

THE HIDDEN COSTS OF CHOOSING THE WRONG SECURITY VENDOR

In today's business landscape, security is not just about locks and cameras—it's about protecting your people, your assets, your data, and your reputation. With countless providers offering surveillance and access control systems, it can be tempting to choose the cheapest option. But in the world of security, cutting corners comes at a cost. This white paper uncovers the hidden risks and expenses associated with partnering with the wrong security vendor and explains how a trusted provider like New York Security Solutions can safeguard your investment.

The True Cost of a "Cheap" Solution

On the surface, a low-cost security package may seem like a smart move. But initial savings often come with long-term headaches:

- **Unreliable Equipment:** Outdated or low-quality cameras and hardware are prone to malfunctions and poor image capture, resulting in blind spots and missed incidents.
- **Frequent Maintenance:** Inexpensive systems often require frequent repairs or replacements, driving up costs over time.
- **Limited Scalability:** As your business grows, budget vendors may not offer seamless upgrade paths, forcing a full system overhaul.
- **Lack of Integration:** Disconnected systems can hinder efficiency and create security gaps.

37%

Businesses report a 37% decrease in internal theft after implementing comprehensive video surveillance and access control.

68%

68% of facility managers say physical security is now a top operational priority, above IT infrastructure in some sectors.

\$94.5 Billion

U.S. retailers lose over \$94.5 billion annually due to shrinkage, much of which is preventable with improved physical security.

83%

83% of organizations plan to transition to cloud-based or hybrid access control systems within the next 3 years to improve scalability and remote management.

Risks to Your People and Property

Beyond cost, the wrong vendor can leave you vulnerable:

- **Ineffective Surveillance:** Poor video quality and unreliable recording leave you exposed when you need evidence the most.
- **Slow or No Alerts:** Without real-time notifications, you lose the ability to act fast in emergencies.
- **Limited Access Control:** Weak access systems can result in unauthorized entry or key mismanagement.
- **Compliance Violations:** Industries like retail, healthcare, and finance face strict security regulations that unreliable vendors may not support.



80%

80% of enterprises now prefer integrated security solutions (camera + access control + intrusion detection) over siloed products.

55%

55% of businesses plan to increase investment in physical security technologies over the next 12 months.

Vendor Red Flags to Watch For

How do you spot a vendor that may cost you more in the long run?

- No clear references or case studies
- One-size-fits-all systems with no customization
- Poor post-installation support
- Lack of integration between security layers

Reputation and Compliance Impact

A breach doesn't just affect operations—it can damage your reputation:

- Customer Trust: One security failure can lead to lost clients and negative press.
- Legal Exposure: Failure to secure sensitive areas or data may result in legal consequences and insurance issues.
- Audit Failures: Poor documentation and lack of compliance features can result in costly audit failures or fines.

What to Look for in a Trusted Partner

Choosing the right security vendor is about more than price:

- Expertise and Experience: Look for a team with proven success in your industry.
- Modern, Scalable Solutions: Ensure the technology can grow with your business.
- Ongoing Support: A good partner doesn't disappear after installation.
- Holistic Systems: The best solutions integrate video, access control, cloud storage, and real-time alerts.

Why NYSS is Different

At NYSS, we go beyond equipment. We provide peace of mind:

- Custom-Tailored Systems: Every design is built to fit your specific space, industry, and risk profile.
- Next-Gen Technology: Cloud-based surveillance, smart analytics, mobile access, and more.
- Proactive Support: We monitor and maintain your system to keep it reliable, 24/7.
- Local and Trusted: Serving the Tri-State area for over 20 years, with a reputation built on integrity and results.

Final Thoughts

Choosing the right security partner protects more than just your doors—it protects your business. Don't let the appeal of a bargain blind you to the long-term consequences. New York Security Solutions is here to help you secure what matters most—intelligently, efficiently, and with confidence.

Ready to upgrade your security strategy?

Let's talk. Visit nyssinc.com or reach out to our team today.