Kami Dukes, Director, AMAG, Discusses Security Consultant Community "In The Boardroom" On SecuritySolutionsWatch.com

Kami Dukes: Everyone always has such a unique story to tell when joining the systems to life and maintain their health and long-term functionality. But what sets the wheels in motion is the physical security consultant. Those relationships are so important for me to know I have the partnerships and support from the providers whose solutions I am specifying. Companies, like AMAG Technology, provide sophisticated security experts and practitioners in the industry who work with the International Association of Professional Security Consultants. AMAG Technology is dedicated to the security consultant community.

For the complete "In The Boardroom" interview with Kami Dukes, Director of AMAG, visit SecuritySolutionsWatch.com.

SecuritySolutionsWatch.com: Want to mention any particular strategic partners, sponsors, and media partners?

Kami Dukes, Director, AMAG: We work with the International Association of Professional Security Consultants. Those are the folks who are really dedicated in the field, and they are the consultants for us. We work with those folks to make sure that the security programs are in place and that the clients are getting the security programs and risk mitigation needs. We work with the consultants to make sure that the specification is being written. It is about trust, and that is what we work so hard to gain with the consultants. Our solutions help with more than just security. We have to do that. We need to do just that. They need to lean into the trusted resources and relationships to drive more traffic and access to the security community.

SecuritySolutionsWatch.com: Any success stories or testimonials you would like to share?

Kami Dukes, Director, AMAG: We work with the International Association of Professional Security Consultants. They have power, much more than meets the eye, to drive some of the conversations that are happening throughout the industry. They have a real voice in the industry. They have power in the industry, much more than meets the eye. So we have those relationships, and we also have the relationships with the end user. The end user is the customer. The end user is the client. The end user is the person who pays for the stuff. We need to deliver value to our end users. We need to deliver value to our customers. We need to drive traffic and access to the security community. That is what is important for us. We work with companies, like AMAG Technology, who are providing the security solutions that we are specifying. Those are the folks who have the partnerships and support from the providers whose solutions I am specifying.

SecuritySolutionsWatch.com: Any sales techniques or tips for building lasting relationships with the consultants?

Kami Dukes, Director, AMAG: We have the relationships with the end users. The end user is the customer. The end user is the client. The end user is the person who pays for the stuff. We need to deliver value to our end users. We need to deliver value to our customers. We need to drive traffic and access to the security community. That is what is important for us. We work with companies, like AMAG Technology, that provide innovative solutions that the end user can rely on to deliver value to the end user.