

# ASIS CHAPTER 79 MONTHLY MEETING 2026

## May 21, 2026 Meeting Minutes

**Location:** HERSHEY PARK ENTERTAINMENT COMPLEX - Service Center

**Meeting Facilitator:** PETER STIGI III

**Secretary:** DANIELLE KAUFFMAN

**Date:** May 21, 2026 Time: 8 AM

**Attendees:** (See Roster) - 11 + Speaker

Pledge of Allegiance

### Business Discussions:

#### Item #1: Maryland 9th Security Summit Recap

- Very well attended with many great sponsors - A lot of great ideas for future
- Interest in having some Chapter 79 members attend next year as a group

#### Item #2: Remembrance of Mick Moritz

#### Item #3: No Meeting Planned for July / August - Reconvene in September for a "Live Fire" Event

- Will work with local police departments

#### Item #4: Today's Presentation: Bridging the Connectivity Gap: Security IoT Backbone of Modern Physical Security / Adedoyin (Doyin) Adewodu - Founder/CEO, INFRASI

Details: *Bridge your Connectivity Gap*

1. Site Survey - Audit locations to identify blind spots
2. Bandwidth Audit - Define per-camera throughput requirements for AI workloads
3. Failover Configuration - Establish threshold configuration for automatic SIM failover

**Next Meeting:** June 18th Starting at 8am - Hersheypark Entertainment Complex (Service Center)

- Speaker: TBD
  - Topic: TBD

**ADJOURNMENT:** The meeting ended at 9 AM.

Minutes Prepared and Submitted By: \_\_\_\_\_

Print Name: DANIELLE KAUFFMAN

Approved By: \_\_\_\_\_

Print Name: PETER STIGI III

# Bridging the Connectivity Gap

Securing the IoT Backbone of Modern Physical Security

Presented to ASIS Central Pennsylvania Chapter

May 2026

# Agenda



## 01. Who is INFRASI?

Our mission, value prop, and the specialized markets we serve.



## 02. Why This Topic?

The convergence of IT, IoT, and critical physical infrastructure.



## 03. IoT Challenges

Connectivity constraints, bandwidth bloat, and single points of failure.



## 04. Planning Tools

Audits, modernization roadmaps, and the pilot-first strategy.



## 05. Moving Forward

iONLINE case study and strategic site implementation steps.

# WHO IS INFRASI?

## Company Overview

INFRASI delivers tailored IT and IoT solutions that help organizations improve operational efficiency, connectivity, and control across complex environments.

- **Full Lifecycle Partner:** Assessment, deployment, and ongoing optimization.
- **Vendor-Agnostic:** Best-fit tech selection across multiple vendors.
- **End-to-End Ownership:** Coordination of hardware, software, and connectivity.

## Value Proposition

We reframe technical risk into business outcomes, turning fragmented systems into connected, data-driven environments.

- **Reduced complexity and faster execution models.**
- **Built-in regulatory compliance and security expertise.**
- **Scalable, cost-conscious delivery without budget overruns.**

# MARKETS WE SERVE



## Public Works

Small/mid-sized municipalities managing distributed utilities and infrastructure under strict budget cycles.



## Industrial

Mid-market logistics, manufacturing, and real estate groups with multi-site operational complexity.



## Healthcare

Hospitals and clinics requiring real-time monitoring and audit-ready environmental compliance.



## K-12 Education

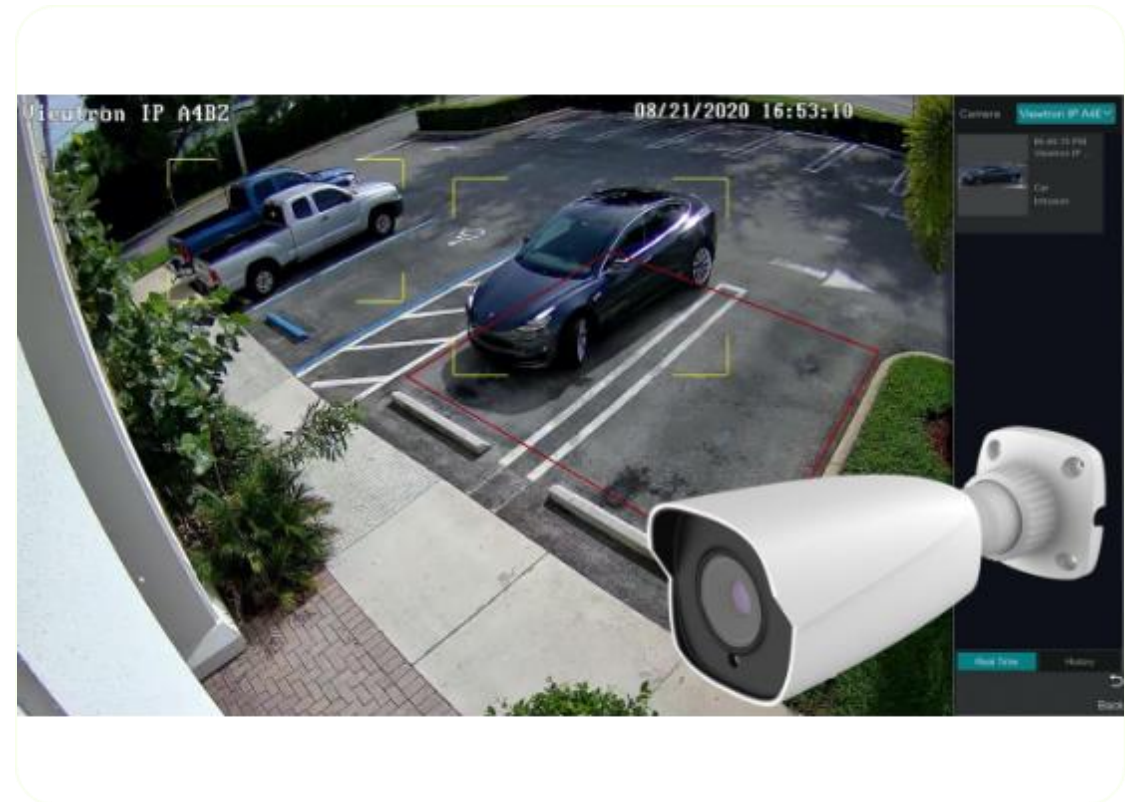
School districts navigating aging campus infrastructure and E-Rate funding opportunities.



# WHY THIS TOPIC?

Organizations are increasingly combining traditional IT systems with IoT-enabled infrastructure (sensors, connectivity, data platforms).

- **Surveillance Bloat:** AI cameras require massive, constant bandwidth.
- **Efficiency Pressures:** Demand to do more with limited resources.
- **Regulatory Shift:** Compliance is now central to infrastructure buying decisions.
- **Fragmentation:** Disconnected systems across sites create blind spots.
- **Terrestrial Limits:** High-bandwidth video exhausts rural/remote ISP capacity.
- **Single Point Failures:** One outage stops all AI analytics and real-time response.



# Connectivity verticals that are scaling around us between 2025 - 2030

## Healthcare

Improve patient care with real-time monitoring

**375% increase**

## Corporate Mobility

Streamline operations with agile connectivity

**160% increase**

## Connected Advertising

Transform marketing with intelligent displays

**210% increase**

## Agricultural

Better farm management with IoT technology

**155% increase**

## Construction

Enhance project efficiency with IoT networks

**170% increase**

## Smart Cities

Innovate with integrated urban connectivity

**133% increase**

## Industrial

Automate and monitor processes efficiently

**133% increase**

## Power Creation & Management

Optimise energy solutions with advanced IoT

**190% increase**

## Remote Monitoring & Security

Ensure safety with advanced monitoring

**185% increase**

## Retail

Optimise operations with connected IoT solutions

**195% increase**

## Financial

Secure transactions with seamless IoT integration

**220% increase**

## Tracking & Telematics

Track fleets and manage assets in real time

**175% increase**

## Ride-Sharing

Enhance services with smart connectivity

**150% increase**

## Network Redundancy

Maintain operations with resilient solutions

**200% increase**

## Asset Lockers

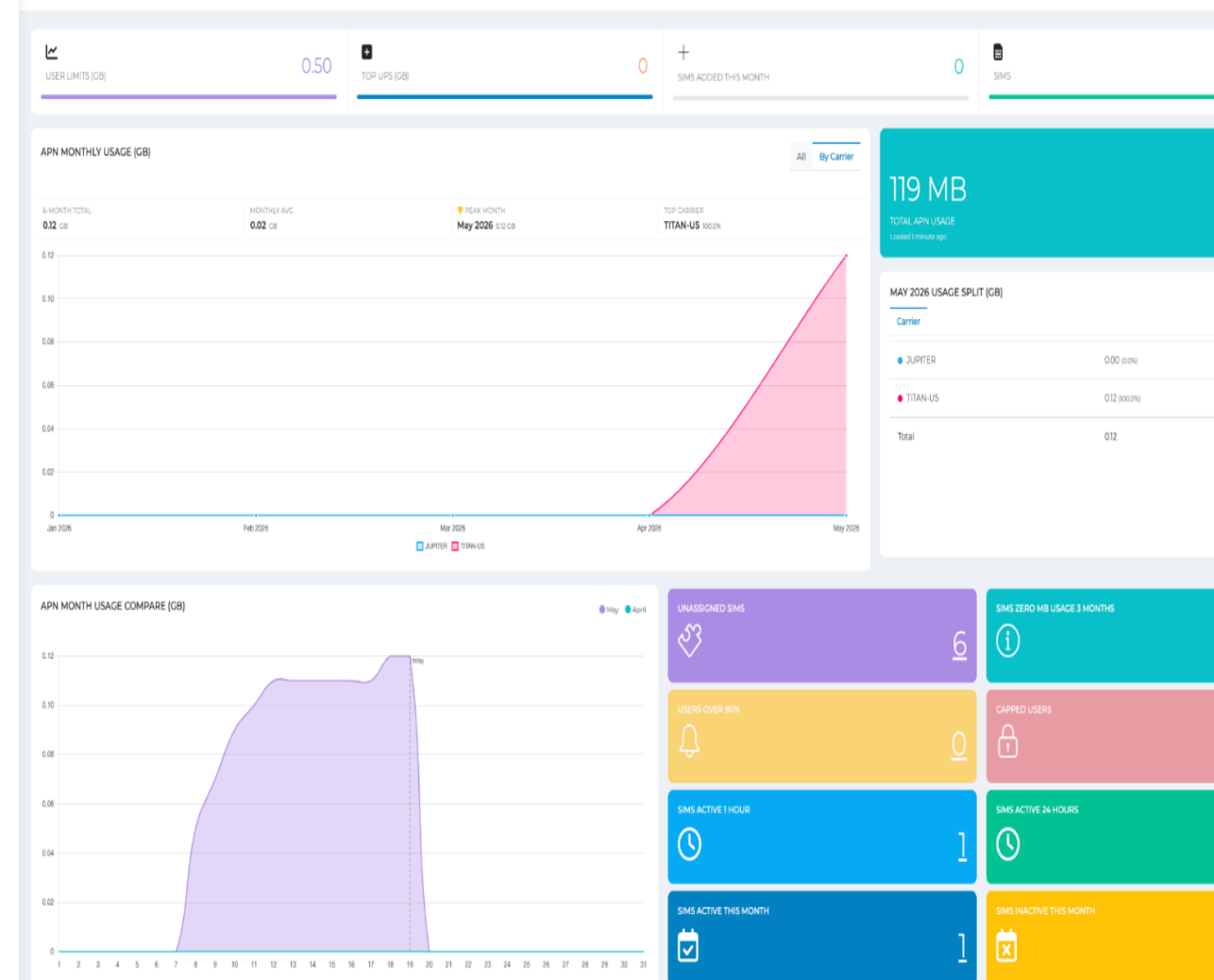
Real-time monitoring using IoT asset lockers

**180% increase**

# IoT Connectivity Solution with iOnline

Modern physical security relies on a backbone that is often fragile or insufficient.

- **CentralFlex: Connectivity Management Platform** for managing connectivity at scale.
- **FlexiSIM: IoT SIM** that keeps devices connected by automatically selecting best available mobile network.
- **Connectivity Stack: Eliminates single-network cellular dependency** and includes enterprise grade satellite (Starlink).



# INFRASI PLANNING TOOLS

## Technical Audits

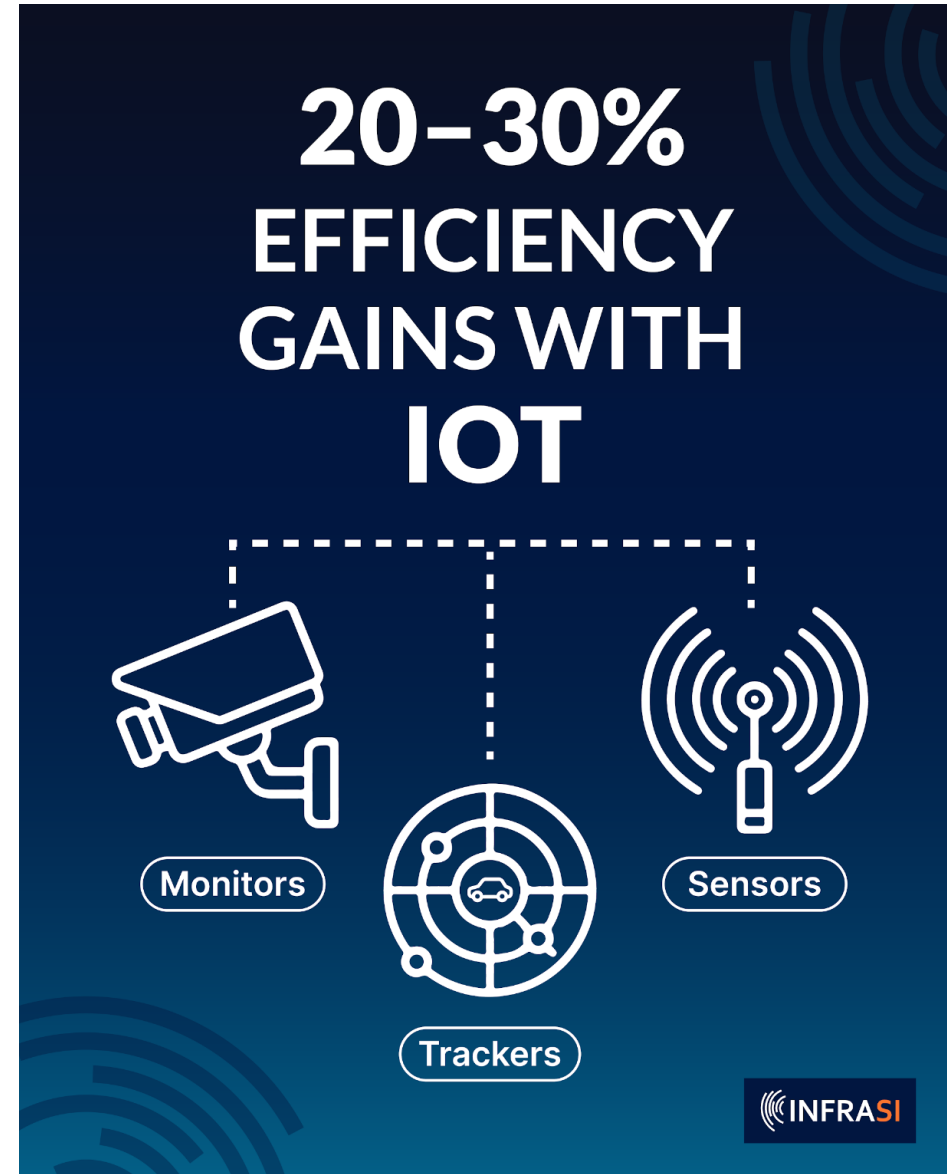
Baseline assessments of current infrastructure, identify gaps in visibility, and determine scalability constraints.

## Modernization Roadmaps

Strategic, phased rollout plans that align technical debt removal with budget cycles and funding opportunities.

## "Smart Start" Pilots

Low-risk implementations to validate impact and ROI before full-scale deployment across the organization.




**20-30%  
EFFICIENCY  
GAINS WITH  
IOT**

**Monitors**

**Trackers**

**Sensors**



# INFRASI Planning Tools - Energy Savings



UPS MONITORING & MAINTENANCE ROI CALCULATOR

**Quantify savings from UPS  
monitoring, maintenance,  
and smart plug-load  
management.**

Built for operations, IT, public works, and facilities leaders who need defensible numbers — not vendor promises. Model energy savings, downtime cost avoidance, and 5-year ROI in seconds.

# INFRASI Planning Tools - IoT DIY Risk



 PHYSICAL SECURITY · IoT Strategy

## What is the **DIY tax** on your physical security IoT estate?

Four short steps. We benchmark your power, connectivity, and monitoring posture, then model a 3-year TCO against INFRASI Managed IoT.

 No email required    ~90 seconds    Industry benchmarks

# iONLINE Case Study

Starlink + FlexiSIM™ | AI-Powered Physical  
Security

# THE CLIENT CHALLENGE

## Remote High-Bandwidth Needs

A multi-site logistics/critical infrastructure provider requiring security across locations with limited terrestrial broadband.

- Requirement: Continuous, high-resolution 4K AI video streams.
- ⚠ Risk: Single point of failure blinds AI analytics and response.
- 👥 Overhead: Managing dozens of vendors and ISP accounts manually.



# THE RESILIENT SOLUTION



## Primary: Starlink

High-throughput satellite connectivity for streaming AI camera feeds in real-time regardless of terrestrial infrastructure.



## Failover: FlexiSIM

Automatic cellular failover switching to the strongest network across 700+ carriers in 180+ countries if Starlink is interrupted.



## CentralFlex

Unified visibility and control for security and operations teams across every site from a single management platform.

# THE OUTCOME

# 100%

Uptime Architecture

The client achieved continuous security coverage. AI feeds stay live through terrestrial outages, ensuring zero gaps in surveillance data or incident detection.

- ✓ Automated path switching (zero manual intervention).
- ✓ Single platform for all site connectivity.
- ✓ Enterprise-grade high-bandwidth support.

# Moving Forward

Bridge your connectivity gap  
today.

## 01. Site Survey

Audit locations to identify blind spots.

## 02. Bandwidth Audit

Define per-camera throughput requirements for  
AI workloads.

## 03. Failover Configuration

Establish threshold configurations for  
automatic SIM failover.

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