Protection1 will provide a demonstration or training or demo hardware, to get users comfortable with their new Honeywell Lynx 5200, if they need it.

DISCUSSION:

Sean's Stab at Security System Pros & Cons



PROS of a Security System:

- 1) Comparatively: Free install and \$16/month seems a “crazy low price” (- ADT, while quoting us).
- 2) HOME VALUES: I personally think – much like a realtor “bakes cookies before a showing, to give buyers that ‘safe home smell’ a new buyer walking into a unit and seeing a nice touchscreen security system (and knowing it’s throughout the community) will raise resale values by ~\$10-15k (more than the \$200/year that it costs an owner).
- 3) Maybe “KEEPS THE NEIGHBORHOOD CLEAN” (as Protection1 salespeople described): A community having active security systems may deter people from choosing our community for crime – including our own renters (i.e. “nicer renters” may choose a secured unit over one without).
- 4) MAY SOMEDAY HELP YOU. Right now, it may be all “blue skies” for you (safe neighborhood). But, during “bad days” (such as illness, area break-ins, fire, zombie apocalypse, having to go out of town, etc.) - having the security system may suddenly seem more important to you than it does right now. Recent trouble (Sep 2015) around Building 12 may be a good example; police had to frequent the building for a couple days, to run off cursing/stalking teenagers... our family turned on the security system, when other weeks we might not.
- 5) MAY HELP OTHERS: Even though you may not use it (like Social Security, when you’re young)... our contribution to this amenity may help others in the community. Similar to amenities like wheelchair lifts, elevators, sprinkler systems, etc.... they may not get “used by you” (if you’re a young buck) – and yes, these amenities cost our community money every year to maintain - but as a community, that’s one way we can help others who aren’t feeling as well as we are.
- 6) PALM TREES & GRASS: We don’t “use” palm trees or grass – and they cost us money every month to maintain (i.e. We could save lots of money if we ripped out all of HI foliage). But, for \$16/month, having a security system may add more quality to the community than it costs.
- 7) AMENITIES LIST. If we get into an argument of “what % use the shuffleboard courts”, and “what % swim”, and “what % play tennis” (all of which cost us money to maintain) – in order to eliminate some of these amenities – I would think we’re discussing a loss in our property values, as we’re shortening our amenity list. (Plus: Not many people would swim in a green-algae pool – like many couldn’t use the old broken alarm. So, fixing it may help).
- 8) There may be some insurance discounts, with a properly-advocated, modernized security system (I don’t know).

CONS of a Security System:

- 1) We could save \$22k/year on our \$600k/year budget, if we choose to have no community-wide security system.
- 2) It might be better to “leave it up to the individuals” (to choose their company, install, and monitor their OWN security system, rather than accepting the community-chosen contract) – although, same as Cable/Internet: They will lose this “bulk rate” discount.
- 3) You could hang a picture in the space currently being dominated by the security system console.
- 4) ...?
- 5) ... (That’s all I could think of. I’m trying...).

RECOMMENDATION (Sean's, only...)

1) Go for "Option C"...

(Protection1's offer for free install of Honeywell Lynx 5200, w/ a 7-year contract locking price at \$15.75/month, + free key FOB)

2) Get HI-1 onboard, too (price drops to \$15.50/month).

(BEFORE: \$10/month)



Stay with Protection1, Upgrade to \$16/month...

Quote: Honeywell "Lynx 5200"; wireless, touchscreen, Free+ \$15.75/mo. May require you have your unit "monitored", for the cell-phone app to work



Options (I don't recommend): We can pay extra for fancier services (and individuals can add others)...

- 5-day Weather, Traffic, News
- 2-way voice to Security office
- Dim your lights
- Control your thermostat
- Get the phone app, etc

Additional Bulk Services Available - Price is additional Per unit Per month		
Service	Included?	Price per unit per month
Energy Services Basic	No	\$2.00
5 Day Weather	No	\$1.00
5 Day Weather, Traffic, News	No	\$2.50
Advertising Services (Push)	No	\$1.00
eSecure Video	No	\$4.00
Two-way Voice	No	\$2.00

Resident Available Add-ons		
Service	Included?	Outright Purchase Price
Z-wave Light module with Dimmer	No	\$130.00
Z-wave Light Module w/out Dimmer	No	\$120.00
Z-wave Thermostat	No	\$220.00
Z-wave Lock - Satin Nickel	No	\$220.00
Z-wave Lock - Bronze	No	\$220.00

CONCLUSION



(None; Group discussion...)