

Security Technology Company

Company Facts

Overview

- Location – Ohio
- Industry – Technology: Security, Emergency Notification, and Personal Protection

Success Highlights

Challenges

- On-premise Platform Limitations
- IT Network Permissions
- Scalability
- Geographic Limitations

Solution

- Scante IoT-CX system

Benefits

- Competitive Advantage
- Cloud Based
- Reduced Overhead
- Shortened Lead Times to End-Users
- Alarm Notifications

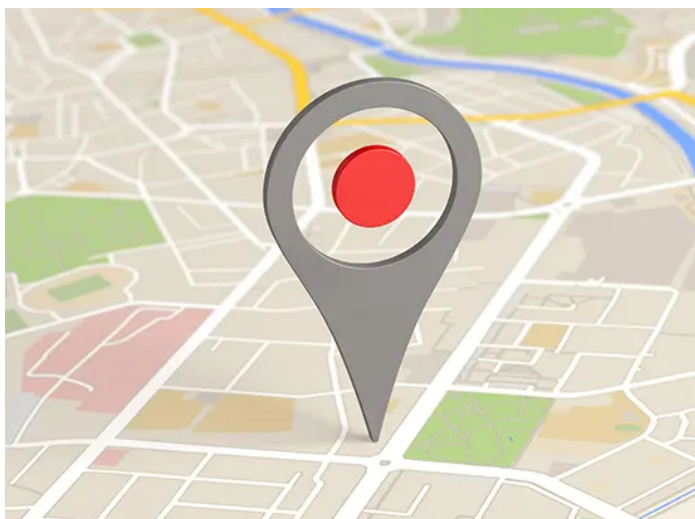
Scante



The Business Situation

Our client is a security technology company and a recognized leader in personal panic buttons and advanced security solutions. The company specializes in emergency notification systems that deliver protection for end-users across diverse environments—from courthouses, schools, and healthcare facilities to domestic violence survivors and remote professionals such as home health providers and real estate agents. Their mission is to enable rapid, reliable communication that enhances personal safety wherever risk may occur.

As they introduced their next generation of products, they faced challenges in distribution and scalability. Traditional on-premise deployments required involvement from the end-user's IT teams, creating obstacles around network integration, support, and rollout. These limitations slowed adoption and restricted geographic reach. To scale effectively, the new product line required a low-touch, cloud-hosted approach—eliminating IT dependencies, removing location constraints, and ensuring faster, frictionless implementation. Transitioning to a cloud-based solution became essential for achieving growth and meeting the needs of a widely distributed customer base.



The Solution

When evaluating potential partners, this security technology company focused on three critical requirements. First, they needed a provider who would approach the relationship as a true partnership, engaging collaboratively from the very first discussions. Second, they looked for a track record backed by strong professional and client recommendations that demonstrated reliability and trust. Finally, they required assurance that the chosen solution had the infrastructure and scalability to fully support their vision for growth.

"Scante's ability to move quickly from concept and design to a live, functioning solution was impressive," said Matt V., President. "Their flexibility stood out—they worked seamlessly with and around our team to deliver a system that really works. And whenever challenges arose, they were addressed and resolved immediately."

With Scante's cloud-based platform, the client gained the ability to expand effortlessly, adding more devices, features, and capabilities as customer needs evolved. Today, the solution can support tens of thousands of users, with virtually limitless scalability to grow alongside future demand.



The Business Impact

With Scante's system in place, the client can now deploy and scale solutions rapidly, rolling out thousands of devices across organizations and broad geographic regions with ease. What once took several weeks' lead time has been reduced to about a week for their GPS-enabled panic buttons, delivering an unexpected return on investment while streamlining internal processes. Beyond speed, Scante's platform has also enabled new capabilities, such as integrated mapping features that connect emergency alerts directly to user locations, creating a seamless experience that enhances safety and response effectiveness.

"The new system has allowed us to deploy quickly and get products into the hands of end-users without delay."

~ Derexter D., Director of Technical Services

What's Next

Looking ahead, the security technology client company sees significant opportunity to expand functionality through Scante's platform, including enhancements such as integrated credit card processing, advanced geofencing, and expanded mapping capabilities. These innovations will further strengthen the value of their emergency notification solutions and open new possibilities for end-user engagement and support.

"Scante has done an excellent job delivering in a very short time frame," said Matt V., President. "They're a great team of people who are easy to work with, and they've consistently gone above and beyond to support us in critical situations. Overall, it's been a very positive experience."

About Scante

Scante systems help manufacturers and service providers quickly provide branded IIoT and Customer Experience (IoT/CX) websites and apps. Our "white label" systems integrate IoT data from connected products with all the content, parts, services, and support interactions customers and end-users need for a comprehensive, IoT-driven online experience. Scante clients are typically manufacturers of industrial or commercial equipment and service providers in industrial markets. Across a broad range of markets, we're providing highly personalized IoT-driven web experiences that make a difference with customers. Many small and medium-sized companies benefit from our Software as a Service (SaaS) approach. Large global companies choose Scante for our rapidly deployable, configurable, and cost-effective systems. They all share a need to provide IoT-driven experiences to their customers and haven't found good solutions from the IoT mainstream. As a team, we've been building complex customer interaction and IIoT applications for Internet-connected products for decades. Let our team of experienced, results-driven professionals help you achieve your goals for customer-facing IoT and support apps.

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Contact us for more information



+1 804 519-7411



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