

LET'S MAKE
SOMETHING
GREAT TOGETHER!

*Our journey as business partners
have just begun.*

You can count on our support!

 **MYSOLUTIONS**
REAL PEOPLE WITH REAL SOLUTIONS



 **MYSOLUTIONS**
CHANNELS AND PARTNERS

Globe: 0917-639-6293 | 0917-716-3577
Sun : 0932-477-9450

www.mysolutions.com.ph/dealership



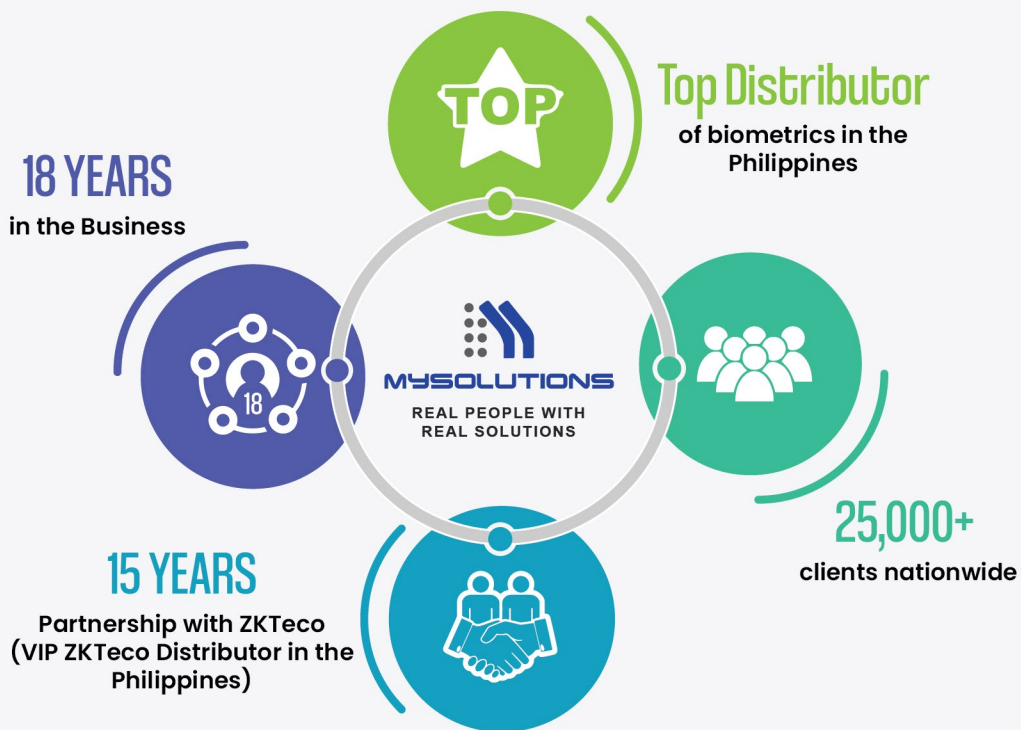
A HOW-TO ON BECOMING A
SUCCESSFUL DEALER OF
ZKTeco PRODUCTS

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OUR COMPANY



ZKT_{ECO}

Distributor Certificate

This is to certify that **MySolutions Inc.** with head office at:

MySolutions Inc.

2nd Floor, 201 Del Monte Avenue Masambong, Quezon City, Philippines 1105

is the sister company of our authorized distributor which is ZKS Trading Philippines for ZKTECO PRODUCTS in the Philippines and with our full support for supplies of the machines and technical issues.

This certificate duration is valid until year 2022.

Signature:



ZKTECO PHILIPPINES OFFICE

zkteco.com

UNDERSTANDING THE PRODUCTS



- » EXTENSIVE SECURITY SOLUTIONS
- » OUR BESTSELLERS
- » WHY CHOOSE MYSOLUTIONS
TOUCHLINK SOFTWARE
AFTER-SALES SUPPORT
- » ADVANTAGES & BENEFITS

EXTENSIVE SECURITY SOLUTIONS



MySolutions Inc. takes pride for being an authorized distributor of ZKTeco for the past 17 years — a leading global brand that produces high-quality biometrics and security-system products.

OUR BEST SELLERS

Top biometrics and security products that are excellent choices for your customers' needs.



LX50

Time Keeping
Biometrics System



IN02-A

Time Keeping with
Door Access Control



MULTIBIO800

Time Keeping
Biometrics System



MB560VL

Visible Light Facial
Time Keeping w/
Access Control



SPEEDFACE-V5L TD RFID WIFI

Face, RFID, Fingerprint
with Temp. Detection



KF460

Face Time Keeping
with Door Access



PB4060

Foldable Automated
Parking Barrier



ZK-D3180S

Walkthrough Metal
Detector



ZKX5030A

Single Energy X-ray
Inspection System



FBL2000

Flap Barrier
Turnstile System



TS1000

Tripod Turnstile
System



BL-858M22L

8 MP IP Camera
CCTV Surveillance
System

WHY CHOOSE MYSOLUTIONS?

We're giving you a head start to lead the competition



An in-house program developed by MySolutions to deliver simple, accurate, reliable, and customizable software for time recording and access management.



TIME RECORDING
Generate Daily Time Records



AUTOMATED REPORTS
Export Reports to PDF, Excel and Log File format



E1 FILE
Store all Employee database



STABLE SOFTWARE
No Hang/Freeze Issue



UNLIMITED DOOR SUPPORT
Can Cater from Small to Big Businesses



GLOBAL ANTI-PASSBACK & TIME ZONE SETTING



USER-FRIENDLY INTERFACE



CUSTOMIZABLE
To Meet Your Company Requirements



FREE LICENSE
For Standard Version*

After Sales Support

Another strong advantage of MySolutions Inc. is our unrivaled after-sales support. Our Customer Care Division is composed of well-trained personnel dedicated to assist clients 24/7 (even on holidays!).

Built strong relationship with dealers

- Incentive Program
- Sales Promotions
- Flexible payment terms

Marketing Support

- Sales & marketing training
- Marketing collaterals

ADVANTAGES & BENEFITS

The key features of each product category

"WE ARE NOT JUST A 'SUPPLIER', WE ARE A 'SOLUTIONS PROVIDER'"

Temperature Detections

- Body Temperature Detection
- Face Mask Detection
- (Timekeeping & Access Control Devices)



Timekeeping Biometrics

- Accurate Time Recording
- Touchless Transaction (Face, Palm, RFID)



Access Control System

- Touchless Transaction (RFID)
- Water and Dust Resistant (Selected Models)



Timekeeping with Access Control

- Touchless Transaction (Face, Palm, RFID)
- Water and Dust Resistant (Selected Models)



Smart Locks & Hotel Locks

- Easy to Install (No Wiring Required)
- Touchless Transaction (Face, RFID)



Turnstiles

- Automated Entrance Security
- Easy to Install
- SUS304 Stainless Steel Casework (for Outdoor Installation)
- Emergency Mode (Free Access During Power Outage)
- Various Transaction Options (Fingerprint, Face, RFID, Finger Vein)



Parking Management

- Easy To Install
- Convenient Access (Remote Control or Long-Distance RFID)
- Loop Detection (Anti-collision)
- Water and Dust Resistant



Metal Detectors

- Counter for Alarm and People
- Single to Multiple Detection Zone (Up to 33 Zones)
- Adjustable Sensitivity Level
- Easy to Install
- Sound and LED Alarm



X-Ray Inspection System

- 2 Imaging Options (Single Energy or Dual Energy)
- Various Load Capacity (from Small Parcels to Large Baggage)
- Video Surveillance (Selected Models)
- Dual View Technology (Selected Models)



CCTV

- Built-in PoE
- H.265+ High-Quality Video
- Water & Dust Resistant
- P2P Cloud Function
- Intelligent Video Analysis (IVA)



UNDERSTANDING YOUR TARGET MARKET

BRING THE RIGHT PRODUCT TO THE RIGHT MARKET

» TARGET INDUSTRY
PER PRODUCT CATEGORY

» SOLUTIONS WE OFFER
PER INDUSTRY

TARGET INDUSTRY PER PRODUCT CATEGORY

HERE ARE THE MAIN INDUSTRIES WITH HIGH DEMAND FOR OUR PRODUCTS:

TEMPERATURE DETECTION DEVICES	BPO / CALL CENTER FOOD & BEVERAGE GOVERNMENT HEALTHCARE HOSPITALITY	RETAIL MANUFACTURING EDUCATION TRANSPORTATION CORPORATE
TIMEKEEPING BIOMETRICS / ACCESS CONTROL SYSTEM / TIMEKEEPING WITH ACCESS CONTROL	BPO / CALL CENTER CONSTRUCTION GOVERNMENT HOSPITALITY	RETAIL MANUFACTURING EDUCATION CORPORATE
SMART LOCKS & HOTEL LOCKS	HOSPITALITY RESIDENTIAL	
TURNSTILES	BPO / CALL CENTER GOVERNMENT EDUCATION TRANSPORTATION	CORPORATE
PARKING MANAGEMENT	BPO / CALL CENTER GOVERNMENT HOSPITALITY RETAIL	EDUCATION CORPORATE
METAL DETECTORS	BPO / CALL CENTER CONSTRUCTION FOOD & BEVERAGE GOVERNMENT HEALTHCARE	HOSPITALITY RETAIL MANUFACTURING TRANSPORTATION SECURITY
X-RAY INSPECTION SYSTEM	GOVERNMENT HOSPITALITY TRANSPORTATION SECURITY	
CCTV	BPO / CALL CENTER CONSTRUCTION FOOD & BEVERAGE GOVERNMENT HEALTHCARE	HOSPITALITY RETAIL MANUFACTURING EDUCATION TRANSPORTATION

SOLUTIONS WE OFFER PER INDUSTRY

TOP 7 INDUSTRIES WITH HIGH DEMAND FOR SECURITY SOLUTIONS

GOVERNMENT

PL-55D18E-M
5MP 18X Low Light Network PTZ

MultiBio800H
Face/Fingerprint/RFID Biometrics
Timekeeping with Door Access Function

Speedface V5L RFID Wifi [TD]
Speedface with Temperature Detection (with or without mask recognition)

SBTL5000
Single Lane Swing Barrier

BLADE100100
X-ray Baggage Inspection System

HOTEL, RESORTS & CASINO

PL-55D18E-M
5MP 18X Low Light Network PTZ

PB4030-LED
Straight boom with LED light Barrier up to 4m

Z8536NMR
36-Channel NVR Support HDMI up to 4K output

BLADE6040
Screener Assist X-ray Baggage Inspection Systems

FBL4200
Elegant cost-effective entrance control system designed for high-traffic volume.

EC10
Elevator Access Control

LH3000
RFID Hotel Lock

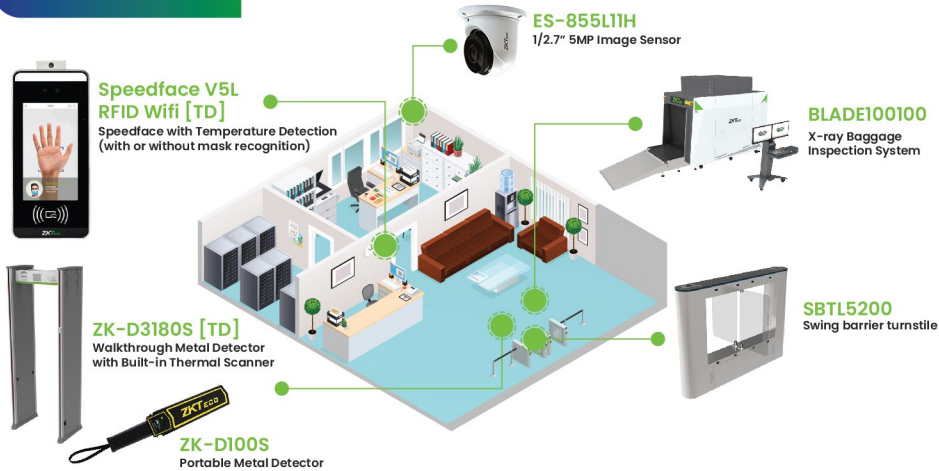
ZK-D2180s
Metal Walkthrough with 18 mutual overlapping detecting zones

Speedface V5L RFID Wifi [TD]
Speedface with Temperature Detection (with or without mask recognition)

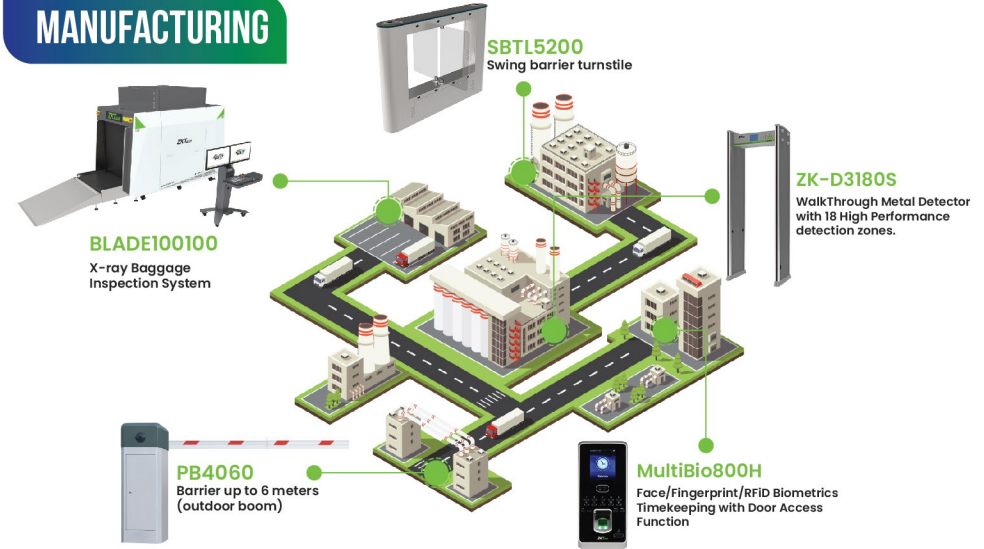
SOLUTIONS WE OFFER PER INDUSTRY

TOP 7 INDUSTRIES WITH HIGH DEMAND FOR SECURITY SOLUTIONS

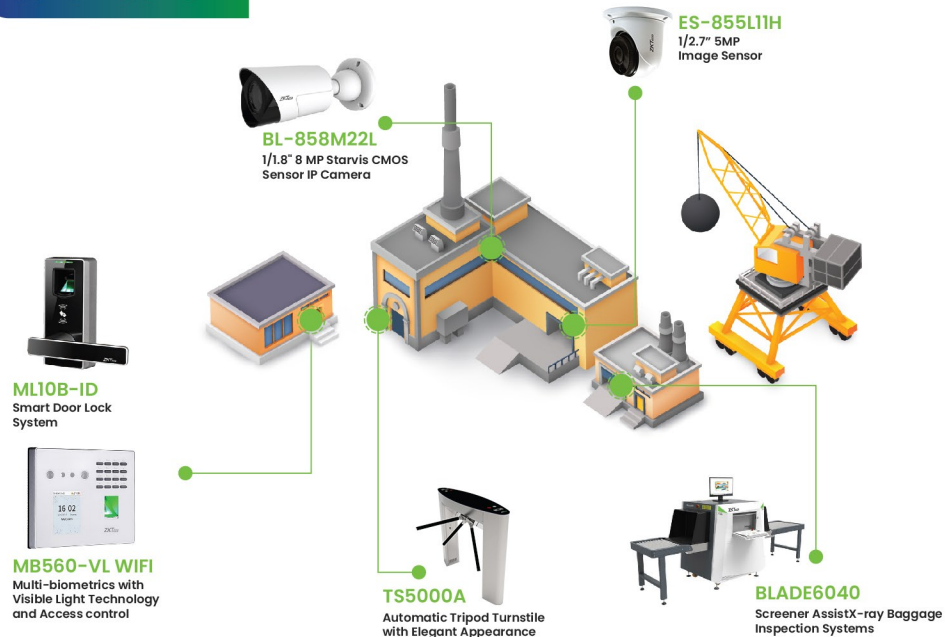
REAL ESTATE



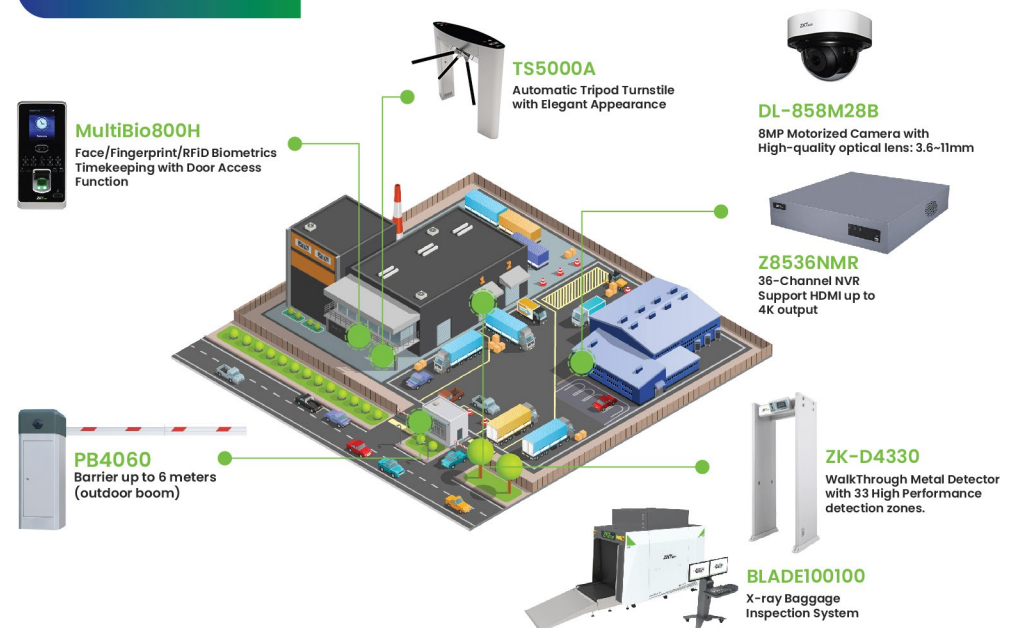
MANUFACTURING



CONSTRUCTION



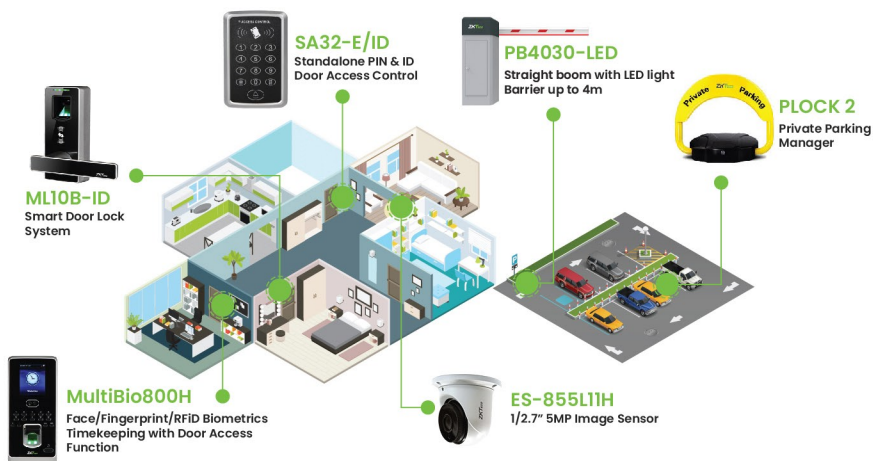
TRANSPORTATION



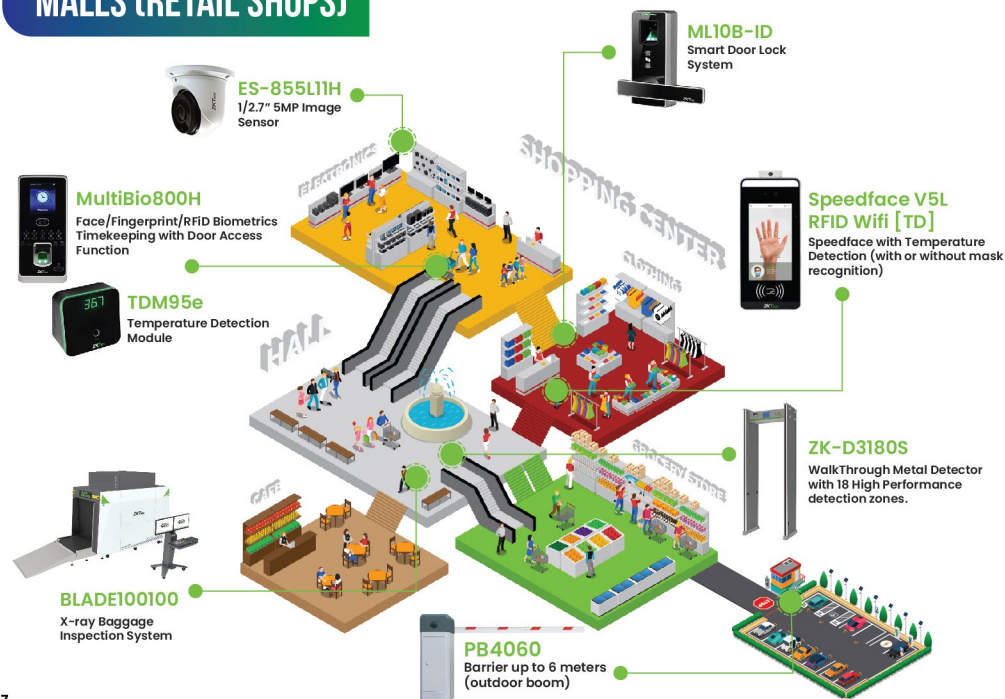
SOLUTIONS WE OFFER PER INDUSTRY

TOP 7 INDUSTRIES WITH HIGH DEMAND FOR SECURITY SOLUTIONS

RESIDENTIAL (CONDO, APARTMENT, SUBDIVISION)



MALLS (RETAIL SHOPS)



UNDERSTANDING YOUR INCOME

SALES & INCOME PROJECTIONS

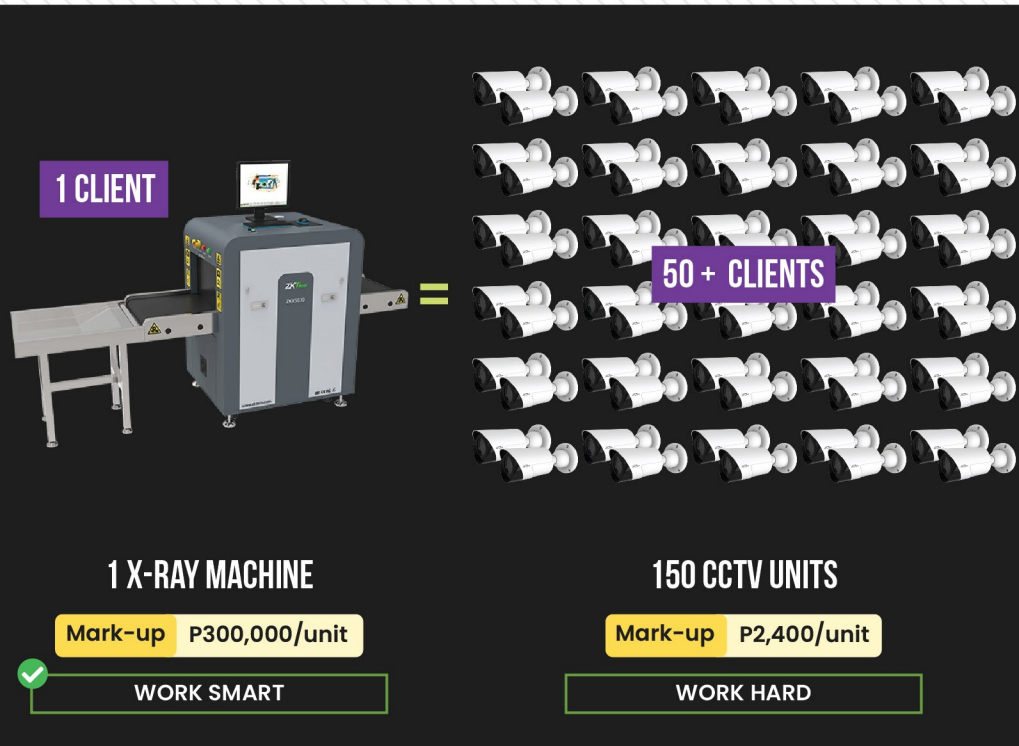
ITEM	HOW MUCH DO YOU WANT TO EARN?	SILVER	GOLD	FORMULA
A	Target Sales Per month			Monthly Sales Target
	Biometric			
	Security products			
B	Cost of Investment (Rate)			DEALER'S AVG DISCOUNT RATE
	Biometric			
	Security products			
C	Income Projected			MULTIPLY A TO B
	Biometric			
	Security products			
	TOTAL			
D	No. of Customers to achieve your target sales			DIVIDE A TO D (Target Sales divided by Suggested min. order per customer)
	Suggested min order per customer			
	Biometric			
	Security products			



1. BELIEVE IN THE PRODUCTS YOU'RE SELLING
2. EQUIP YOURSELF BY BEING KNOWLEDGEABLE ABOUT THE PRODUCTS, THROUGH PRODUCT TRAINING

UNDERSTANDING YOUR INCOME

SALES & INCOME PROJECTIONS



"We highly recommend prioritize selling the high value products which will give you high profit margin but with less effort in labor/installations, customer complains, etc."



HOW MANY SALES AGENT CAN YOU COMMIT TO ACHIEVE YOUR SALES GOALS FOR ZKTECO?

"For you to achieve your goals/sales target, we highly recommend designating at least one sales agent to focus on ZKTeco products. It will enable your sales agent to master his/her product knowledge and presentation skills which will lead to greater chances of winning deals."

"Approach each customer with the idea of helping him or her solve a problem or achieve a goal, not of selling a product or service."

-BRIAN TRACY

(Book author of "Secrets of Self-Made Millionaires")

SET YOUR MONTHLY GOALS

1ST MONTH GOAL

- » MARKETING ORIENTATION
- » DISTRIBUTION OF MARKETING COLLATERALS
- » AVAIL DEMO UNITS
- » PRODUCT TRAINING
- » POST PRODUCTS ONLINE
(WEBSITE, SOCIAL MEDIA, AND OTHER ONLINE PLATFORMS)

2ND MONTH GOAL

- » BUILD YOUR CUSTOMER DATABASE
- » PRACTICE HOW TO PRESENT THE PRODUCTS TO CLIENTS
- » START SCHEDULING APPOINTMENT WITH PROSPECTIVE CLIENTS
- » ADVANCED SELLING TECHNIQUES
 - SOLUTION-BASED SELLING APPROACH
 - BUNDLE SELLING
 - CROSS-SELLING
 - UPSELLING

YOUR 1ST MONTH GUIDE

BE A 100% PREPARED BEFORE SELLING ZKTECO PRODUCTS BY FOLLOWING THESE STEPS:

STEPS I NEED TO DO

WHAT'S IN IT FOR ME?



ATTEND MARKETING ORIENTATION

GET INSIGHTS AND IDEAS ON HOW TO PROMOTE ZKTECO PRODUCTS IN THE MARKET



PREPARE MARKETING COLLATERALS

MOST PEOPLE ARE ATTRACTED TO VISUAL CUES WHEN MAKING A PURCHASE. MAKE SURE THAT POTENTIAL CUSTOMERS CAN CLEARLY SEE WHICH PRODUCTS WE OFFER BY USING VARIOUS MARKETING MATERIALS.



AVAIL DEMO UNITS

CONVINCE POTENTIAL CUSTOMERS WITH ACTUAL DEMONSTRATION OF HOW OUR PRODUCTS WORK.



ATTEND PRODUCT TRAINING

WE CAN SELL BETTER IF WE BELIEVE IN WHAT WE SELL. TO ACHIEVE IT, ENOUGH PRODUCT KNOWLEDGE IS NEEDED.



POST/UPLOAD PRODUCTS ONLINE
(WEBSITE, SOCIAL MEDIA, AND OTHER ONLINE PLATFORMS)

IN THIS DIGITAL AGE, A STRONG ONLINE PRESENCE IS ESSENTIAL TO MAKE SURE PEOPLE SEE US AND WHAT WE OFFER.

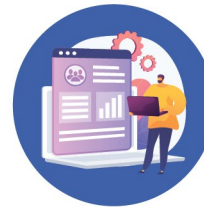


YOUR 2ND MONTH GUIDE

ROLL OUT YOUR PROMOTIONS AND REACH POTENTIAL CLIENTS.

STEPS I NEED TO DO

WHAT'S IN IT FOR ME?



BUILD YOUR CUSTOMER DATABASE

HAVE YOUR OWN PHONEBOOK OF PROSPECTIVE CLIENTS WHOM YOU CAN REGULARLY SEND PRODUCT UPDATES AND OFFERINGS.



PRACTICE HOW TO PRESENT THE PRODUCTS TO CLIENTS

BECOME PERSUASIVE AND CONFIDENT WHEN PRESENTING OUR PRODUCTS TO PROSPECTIVE CLIENTS.



START SCHEDULING APPOINTMENTS WITH PROSPECTIVE CLIENTS

MEET YOUR PROSPECTIVE CLIENTS TO BUILD A STRONG CUSTOMER RELATION.



ADVANCED SELLING TECHNIQUES
> SOLUTION-BASED SELLING APPROACH
> BUNDLE SELLING
> CROSS-SELLING
> UPSELLING

MIX AND MATCH VARIOUS SELLING APPROACHES TO BEAT THE BOREDOM OF PRODUCT-FOCUSED DIRECT SELLING.

ADVANCE SELLING TECHNIQUES

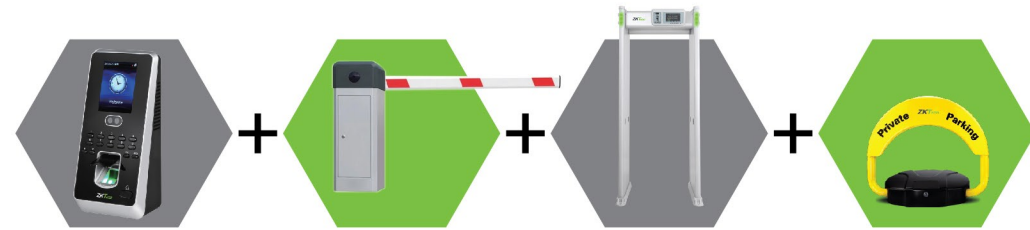
SOLUTION-BASED SELLING APPROACH

ESSENTIAL STEPS OF THE SOLUTION SELLING PROCESS



CROSS CATEGORY SELLING

Recommend additional items from different product categories while matching them to customer's needs.



BUNDLE SELLING

Bundle of 2 or more products to get more number of orders.



SALES & MARKETING TRAINING

MAXIMIZE INCOME POTENTIAL BY LEARNING HELPFUL TIPS
AND TRICKS IN SALES AND MARKETING.

WE OFFER FREE TRAINING
TO OUR DEALERS
—MYPARTNERS



DIGITAL MARKETING COLLATERALS



PRODUCT CATALOG



FLYER



BROCHURE



POWERPOINT PRESENTATIONS



ROLL-UP BANNER

WE PROVIDE PROMOTIONAL MATERIALS THAT YOU NEED,
WITH YOUR LOGO IN IT.

A background image featuring a close-up of two hands shaking in a firm grip. The hands are positioned in the center-left of the frame. The background is a light blue and green hexagonal grid pattern, with some hexagons highlighted in white and others in a darker blue. The overall tone is professional and collaborative.

MYPARTNER'S PROMOTION

**BECOME A
MYPARTNER
AND AVAIL THESE
EXCLUSIVE
DEALS.**

» NEW DEALERS PROMO
» DEMO UNIT PROMO

SIGN-UP NOW

AND GET

P1,000 WORTH

OF ZKTECO VOUCHERS

PROMO RUNS FROM
FEBRUARY 1 to MARCH 31, 2021



Fill out the dealership form and send the required business documents to become a MyPartner



Upon initial purchase order minimum of P20,000, they shall receive P1,000 worth of ZKteco voucher given by Marketing Department.



ZKTeco vouchers can be used on your next purchase order (P.O.)



ZKTeco Voucher can only be used or redeemed in purchasing ZKTeco products only. Once presented, the ZKTeco Voucher must be redeemed in full; otherwise the balance amount shall be forfeited.

ZKTeco DEMO UNITS PROMO



BUY ONE GET ONE FREE DEMO UNIT



PROMO MECHANICS

To avail the promo, MyPartner MUST post all ZKTeco products to their website, and send the screenshot of website product post to Marketing Team as proof.



BUY 2 BEST-SELLING PRODUCT GET 10% OFF



LX50



K14



MULTIBIO800



IN02



UFACE-302



MB560-VL



KF460



ZK-D100S



ZK-D3180s



PB4060

- Promo runs from February 1 to March 31, 2021
- This promo is only applicable to newly registered MyPartners and Inactive MyPartners
- For more detailed specs and features, please see separate brochures.

APPLY NOW!