

Pioneer Security Systems

Own your school security stack — overview for business administrators & facilities / technology leaders

The category we're replacing

Cloud school security platforms (the Verkada / Rhombus-class model) sell convenience: cameras, access, and management as a forever subscription. Districts pay every year — and a vendor breach or stolen cloud login can expose **live video of the building**.

The Pioneer model

One locally hosted platform your district **owns**: cameras, badge access, network defense, monitoring, and training — designed and configured by Pioneer, installed by a certified physical-security partner.

- Video and access events stay **in your building** (segmented network) — not a public cloud camera dashboard
- **\$0 cloud licensing** after install
- Remote Care uses **keys on approved devices**, not a password anyone can phish off the internet
- Phase 1: cameras + door access + local network + Care alerts (fire-panel lockdown integration is a later phase)

~\$18–25K

Typical school project (once)

~\$3K/yr

Pioneer Care (~\$249–299/mo)

\$0

Cloud licensing after install

~1–2 yr

Payback vs \$8–15K/yr cloud rent

Funding

Many districts fund from operating budget — you're often already paying more in cloud rent. Grants are optional acceleration; Pioneer can prepare and file from a short brief (district remains applicant of record where required).

Next step

15-minute call, or send current cloud license line items for an own-vs-rent map.

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Figures are typical ranges, not a quote. Not legal advice. Not affiliated with any cloud security vendor named as a category example.