

TAAAS

TRAINING AS A SERVICE

**EXCLUSIVELY
FOR MEMBERS
OF ESA**

ESA[®]
NATIONAL TRAINING SCHOOL



TABLE OF CONTENTS

WHAT IS TAAS?	3
ONLINE SELF-PACED COURSES	4
BUILD YOUR OWN PACKAGE	5
PRICING	6
CONTACT INFORMATION	10

CUSTOMIZABLE TRAINING PROGRAMS THAT SECURE BULK PURCHASE RATES!

Training as a Service (TaaS) is the first program of its kind for the electronic security and life safety industry. This customizable training solution allows employers to fast-track new hires and current employees with in-house training.

Leverage this buildable curriculum covering technical training, safety skills and topical

industry trends. TaaS provides everything you need in one place, from communication and safety skills training to industry knowledge that meets state licensing requirements — and all levels in between.

All courses are offered online, with reporting features that allow supervisors to track the progress of employees.

BENEFITS OF TAAS



Attract and retain employees



Reporting that helps you track students' progress



Customizable to your company's unique needs



Recommended course schedule and reminders



Convenient - all courses are offered online



Cost effective





OVER 100 ONLINE SELF-PACED COURSES TO CHOSE FROM!

OSHA 30 Hour	30
Certified Alarm Technician Level I (Course includes Proctored Exam)	24
Certified Alarm Technician Level I - Spanish (Course includes Proctored Exam)	24
Advanced Intrusion Systems (AIS) (Course includes Proctored Exam)	16
Electronic Access Control (EAC) (Course includes Proctored Exam)	16
Fire Alarm Installation Methods (FAIM) (Course includes Proctored Exam)	16
Low-Voltage Cabling	16

Professional Fire Alarm Design (Instructor Led Only)	16
Security Sales Essentials Two-Day (Course includes Proctored Exam)	16
Troubleshooting, Service and Maintenance (TSM) (Course includes Proctored Exam)	16
Video Systems Technologies (VST) (Course includes Proctored Exam)	16
Site Survey, Project Planning, and Documentation	15
FASA BASA Initial Online Course	14
FASA BASA Initial Online Course - Spanish	14
Introduction to Construction Drawings	10
Life Safety and Building Codes	10
OSHA 10 Hour	10
Video Systems for the Sales Agent	10
Selling Commercial Systems Effectively	8
Access Control for Sales Agents	8
International Building Code (Course includes Proctored Exam)	8
Life Safety Code (Course includes Proctored Exam)	8
Texas Residential Fire Alarm (Course includes Proctored Exam)	8
Understanding Electronic Security Systems (UESS) (Course includes Proctored Exam)	8
Florida 7 hour Contractor Renewal	7
Power and Electricity with National Electrical Code	7
Residential Fire Alarm CEU	7
FASA BASA Renewal Online Course – Networking and Troubleshooting Basics	6
Power and Electricity	6
Structured Wiring and the Security Industry	6
Troubleshooting, Service and Maintenance CEU Series – 6 hours	6
Communication Strategies	4

Fundamentals of Networking	4
Residential Networking Basics	4
Basics of Customer Service	3
Civility in the Workplace	3
Electronic Theory Refresher	3
Installation Basics for Residential Fire	3
Life Safety and Occupancies	3
Managing Projects Effectively	3
Math Refresher Course	3
Safety Practices	3
Access Control – Practical Application of Electronics and Control Panels	2
Anger Management	2
Basic Circuit Troubleshooting and Testing	2
Codes and Standards Refresher including NEC	2
Conflict Resolution	2
Creative Problem Solving	2
Customer Support	2
Cyber Threat Preparedness	2
Diversity in the Workplace	2
Egress Control and Exit Devices	2
Fire Alarm Systems for Households	2
Handling a Difficult Customer	2
Harassment in the Workplace	2
Job Safety and False Alarm Reduction	2

Practical Sensor Applications	2
Time Management	2
Troubleshooting Using Test Equipment	2
Video - Auxiliary Equipment, System Design and Recording	2
Workforce Skills	2
Advanced Florida Building Codes	1
Approaching a New Client - Laying the Groundwork	1
Asking the Right Questions to Identify Your Client's Needs	1
Basic Math for Security Professionals	1
Closing Techniques to Effectively Close the Deal	1
Codes and Standards Refresher	1
Covid-19: Protecting Yourself and Your Workplace	1
Ethical Client Relations	1
Goal Setting and Getting Stuff Done	1
How to Present the Best Solution for Your Client's Needs	1
Incident Reports for Security Professionals	1
Introduction to Commercial Sales	1
Job Safety Reminders	1
Ladders, Scaffolding, Lifts and Fall Protection	1
Life Safety and Fire Alarm Systems	1
Maintenance & Inspection Processes to Avoid Trouble	1
Methods to Reduce False Alarms	1
National Electrical Code as it Applies to Fire Alarm Systems	1
Networking 101 - Basics	1

Networking 102 - Protocols	1
Networking 103 - Data Transmission	1
Networking 104 - Hardware	1
Networking 105 - Administration of Networks	1
Networking 106 - Basic Network Troubleshooting	1
Physical Science and Security Professionals	1
Prospecting for Potential Clients	1
Selling Commercial Access Control Systems	1
Selling Commercial Fire Alarm Systems	1
Selling Commercial Intrusion Systems	1
Selling Commercial Video Surveillance Systems	1
Selling Integrated Systems	1
Troubleshooting Communications and Notification Devices	1
Troubleshooting Fire Alarm Devices	1
Troubleshooting Intrusion Alarm Devices	1
Troubleshooting Panels and Power Supplies	1
Troubleshooting Using Test Equipment	1
Troubleshooting Surveillance Video Systems	1
Video - Camera and Lens Consideration zzv	1
Video - Monitor Selection and Troubleshooting Analog and Digital Video Systems	1
Video - Transmission Media	1
Violence in the Workplace	1
Wireless Systems 101 - Standards	1
Wireless Systems 102 - Components	1
Wireless Systems 103 - Troubleshooting	1

PRICING

TRAINING PACKAGE	INVESTMENT MINIMUM	CEU COURSES PRICE PER HOUR	SAVINGS	ONLINE TIER 1 COURSES	ONLINE TIER 2 COURSES	ONLINE TIER 3 COURSES	SAVINGS
Level 1	\$5,000	\$19.00	24%	\$301.00	\$244.00	\$187.00	2%
Level 2	\$6,000	\$18.00	28%	\$287.00	\$233.00	\$179.00	7%
Level 3	\$10,000	\$16.00	36%	\$260.00	\$211.00	\$163.00	15%
Level 4	\$15,000	\$15.00	40%	\$245.00	\$200.00	\$155.00	22%
Level 5	\$20,000	\$14.00	44%	\$230.00	\$189.00	\$147.00	24%
Level 6	\$30,000	\$13.00	48%	\$215.00	\$178.00	\$139.00	29%
Level 7	\$40,000	\$11.00	56%	\$195.00	\$156.00	\$123.00	37%
Level 8	\$50,000+	\$8.00	68%	\$175.00	\$123.00	\$99.00	45%

ONLINE CORE COURSES USED FOR CERTIFICATIONS/LICENSING



TIER 1	Certified Alarm Technician level I, Advanced Intrusion Systems, Fire Alarm Installation Methods, Electronic Access Control, Video System Technologies
TIER 2	Security Sales Essentials, Troubleshooting Service and Maintenance, Montana 16hr, Texas 18hr
TIER 3	Life Safety Code, International Building Code, Understanding Electronic Security System

COURSES/PRODUCTS WITH SET PRICING FOR ALL TRAINING PACKAGE LEVELS

ILT TIER 1	\$350.00
ILT TIER 2	\$240.00
OSHA 10	\$65.00
OSHA 30	\$170.00
TXRFA	\$144.00
RE-EXAMS	\$135.00
CERTIFICATION RENEWALS	ACTUAL

*Certification renewals are billed monthly toward the TaaS account balance.

INSTRUCTOR LED TRAINING TIERS

TIER 1	Certified Alarm Technician level I, Advanced Intrusion Systems, Fire Alarm Installation Methods, Security Sales Essentials(2day), Electronic Access Control, Video System Technologies, Troubleshooting Service and Maintenance, Professional Fire Alarm Designer
TIER 2	TX Residential Fire Alarm, Life Safety Code, International Building Code, Security Sales Essentials (1 day), Understanding Electronic Security Systems
TIER 3	TX Certified Alarm Technician Level I

CONTACT THE TEAM



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**SCHEDULE A
MEETING
TODAY!**



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Our business is building yours.

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Training discounts on ESA's National Training School's online and virtual live courses



Exclusive rates on Security America's industry-specific insurance coverage



Discounts on sales training



Access to ESA Member Savings Program with discounts on fuel, office supplies, shipping, credit card processing, tools/equipment and more



Lead generation through ESA's "find a professional" platform on Alarm.org



National networking and best practice sharing, free of competitive risks



Government advocacy and representation



Access to exclusive online resources and industry insight reports



Active PR efforts for enhancing your company exposure in local and national news outlets



Access to ESA's "Training as a Service" — concierge onboarding and personnel development program, including assessment testing and customized training paths



All NEW INTEGRATOR MEMBERS receive a \$250 online training gift card



Discounts on Electronic Security Expo Registrations — \$200 off of every Executive Pass
\$100 off of every Deluxe Pass



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