

2026 Motorola Solutions Avigilon Alta & Unity Buyer's Guide

Cameras, Access Control, Support, Upgrades, Expansion, and Converged Security Architecture

A practical executive guide for organizations evaluating Avigilon cameras, access control, Alta cloud security, Unity video, Unity Access, system support, service, maintenance, upgrades, expansion planning, and lifecycle support with BTI. This guide helps facilities leaders, IT directors, security directors, healthcare leaders, property managers, public-sector leaders, commercial executives, and operations executives choose the right Avigilon architecture and understand what it takes to design, deploy, secure, maintain, expand, and support it correctly.

[Schedule an Avigilon Security Architecture Review →](#)

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Avigilon Security Systems Designed, Installed, Secured, and Supported by BTI



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Executive Summary

Avigilon Cameras, Access Control, Support, and Expansion Are Architecture Decisions

Avigilon is not a commodity catalog purchase. It is a security architecture decision involving cameras, access control, credentials, licenses, networking, cybersecurity, installation quality, documentation, service, maintenance, and lifecycle support. Modern Avigilon deployments depend on more than cameras and access control devices. Networks, identity management, cybersecurity, remote access, and cloud or server infrastructure all shape the right architecture.

Architecture First

Avigilon deployments depend on networks, identity management, cybersecurity, and server or cloud infrastructure. The architecture decision comes before product selection.

Converged Planning

Physical security, IT, and cybersecurity must be planned together. Alta and Unity have different infrastructure, support, and compliance implications.

BTI as Partner

BTI guides organizations through the full architecture decision — not just the hardware purchase — from design through lifecycle support.

For many organizations, an Avigilon upgrade or expansion is also a support decision: the system must be designed, documented, monitored, maintained, and supported well enough to deliver value after installation.

BTI helps clients choose, design, install, secure, document, support, and manage the right Avigilon architecture for their environment.

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Alta and Unity: Two Architectures, One Avigilon Security Suite

Choosing between Avigilon Alta and Avigilon Unity is one of the most consequential decisions in an Avigilon system design, upgrade, support, or expansion project. Whether you are evaluating Avigilon Alta cloud access control, Avigilon Unity video surveillance, or Avigilon Unity Access, both platforms are part of Motorola Solutions' Avigilon Security Suite, but they are designed for fundamentally different environments and operational models. Avigilon support and expansion planning, along with Avigilon quote and design accuracy, should be considered early so the right architecture is selected for the long term. The table below provides a clear side-by-side comparison to guide your evaluation.

Design accuracy and quote precision matter as much as product selection — the wrong architecture assumption creates cost, delay, and support problems that are difficult to correct after installation.

Feature	Avigilon Alta	Avigilon Unity
Deployment Model	Cloud-native	On-premise / server-based
Best For	Multi-tenant offices, multifamily, tech companies, distributed businesses, cloud-first workplaces	Hospitals, clinical campuses, institutions, large facilities, complex integrations
Access Control Style	Cloud-managed, mobile-first, Apple Wallet / smartphone-friendly where supported	Sophisticated access control with institutional policies and deep integration capability
Video Model	Cloud-managed video and remote visibility	On-premise video management with advanced investigation and AI capabilities
Intrusion / Monitoring	Alta Protect for site protection and monitored intrusion workflows	Integrates into broader on-premise security operations
IT / Security Requirements	Cloud governance, role design, network readiness, mobile credential planning	Server hardening, patching, backups, secure remote access, segmentation, monitoring
Smart sensors and environmental awareness	Can extend cloud-managed security workflows where supported.	Can extend on-premise video and security operations where supported.
Ideal BTI Service Motion	Cloud security upgrade, expansion, and managed support	Enterprise security architecture, deployment, cybersecurity, and lifecycle management

Avigilon Alta Resources

- [Avigilon Alta Cloud Access Control](#)
- [Avigilon Alta Cloud Video Security](#)
- [Avigilon Alta Protect](#)

Avigilon Unity Resources

- [Avigilon Unity Access Control](#)
- [Avigilon Unity Video Surveillance](#)
- [Commercial Access Control Solutions](#)

Why Organizations Choose BTI as Their Avigilon Partner

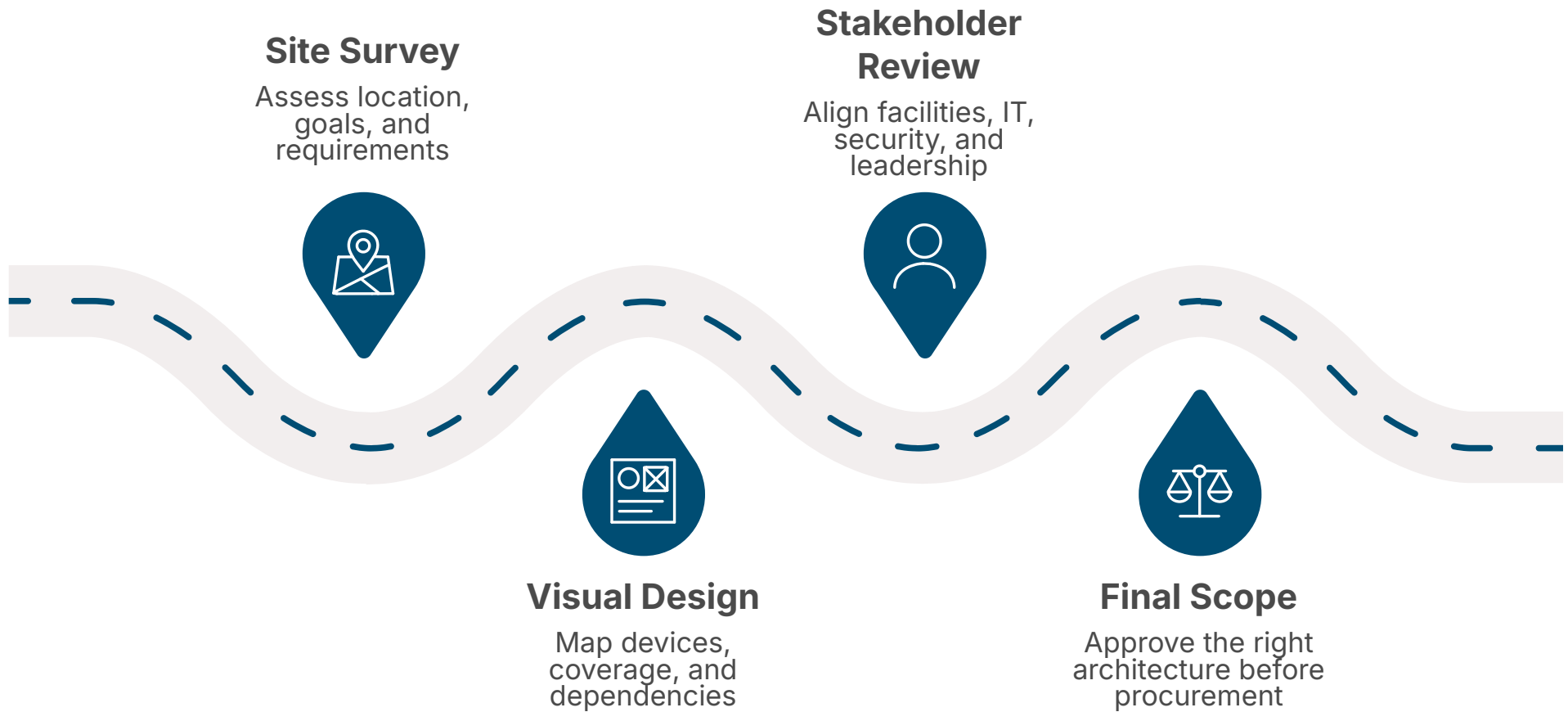
BTI is positioned to support the full Avigilon architecture discussion — not just sell one product line. Unlike traditional security dealers who focus narrowly on devices, BTI brings together physical security, IT infrastructure, cybersecurity, network design, VoIP, compliance planning, project management, documentation, and long-term lifecycle support into a single, accountable engagement model. This converged approach eliminates the finger-pointing that frequently occurs when security installers, IT teams, MSPs, cybersecurity vendors, and facilities teams operate in separate silos. BTI helps clients move from 'we need an Avigilon quote' to a practical design, procurement, installation, commissioning, documentation, service, and support plan.

BTI supports the entire Avigilon product portfolio — Alta Cloud Access Control, Alta Cloud Video Security, Alta Protect, Unity Video, and Unity Access — and helps clients evaluate cloud vs. on-premise vs. hybrid architecture based on their actual facility, network, compliance, and operational requirements. As an Avigilon installer and Avigilon integrator, BTI helps clients get an architecture recommendation before they commit to procurement, not after installation has already begun. That Avigilon system design approach is built to support Avigilon managed support over time, not just a one-time deployment, so clients have a clear path from planning to service.

📌 "Better designs create better outcomes. BTI's visual design process helps clients understand the scope, compare tradeoffs, and avoid surprises before installation."

Collaborative Visual Design with System Surveyor

BTI uses System Surveyor as part of a consultative design process that helps clients see the architecture before they approve it. During discovery, BTI develops detailed visual layouts for camera locations, access-controlled doors, intrusion devices, cabling assumptions, coverage areas, and phased options. These drawings are provided at no charge during qualified design engagements so stakeholders can evaluate scope, tradeoffs, and implementation choices with confidence. The result is a clearer, more collaborative planning process that supports facilities, IT, security, finance, and executive review.



This structured workflow ensures that every Avigilon deployment — whether Alta cloud or Unity on-premise — is built on a shared, reviewed, and approved visual plan. Remote stakeholders can participate meaningfully in the review process before a single device is ordered.

Why Avigilon Partner Quality Matters

Avigilon dealer selection and partner quality are among the most consequential decisions in any Avigilon project.

Avigilon is a powerful enterprise-grade security ecosystem, but the value a client receives depends heavily on the quality of the partner who designs, procures, provisions, commissions, documents, and supports the system. The Avigilon portfolio spans Alta Access, Alta Video, Unity Video, Unity Access, cameras, controllers, licenses, credentials, software, accessories, mounts, servers, support plans, and integrations. BTI's role is to help clients turn that complexity into a practical, accurate, well-documented, cost-effective security architecture.

✔ "To deliver the foremost level of technical quality that can be delivered reliably for each client's budget."

BTI's quality goal is not to recommend the most expensive possible system. The goal is to deliver the highest practical level of technical quality the client can reliably afford — designing the right system the first time, avoiding unnecessary scope, preventing change orders, and documenting the system well enough to support it for years.

Avigilon Systems Are Complex by Design

More Than Cameras and Doors

A correct Avigilon design may involve cameras, access control panels, readers, credentials, licenses, cloud subscriptions, Unity servers, Alta cloud services, storage, networking, mounting hardware, intrusion devices, smart sensors, integrations, warranties, support plans, and migration requirements.

SKU and Licensing Precision

The wrong SKU, license, accessory, mounting choice, reader, controller, server assumption, or integration assumption can create cost, delay, security, or support problems that are difficult and expensive to correct after installation.

Field and Network Expertise Required

Avigilon projects benefit from experienced partners who understand product selection, field installation, network infrastructure, cybersecurity, commissioning, and after-sale support — not just procurement.

Migration and Integration Reality

Most clients are not starting from a blank slate. Legacy cameras, NVRs, VMS platforms, card readers, HID credentials, alarm panels, door hardware, intercoms, network switches, cabling, servers, or cloud systems must be incorporated, phased out, or integrated.

The Channel Quality Problem

Avigilon sells through a broad channel that includes highly capable security integrators, traditional alarm companies, low-voltage installers, IT providers, catalog resellers, national procurement houses, MSPs, and subcontractor-driven delivery models. The quality of the client outcome can vary dramatically across this channel.

Some providers understand cameras and alarms but not networks, servers, APIs, cybersecurity, or converged security. Others understand IT procurement but subcontract the physical installation and may not recognize quality issues in cabling, mounting, camera placement, door hardware, field testing, or commissioning. BTI closes that gap by combining physical security expertise, IT infrastructure knowledge, cybersecurity discipline, System Surveyor design, manufacturer coordination, licensing and compliance readiness, and managed lifecycle support into a single accountable engagement model.

❗ "Avigilon product quality is only part of the equation. The design, procurement, installation, integration, documentation, and support model determine whether the client actually realizes the value of the investment."

✔ "BTI helps clients get the right Avigilon system for the budget — not the biggest system, not the cheapest system, but the highest-quality system that can be delivered reliably for the client's goals."

The BTI Capability Stack for Avigilon Design, Service, Support, and Expansion

Physical security expertise, IT infrastructure, cybersecurity discipline, manufacturer coordination, documentation, compliance readiness, and migration experience — delivered as a single accountable engagement.

Most Avigilon partners specialize in one or two of these disciplines. BTI is designed to deliver all of them in a single engagement, eliminating the gaps that develop when physical security, IT, cybersecurity, and compliance are handled by separate vendors with no shared accountability.

Six Capability Layers

01
Physical Security Design
 Cameras, access control, alarms, intrusion, door hardware, device placement, coverage planning, and field installation quality.

03
Cybersecurity and Identity
 MFA, administrator access governance, credential lifecycle management, secure remote access, patching, monitoring, logging, and risk reduction.

05
Documentation and Support
 System Surveyor layouts, as-built documentation, credential schedules, camera maps, network notes, configuration records, support workflows, and managed physical security support.

02
Network and Infrastructure
 Switching, VLANs, PoE, Wi-Fi, firewall rules, routing, bandwidth planning, cabling, rack standards, and remote access design.

04
Manufacturer and Channel Coordination
 Regional rep coordination, vertical market specialist support, government account resources, distribution support, application assistance, and pricing and procurement guidance.

06
Compliance, Safety, and Liability Readiness
 ISO 27001 compliance, ISNetworld certification, C7 low-voltage licensing, ACO licensing, E&O coverage, completed operations liability, employer liability coverage, GSA/CMAS availability where applicable, and institutional project governance.

Foundation Qualifications

For high-risk, regulated, public-sector, healthcare, education, municipal, industrial, and multi-site environments, the basics are not optional. Licensing, insurance, safety compliance, cybersecurity discipline, documentation, and support infrastructure matter as much as the equipment itself. BTI brings foundational qualifications and operating systems that are often missing, unavailable, underutilized, or treated as extra cost elsewhere in the channel.

- Certifications and Licensing**
- ISO 27001 compliance
 - ISNetworld certified safety and insurance readiness
 - C7 low-voltage licensing
 - ACO licensing
 - Cisco Black Belt capability for mid-market infrastructure
 - Microsoft Tier 1 capability

- Operating Systems and Coverage**
- ConnectWise Asio for support, monitoring, documentation, and operational workflows
 - PMO-driven documentation and quality assurance
 - System Surveyor visual design and as-built planning
 - GSA and CMAS availability with Avigilon where applicable for eligible public-sector buyers
 - Completed operations liability and E&O coverage
 - Employer liability coverage and institutional project governance

Migration and Integration Experience

BTI is highly experienced across legacy cameras, NVRs, VMS platforms, card readers, HID credentials, alarm panels, door hardware, intercoms, network switches, cabling, servers, and cloud systems — integrating, migrating, or phasing out existing equipment as part of every Avigilon engagement.

- Integrate existing equipment where practical
- Preserve useful investment where possible
- Plan future expansion
- Migrate in phases when rip-and-replace is unnecessary or too disruptive
- Identify what should not be reused
- Document what was inherited, changed, replaced, and supported

BTI's internal experience is that a significant majority of its Avigilon customers first engaged another vendor before moving to BTI for expansion, support, integration, or modernization.

Avigilon Alta for Cloud-Managed Access Control, Video, and Intrusion

Explore Avigilon Alta cloud access control, Avigilon Alta cloud video, Avigilon Alta support, Avigilon Alta upgrade, and Avigilon Alta expansion options for modern cloud-managed security environments.



Cloud-Managed Access Control

- Manage doors, credentials, schedules, and zones
- Centralized cloud dashboard
- Access from anywhere with permissions



Mobile Credentials and Apple Wallet

- Mobile credential workflows
- Apple Wallet badge support where available
- Unlock doors with iPhone or Apple Watch



Cloud Video and Event Review

- Remote visibility across sites
- Event correlation and playback
- Streamlined review for distributed properties



Alta Protect: Site Protection and Event-Response Workflows

- Video analytics, sensors, and rules
- Alerts and monitoring workflows
- Designed for modern site protection

- ✔ **Alta Best Fit Organizations:** Multi-tenant office buildings · Multifamily properties · Technology companies · Cloud-first workplaces · Distributed commercial locations · Branch offices · Smaller healthcare clinics and business offices · Organizations that prioritize mobile-first access and easy administration · Organizations planning Avigilon Alta upgrades, expansions, or system takeovers from prior vendors.

Explore Alta resources: [Avigilon Alta Cloud Access Control](#) | [Avigilon Alta Cloud Video Security](#) | [Cloud-Based Security Solutions](#) | [Ava Security Partner and Cloud Video Solutions](#)

Where Avigilon Alta Creates the Most Value



Multi-Tenant Office Buildings

- Manage tenants, shared spaces, vendors, visitors, parking, elevators, lobbies, and amenities
- Provision or revoke access for tenant suites from one cloud dashboard
- Respond to access requests in real time without on-site IT resources

Recommended next step: Upgrade tenant and shared-space access.



Multifamily Properties

- Support resident mobile access, amenity spaces, package rooms, leasing offices, maintenance, and vendor access
- Manage resident onboarding, credential issuance, and access revocation without manual key handling
- Time-limit and audit vendor and maintenance access automatically

Recommended next step: Improve resident, amenity, and vendor access control.



Technology Companies and Mobile-First Workplaces

- Support smartphone-first access experiences and Apple Wallet access where supported
- Streamline onboarding, offboarding, and hybrid work policies
- Enable simple remote administration for cloud-first IT teams

Recommended next step: Create a mobile-first access experience.

☐ Ask BTI whether Alta is the right fit for your property or workplace. [Schedule an Avigilon Security Architecture Review →](#)

Related resources: [Avigilon Alta Cloud Access Control](#) | [Cloud-Based Security Solutions](#) | [Commercial Access Control Solutions](#)

Avigilon Unity for Hospitals, Clinical Facilities, Campuses, and Complex Environments

Avigilon Unity is the on-premise Avigilon portfolio for organizations that require local control, enterprise-grade video management, sophisticated access governance, and deep integration capabilities. Avigilon Unity video surveillance, Avigilon Unity Access, Avigilon Unity support, Avigilon Unity service, Avigilon Unity server readiness, Avigilon Unity access control upgrade, and Avigilon Unity expansion are all important considerations when planning a resilient on-premise security architecture. Unity is the right architecture when the environment includes high camera counts, complex departmental access policies, institutional credential requirements, large multi-building campuses, or environments where data sovereignty, compliance, and on-premise infrastructure management are non-negotiable requirements. BTI supports Avigilon Unity for hospitals, clinical facilities, campuses, and complex environments — including new deployments, system expansions, access control upgrades, and service takeovers from prior vendors.

Unity Video Capabilities

- On-premise video management with AI-enabled search and investigation
- High camera count and multi-building environments
- Advanced forensic review and evidence workflows
- Centralized management across large campuses
- Deep analytics and behavioral detection capabilities

[Avigilon Unity Video Surveillance](#) | [Affordable IP Camera Solutions](#)

Unity Access Capabilities

- Sophisticated access control with institutional policies
- HID readers and credential workflows integration
- Departmental roles, schedules, zones, and restricted area management
- Complex integration-ready architecture
- Access control governance for compliance-sensitive environments

[Avigilon Unity Access Control](#) | [Commercial Access Control Solutions](#)

- ✔ **Unity Best Fit Organizations:** Hospitals · Large clinical facilities · Healthcare campuses · Education campuses · Municipal and government facilities · Manufacturing and logistics facilities · Large corporate campuses · Environments with on-premise requirements, complex integrations, or deeper access control governance

Healthcare and Clinical Security

Why Unity Is a Strong Fit for Hospitals and Clinical Facilities


Healthcare facilities have some of the most demanding physical security requirements of any environment. Unity is especially strong for hospitals and large clinical facilities that must manage public access, restricted clinical zones, medication and lab security, life-safety workflows, behavioral health considerations, infant protection, and compliance obligations across a campus that operates 24/7. Avigilon Unity's on-premise architecture, sophisticated access control, advanced video management, and deep integration capabilities make it a strong fit for this environment.

Healthcare Security Use Cases Supported by Unity

- Emergency department access control
- Pharmacy and medication room protection
- Lab and imaging center access governance
- Behavioral health area management
- Maternity and infant protection monitoring
- Parking structure and loading dock surveillance
- IT room and records area protection
- After-hours access management and audit trails
- Security operations center integration

BTI Healthcare Architecture Considerations

- Door schedule and credential review
- Camera coverage and blind spot review
- Video retention and evidence needs assessment
- Network and server readiness evaluation
- Remote access and cybersecurity hardening plan
- HID reader and credential compatibility check
- Compliance and incident documentation review
- Training and long-term support process design

 Healthcare security deployments require coordination between physical security, IT, clinical operations, compliance, and facilities teams. BTI's converged model is specifically designed to address this cross-functional complexity.

Related resources: [Avigilon Unity Video Surveillance](#) | [Avigilon Unity Access Control](#) | [Security System Integration with IT Infrastructure](#) | [Network Installation and Infrastructure Services](#)

Avigilon Industry Fit: Core Commercial and Institutional Verticals

From multi-tenant properties and hospitals to education, government, data centers, retail, and enterprise campuses, BTI helps clients choose the right Avigilon architecture for the facility, risk profile, users, network, and support model.

Avigilon is not one-size-fits-all. Different industries need different combinations of cloud access control, on-premise video, mobile credentials, intrusion workflows, smart sensors, HID credentials, integrations, server governance, network design, cybersecurity, monitoring, documentation, and compliance reporting. BTI helps clients select and implement the right architecture: Alta, Unity, or a hybrid model — for Avigilon cameras, Avigilon access control, and Avigilon system support across every major vertical.



Commercial Real Estate

Needs: Tenant access, lobbies, elevators, parking, vendor workflows.
 Avigilon fit: Alta for cloud-managed access and mobile credentials; Unity for large on-premise integrations.
 BTI value: System Surveyor layouts, tenant workflow design, phased upgrades, and managed support.



Multifamily Properties

Needs: Resident mobile access, amenities, package rooms, vendor and maintenance workflows.
 Avigilon fit: Alta for cloud-managed access, mobile-first resident experience, cloud video, and Alta Protect.
 BTI value: Resident access design, vendor schedules, portfolio-wide planning, and expansion roadmaps.



Healthcare and Clinical Facilities

Needs: Restricted clinical areas, pharmacies, labs, behavioral health, compliance, evidence retention.
 Avigilon fit: Unity for hospitals and large clinical facilities; Alta for smaller clinics and distributed offices.
 BTI value: Healthcare security design, HID credential planning, compliance-aware documentation, and support.



Education

Needs: Campus visibility, visitor control, emergency response, controlled access, after-hours access.
 Avigilon fit: Unity for larger campuses; Alta for cloud-first schools or smaller distributed sites.
 BTI value: Stakeholder coordination, System Surveyor layouts, lockdown workflow review, and managed support.



Government and Municipal

Needs: Public access areas, employee zones, evidence workflows, auditability, multi-building facilities.
 Avigilon fit: Unity for on-premise institutional access; Alta where cloud access control is appropriate.
 BTI value: GSA/CMAS support where applicable for eligible buyers, documentation, and cybersecurity alignment.



Enterprise Campuses

Needs: High camera counts, multiple buildings, employee credentials, visitor access, SOC integrations.
 Avigilon fit: Unity for enterprise video and access control; Alta for cloud-managed satellite locations.
 BTI value: Architecture planning, network segmentation, server readiness, and long-term managed support.

Avigilon Industry Fit: High-Security, Distributed, and Regulated Verticals

From data centers and manufacturing to retail, banking, aviation, and law enforcement, BTI helps clients choose the right Avigilon architecture for the facility, risk profile, users, network, and support model.



Data Centers

Needs: Strict access control, mantrap workflows, audit trails, visitor/vendor control, compliance, identity governance.

Avigilon fit: Unity for sophisticated access control and on-premise video; Alta for smaller edge or support sites.

BTI value: High-liability documentation, credential governance, network/cybersecurity alignment, and support.



Manufacturing and Logistics

Needs: Perimeter visibility, loading docks, yards, contractor access, safety incidents, multi-site operations.

Avigilon fit: Unity for large plants and high camera counts; Alta for distributed branch/warehouse cloud-managed sites.

BTI value: Camera coverage planning, network infrastructure, safety-driven access workflows, and expansion planning.



Retail and Restaurants

Needs: Remote visibility, opening/closing procedures, vendor access, intrusion response, multi-location administration.

Avigilon fit: Alta for cloud-managed video, access control, and distributed location management.

BTI value: Multi-site standards, remote support, cloud access administration, and lifecycle support.



Banking and Finance

Needs: Audit trails, access governance, evidence retention, identity controls, branch visibility, compliance.

Avigilon fit: Unity for complex or high-security sites; Alta for cloud-managed branches where appropriate.

BTI value: Compliance-aware design, documentation, access control governance, and network/cyber alignment.



Aviation and Transportation

Needs: Large facilities, perimeter coverage, restricted areas, public/private zones, credential workflows.

Avigilon fit: Unity for complex facilities and operations centers; Alta for cloud-managed offices or support buildings.

BTI value: Complex stakeholder coordination, network infrastructure, camera/access design, and long-term support.



Law Enforcement and Public Safety

Needs: Evidence workflows, secure access, interview areas, restricted storage, chain-of-custody sensitivity.

Avigilon fit: Unity for on-premise video, sophisticated access control, and institutional workflows.

BTI value: High-liability project readiness, documentation, credential governance, and secure remote access planning.

ⓘ Alta is strongest where cloud management, mobile credentials, remote administration, and distributed property operations matter most. Unity is strongest where on-premise control, high camera counts, institutional access control, HID credentials, advanced integrations, and deeper cybersecurity governance are required.

✔ BTI's advantage is not just knowing the Avigilon catalog. BTI understands how the system must operate in the real facility — across the network, identity model, credential process, cybersecurity posture, documentation requirements, stakeholder needs, and long-term support plan.

Why Avigilon Projects Require IT, Cybersecurity, and Physical Security Planning Together

A modern Avigilon deployment is not a standalone low-voltage project. Whether the architecture is Alta cloud or Unity on-premise, the system will interact with network switches, VLANs, firewalls, identity policies, remote access infrastructure, servers, storage, monitoring tools, backup systems, and compliance documentation processes.

⊗ Unity has the deepest converged security requirements because the security platform may become part of the client's server, network, identity, and cybersecurity environment.

Alta Cloud Security Planning Requirements

- Cloud administration roles and permission governance
- Mobile credential lifecycle management
- Access workflows for tenants, employees, visitors, and vendors
- Network readiness for cloud-dependent operation
- Managed support plan and escalation model

[Cloud-Based Security Solutions](#)

Unity On-Premise Security Planning Requirements

- Windows server hardening and configuration baseline
- Patch management and update governance
- Backup and disaster recovery planning
- Firewall rules and VLAN segmentation design
- Video retention planning and storage sizing

BTI Converged Security Operating Model for Avigilon Deployments

Foundation Layer

Network infrastructure, identity, credentials, cybersecurity controls, servers, storage, remote access, and segmentation.

Physical Security Layer

Avigilon cameras, access control, readers, door hardware, intrusion, smart sensors, Alta, Unity, and field infrastructure.

Operations & Reporting Layer

Monitoring, lifecycle support, service workflows, incident response, system health, audit trails, compliance dashboards, and QBR reporting.

BTI designs Avigilon systems as layered operating environments — not isolated devices. Network infrastructure enables identity and credential management; cybersecurity controls protect access and remote administration; physical security infrastructure and applications create visibility and control; operations and reporting turn the system into a managed, auditable, supportable security program.

Which Avigilon Platform, Support Model, or Expansion Path Is Right for Your Organization?

Use this checklist whether you are buying a new Avigilon system, upgrading an existing system, expanding cameras or doors, replacing a prior vendor, or evaluating ongoing support and maintenance. Use the following checklist to evaluate which Avigilon platform best aligns with your facility, operational model, IT environment, and compliance requirements. Organizations often find that one platform clearly dominates their checklist — though BTI also supports hybrid deployments where Alta and Unity are used together across different parts of a facility or portfolio.

✓ Choose Avigilon Alta If You Need:

- Cloud-managed access control without on-premise servers
- Mobile credentials for employees, residents, or tenants
- Apple Wallet or smartphone-first access experience where supported
- Multi-tenant office administration from a single cloud dashboard
- Multifamily resident access and amenity workflows
- Faster deployment with lower infrastructure complexity
- Remote management across multiple distributed locations
- Lower on-premise server complexity and maintenance burden
- Alta Protect monitored intrusion and site protection capabilities

[Avigilon Alta Cloud Access Control](#) | [Avigilon Alta Cloud Video Security](#)

✓ Choose Avigilon Unity If You Need:

- On-premise video or access control with local data control
- Hospital or large clinical facility security architecture
- Enterprise access control policies with departmental governance
- HID reader and credential integration workflows
- Large camera counts across multi-building campuses
- Multi-building campus security management
- Advanced AI-enabled investigation and forensic review
- Complex third-party system integrations
- Server, network, and cybersecurity governance
- Compliance-sensitive evidence management and audit processes

[Avigilon Unity Access Control](#) | [Avigilon Unity Video Surveillance](#)

❓ Not sure which platform fits your environment? BTI can evaluate your facility, doors, cameras, network, credentials, remote access, and compliance requirements before you commit to an architecture. [Schedule an Avigilon Security Architecture Review →](#)

[Schedule an Avigilon Security Architecture Review](#)

How BTI Designs, Installs, Secures, and Supports Avigilon Systems

BTI's Avigilon deployment process is designed to reduce operational risk before installation begins — not after problems appear. Each phase is structured to build organizational alignment, eliminate ambiguity about scope and costs, and ensure that the final system is secure, documented, and supported for the long term. The process below applies to both Alta cloud and Unity on-premise deployments, with appropriate adjustments for each platform's unique requirements.



Discovery and Facility Assessment

BTI conducts a thorough assessment of the facility, existing security infrastructure, network environment, IT architecture, and compliance requirements. BTI reviews policies, physical premises, access points, camera coverage, alarm communication, visitor workflows, remote access, and stakeholder concerns before recommending products. This establishes the factual foundation for architecture recommendations.



System Surveyor Visual Layout and Stakeholder Review

BTI creates detailed System Surveyor layouts at no charge during qualified design engagements so clients can visualize camera coverage, door scope, intrusion options, device placement, phased alternatives, and cost tradeoffs before committing to a final scope. Facilities, IT, security, finance, and executives review the same visual plan.



Alta vs. Unity Architecture Recommendation

Based on discovery findings and stakeholder input, BTI provides a clear, documented recommendation for Alta, Unity, or a hybrid approach with supporting rationale tied to the client's specific facility, IT model, and operational requirements.



Camera, Access Control, Intrusion, and Credential Design

BTI produces a detailed design covering camera placement and coverage, door schedule and hardware, intrusion device placement, credential strategy including mobile credentials where applicable, and HID reader compatibility where required.



Network, Server, Cybersecurity, and Remote Access Review

BTI reviews network infrastructure, VLAN design, firewall configuration, server readiness for Unity deployments, cloud governance for Alta deployments, remote access security, and MFA requirements before installation begins.



Procurement, Staging, Installation, Configuration, Documentation, and Training

BTI manages procurement, equipment staging, physical installation, system configuration, integration testing, as-built documentation, and user training to ensure operational readiness at cutover.




Managed Support, Lifecycle Reviews, and Expansion Roadmap

BTI provides ongoing [Managed Physical Security Systems Support](#), regular lifecycle reviews, system health monitoring, and an expansion roadmap aligned with the client's evolving facility and operational requirements.

✔ "BTI's process is designed to reduce operational risk before installation begins, not after problems appear."

Related: [BTI Business Security Systems](#) | [Network Installation and Infrastructure Services](#) | [Security System Integration with IT Infrastructure](#)

Example Avigilon Architecture Scenarios

 **Important:** The following scenarios are illustrative examples only. They are not BTI case studies and do not represent specific named clients or completed projects. They are provided to help organizations understand how BTI would typically approach common architecture situations.

EXAMPLE SCENARIO 1

Multi-Tenant Office Property

A property operator needs cloud-managed security across multiple buildings, shared amenities, vendors, and mobile-first access. BTI would typically begin with a facility assessment and System Surveyor layout, then evaluate [Avigilon Alta Cloud Access Control](#) for door management, mobile credentials, and tenant onboarding/offboarding workflows, paired with [Avigilon Alta Cloud Video Security](#) for remote visibility and event review. Alta Protect would be considered for intrusion needs.

EXAMPLE SCENARIO 2

Hospital or Large Clinical Facility

A healthcare organization needs on-premise video management, advanced access control for restricted clinical areas, HID credentials, and strong server governance. BTI would typically review the door schedule, camera coverage, and IT infrastructure, then evaluate [Avigilon Unity Video Surveillance](#) and [Avigilon Unity Access Control](#) with HID credentials. The engagement would also include server hardening, VLAN segmentation, remote access architecture, and [Security System Integration with IT Infrastructure](#).

EXAMPLE SCENARIO 3

Technology Company Workplace

A technology company wants a modern access experience for employees, visitors, contractors, and hybrid work policies aligned with a cloud-first IT strategy. BTI would typically evaluate [Avigilon Alta Cloud Access Control](#) with mobile credentials and Apple Wallet access where supported, enabling employees to use iPhone or Apple Watch for door access. Visitor workflows, contractor time-limited access, and hybrid work support would be incorporated into the credential design, with [Cloud-Based Security Solutions](#) and [Commercial Access Control Solutions](#) framing the broader review.

Executive Summary

The BTI Advantage: Avigilon Architecture Before Avigilon Installation

BTI is not just an Avigilon installer. BTI is an Avigilon architecture, converged security, and lifecycle support partner.

Alta and Unity are both powerful platforms, but they solve fundamentally different problems. **Avigilon Alta** is strongest for cloud-first, mobile-first, distributed, property, multifamily, and technology workplace environments where organizations want fast deployment, remote management, mobile credentials, and streamlined administration without on-premise server complexity. **Avigilon Unity** is strongest for hospitals, large clinical facilities, institutions, complex integration environments, and organizations that require on-premise video management, sophisticated access governance, HID credential workflows, and deep server and cybersecurity infrastructure.

BTI helps clients choose correctly — before procurement, before installation, and before operational problems emerge. The design, installation, cybersecurity planning, documentation, and lifecycle support are all part of the same engagement, delivered by a single accountable team. The result is less vendor confusion, better security outcomes, stronger operational visibility, and a more reliable security lifecycle for the long term.

Right Architecture

BTI evaluates Alta vs. Unity before procurement, ensuring the platform matches the facility, IT model, and operational requirements.

Right Design

BTI uses System Surveyor to create visual layouts that align facilities, IT, security, and leadership before installation begins.

Right Support

BTI provides managed support, lifecycle reviews, and expansion planning so the system remains secure and operational long after installation.

ⓘ A client can buy excellent Avigilon products and still fail to achieve the expected return on investment if the system is poorly designed, improperly scoped, weakly documented, under-supported, or disconnected from the network, cybersecurity, and operational realities of the business. BTI's job is to help clients maximize the practical return from their Avigilon investment.

[Schedule an Avigilon Security Architecture Review](#)

[Motorola Security Solutions from BTI](#)

Related: [Motorola Security Solutions from BTI](#) | [BTI Business Security Systems](#) | [Security System Integration with IT Infrastructure](#)

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Get Started

Request an Avigilon Quote, Support Review, Upgrade Plan, or Expansion Assessment

Whether you need a new Avigilon camera or access control system, support for an existing Avigilon deployment, an Avigilon service vendor takeover, an upgrade from legacy equipment, an expansion of cameras or doors, an Alta vs. Unity recommendation, or a quote for a new project — BTI can help you make the right decision before you buy.

BTI's no-obligation Avigilon Security Architecture Review evaluates your facility, existing systems, network readiness, credential model, compliance requirements, remote access needs, and long-term support expectations. The outcome is a clear, documented architecture recommendation — not a sales pitch — so your organization can move forward with confidence.

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What BTI Will Deliver During an Avigilon Security Architecture Review

1. Review your existing cameras, doors, alarms, credentials, and remote access.
2. Create or review a System Surveyor visual layout.
3. Compare Alta vs. Unity for your environment.
4. Identify network, server, cybersecurity, and support requirements.
5. Provide a phased upgrade, support, and expansion recommendation.

[Schedule an Avigilon Security Architecture Review](#)

[Motorola Security Solutions from BTI](#)

Related BTI Resources

Core Security Systems

- [BTI Business Security Systems](#)
- [Affordable IP Camera Solutions](#)
- [Commercial Access Control Solutions](#)
- [Commercial Alarm System Installation](#)

Avigilon and Motorola

- [Motorola Security Solutions from BTI](#)
- [Avigilon Alta Cloud Video Security](#)
- [Avigilon Unity Video Surveillance](#)
- [Avigilon Alta Cloud Access Control](#)
- [Avigilon Unity Access Control](#)
- [Avigilon Alta Protect](#)

Cloud, Integration, and Managed Support

- [Cloud-Based Security Solutions](#)
- [Ava Security Partner and Cloud Video Solutions](#)
- [Security System Integration with IT Infrastructure](#)
- [Managed Physical Security Systems Support](#)
- [Network Installation and Infrastructure Services](#)

 Explore these BTI resource pages for additional guidance.

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