



COURSE CATALOG

Spring 2020



ADI Academy Course Descriptions

Access Control



Included in Library Subscription!

6 Hours

Approved for state licensing CEUs in: AL, LA, MS, NJ, and TN.

NC - Courses 2, 4 & 6.

SD- Course 6.

UT - Course 1

Access Control Specialist Level I (ACS) Series

The Access Control Specialist Level One course is the industry's standard for understanding the basics of access control. The series is divided into six courses that cover everything from the basic overview and history of access control systems up to modern day biometric and smartcard applications.

- Course 1: Access Control Overview
- Course 2: Credentials
- Course 3: Binary and Card Data Formats
- Course 4: Smartcards
- Course 5: Biometrics
- Course 6: IP Conversion

IP Video



Included in Library Subscription!

9 Hours

**Approved for state licensing
CEUs in: AL, LA, MS, NJ, and
TN.**

NC - Courses 1, 3, 5, 7 & 9.

SD - Courses 1, 2, 7, 8 & 9.

IP Video

The IP Video certification is a comprehensive series of 9 modules that will teach you everything you need to know about today's advanced Video Surveillance Systems. Covering everything from basic system components and design, to equipment selection, installation, and integration with existing analog systems, IP Video will put you on the cutting edge of the field.

- Course 1: IP Video Overview
- Course 2: IP Video Basic Networking
- Course 3: Compression and Transmitting Video over the Network
- Course 4: IP Cameras
- Course 5: Lenses and Lighting
- Course 6: Digital Video Monitors and Storage
- Course 7: Software Applications
- Course 8: IP Video Integration
- Course 9: Legal Issues

IP Networking



Included in Library Subscription!

5 Hours

**Approved for state licensing
CEUs in: AL, LA, MS, NJ, and
TN.**

NC - Courses 2 & 4.

SD - Courses 1 & 4.

IP Networking for Security Series

IP Networking can be complex and confusing. The use of acronyms and an ever-changing landscape certainly does not make it any easier to learn and understand. In this series, we start with the very basics and work our way toward the more complex aspects of IP Networks. The series focuses on elements that a security professional will likely encounter and is written from a security perspective. Even those with a good understanding of the technology will benefit from this series.

- Course 1: Basic Networking
- Course 2: Common Network Protocols
- Course 3: Network Transmission Mediums
- Course 4: Networking Hardware
- Course 5: Network Administration and Security

Business Skills



Included in Library Subscription!

3 Hours

Approved for state licensing CEUs in: AL, LA, MS, NC, NJ and TN.

Customer Service in the Security Industry

Everybody who deals with customers becomes the face of the organization to the end user. It is critical that all employees have the basic skills necessary to professionally communicate with customers regardless of the situation. This course goes through the basics of communicating with users, making customers feel positive about the interactions and dealing with difficult circumstances.

- Module 1: Communications
- Module 2: Enhanced Customer Service Skills
- Module 3: Handling Difficult Customer Situations



Included in Library Subscription!

4 Hours

Approved for state licensing CEUs in: AL, LA, MS, NJ and TN.
Approved in NC for 3 CEUs.

Sales in the Security Industry

This course was developed specifically for sales professionals in the security industry. The concept of the sales cycle is simple to understand, but the nuances of making it work effectively on a consistent basis can be elusive. We discuss tried and true methods along with best practices to make your sales efforts more productive. Even seasoned sales professionals will come away with strategies to improve their results. The (4) one-hour modules include:

Prepare, Present, Propose and Process.

- Sales vs. Marketing
- New Product Introductions
- Opening a Discussion
- Understanding the Customer's Needs
- Handling Objections
- Competitive Presentations
- Strategic Selling
- Selling a Relationship
- Closing the Sale
- Maintaining the Relationship

Cyber Security



2 Hours

Introduction to Cyber Security

The world of interconnected computing devices surrounds us today and will continue to influence almost everything in our lives. Initially TCP/IP wasn't designed with security in mind and only after vulnerabilities were discovered did the field of computer security develop. The term cyber could be used for many things but today it is accepted as any information in a digital data form. Hence Cyber Security is about protecting that digital data from the many dangers that can destroy it.

- Elements of Cyber Security
- Risks Involved
- Threats to Computer Systems
- Defensive Strategies
- System Access, Authorization & Accounting
- Protocols and How they Work
- Encryption
- Protocols and the Tools to Measure Them
- Best Practices in Cyber Security

Perimeter Security



Included in Library Subscription!

1 Hour

Perimeter Security Level 1

Perimeter security and detection requires knowing not only what devices to use, but also how best to manage their placement to maximize their effect while maintaining affordability. This course is the first in the perimeter detection series. It defines perimeter detection, identifies the key devices and walks through the basic strategy for deploying a system in both residential and commercial applications.

- Physical barriers
- Intrusion detection systems protecting perimeter barriers
- Perimeter sensor technology
- Advantages and limitations of various perimeter sensor technologies
- Choosing the right combination of technologies for building type and end-user application (both residential and commercial)