Account Name: Downtown Healthcare

Opportunity Name: New Access Control System

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| Team Member | Role | Objective | Solution |
| Jen Brown | COO | Ensure that the access control system is in line with the business drivers. Also, wants meaningful reports. | Managed access control system |
| Jacob Street | IT Manager | Keep his team focused on transitioning the hospital and affiliated offices to an electronic medical record system. | Hosting the access control system, removing the minimal tasks from IT. |
| Jerry Anderson | Security Manager | Get the most updated and feature-rich system that will last several years. | Hosted access control system that will always have the most updated version and features. |
| Kelly Sims | Outside Consultant | Ensuring that they install the most scalable and easy-to-integrate system. | Hosted access control system. |
| James Wattle | HR Director | System that protects their employees’ data. A system that is easy to administer or requires very little support. | Hosted and managed access control system |