



Your Self Storage Security Partner Checklist

Every self-storage operator or investor knows the stakes are high: a break-in or system failure can damage your reputation and deliver a hard financial blow. But even the most sophisticated equipment is only as good as the team behind it. A true security specialty partner brings deep industry knowledge, strong manufacturer ties, and the flexibility to grow alongside your facility. Use this checklist to evaluate potential dealers before signing any contract.

Credentials & Experience

- ☐ How many years have you been in business serving self-storage facilities?
- ☐ What licenses and insurance do you hold? Are they valid in our area?
- ☐ Are you familiar with local regulations and building codes that affect security installations?
- ☐ Can you provide references or case studies from similar storage facilities you've worked with?

Product Lines & Manufacturer Relationships

- ☐ Which brands and systems do you specialize in?
- ☐ Do you have direct relationships with the manufacturers of the products you install?
- ☐ How quickly can you get access to new products or updates when technology changes and how do you manage upgrades?

Early Involvement & Design Support

- ☐ At what stage of construction or renovation project do you prefer to get involved?
- ☐ Can you help design or review security layouts based on our facility's traffic flow and structure?
- ☐ Will you provide recommendations for camera placement, keypad access, or gate controls for a property like ours?
- ☐ How do you balance security priorities with budget limitations during planning?

Customization & Problem Solving

- ☐ How do you customize to best meet the needs of our specific site and customer base?
- ☐ Can you identify potential blind spots or vulnerable areas on our property?
- ☐ What contactless or tech-forward security features do you recommend for improving tenant experience?

Operations & Future-Proofing

- ☐ How do you design systems to allow for future expansions, upgrades, or changes to our offerings?
- ☐ What kind of training do you offer for staff to operate and troubleshoot the system?
- ☐ Do you provide ongoing support, remote diagnostics, or maintenance plans after installation?
- ☐ Will we have regular check-ins and maintenance?

Security needs can differ from one facility to another, but some foundational questions should be asked of every security provider you're considering. Thoroughly vetting your security partners before entering into any agreement is not just a smart move; it's arguably the most critical step in ensuring your facility meets the high standards tenants expect and operators require.