

Business plan for a security company's fleet of robots

1. Acquire three robots to demonstrate how they work in experimental operating conditions.
2. Accept sales and equipment for work.
3. Conduct training for personnel.
4. Take part in security industry exhibitions Security robots unfailingly attract the attention of visitors, and provide the ability to establish contact with advantageous clients that would be virtually impossible to get to otherwise.
5. The goal for a sales representative is to find potential clients, and - along with the technician - go on trips to the field to show how the robots work at the customer's facility.
6. Evaluate a facility for how suitable it is to be patrolled by robots; not all facilities are suitable for robots to patrol, and it is the job of specialists to choose the most suitable ones.
7. Sign a service contract for robotic security services.
8. Install one robot, select the best patrol route. Along with that, the auxiliary equipment needed for the robot to work in a stable fashion can be installed on-site, or it can be stored in a specially equipped minivan.
9. Conduct experimental operations, ensure that the patrol routes selected are reliable and provide optimal positioning for observation, and think of how the security officers and team of robots will work together.
10. Have the consumer approve the results of the experimental operations, and determine the number of robots needed for the reliable patrolling operations. Evaluate the expenses to integrate the video surveillance systems into the existing stationary security system, if necessary.
11. Acquire the necessary number of robots from a distributor.
12. Sign a contract with a distributor for virtual, round-the-clock work monitoring the robots on a 24/7 basis.
13. Commission the necessary number of robots at the guarded facility.

During operations, it is necessary to:

- Quickly response to a call from a global monitoring service's operator or the client by dispatching a technician for an on-site visit.
- Service the robots on-site no less than once every five-seven days.
- Take away the robots and service them in conditions present in a service center once every six months.