

# A SEAMLESS MIGRATION PATH TO NEXT-GENERATION FIRE SOLUTIONS

- Comprehensive upgrade program for fire alarm system customers seeking a progressive migration path to next-generation systems, services and technologies
- Combines service “bridges,” facility assessments, on-site installation, and other world-class services in a complete turnkey package
- Supports both SimplexGrinnell™ and non-SimplexGrinnell equipment for unparalleled protection and flexibility

With “The Next Step” Program from SimplexGrinnell, stepping up to next-generation fire alarm solutions has never been easier.

Your migration to today's leading-edge fire alarm control panel systems and services will be seamless, risk-free and cost efficient.

## **Maximum return at minimum risk**

“The Next Step” Program puts SimplexGrinnell specialists to work helping you plan and execute your product migration, from initial strategy through on-site implementation and field service.

We'll help you:

- resolve potential service and reliability issues associated with your older equipment – before these issues become potential problems.
- leverage the latest technology with next-generation SimplexGrinnell and non-SimplexGrinnell solutions for optimum success and competitive advantage.
- stay right on course with the next level in fire alarm performance, safety and investment protection.

## *“The Next Step” Program*

*Your Fast Path to the Future*



**C**oncerned about making all of the right moves in your next system upgrade or new installation?

*SimplexGrinnell will guide you every step of the way.*

**L**ooking for the right time to start phasing out your older equipment?

*The time is now.*

## A progressive "full-service" solution from the migration experts at SimplexGrinnell

"The Next Step" Program offers you an unprecedented array of migration services designed to optimize the value of your system upgrade and/or new installation. "The Next Step" Program achieves this by integrating four core service components into an exclusive customer-centric program:

### Service "Bridge"

Typically, this is a one- to two-year service contract that protects you throughout the migration process by creating a service "bridge" between your older systems and the planned upgrade. The payoff? Optimum protection of your existing equipment as you plan and budget for the upgrade. For example, the bridge gives you priority access to scarce replacement parts for your older equipment – and to world-class, SimplexGrinnell field services for complete peace of mind.

### Facility and System Surveys

A complete in-depth design, analysis, and assessment program by dedicated SimplexGrinnell specialists. The goal? To design an optimum migration strategy and solution that meets your custom requirements. Includes on-site inspections to ensure everything is up to code and to analyze what's needed for a seamless transition. Plus our specialists are always looking for ways to maximize the value of your investment.



### System Migration

Everything you need to ensure a smooth migration – on-site installation and startup of your systems by trained SimplexGrinnell installers, with customization, optimization, and full verification that all equipment is performing optimally. Whether it's SimplexGrinnell or non-SimplexGrinnell equipment, new system or system enhancement, full installation or part of a bigger project – the answer is SimplexGrinnell. Why settle for anything less than the best?

### Packaged Services

A full range of world-class, SimplexGrinnell services to help you get the most from your new equipment. It's a comprehensive, single-source solution at a local level.

- Customer Training at your convenience – both on-site and remote
- System Inspection Services
- Central Monitoring Services featuring our exclusive FlashRoute<sup>SM</sup> routing technology for optimum protection of your facilities 24 hours a day, 7 days a week.
- A complete line of in-house Financing Programs



### Take the next step

Why wait? Call 1-800-746-7539 in the U.S. or visit us at [www.simplexgrinnell.com](http://www.simplexgrinnell.com) today for the address of your local district office.

### Why upgrade? Lots of reasons.

Your SimplexGrinnell fire alarm system may be the best in the world. But even the best equipment gets old. If your installed equipment is 10 years old or more, it's probably reaching the end of its useful product lifecycle. Here are some warning signs that it's time for an upgrade:

- You're starting to experience unacceptable reliability and downtime issues.
- Excessive system repair times are beginning to surface, out of the scarcity of replacement parts.
- You're dedicating too much of your budget to maintenance, and it's only getting worse.
- To stay competitive, your business needs to take advantage of new features, easier operation, and lower support costs associated with powerful new systems such as the Simplex<sup>®</sup> 4100U Fire Detection and Alarm System from SimplexGrinnell.
- You've been waiting for a progressive migration program such as "The Next Step" to help eliminate risk, maximize value, and ensure the long-term fire protection your operation deserves.

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