

# Sabre Guard Patrol

**Next-Generation Security  
Workforce Management Platform.**

Development Master Plan & Commercial Strategy | Version 1.1

From Hardware Legacy  
to Software Liberty.

[guard.sabreproducts.com](http://guard.sabreproducts.com)



# Executive Summary: The Vision

GPS Tracker Meets Time Clock Meets Incident Reporter.

**SabreGuard** is a mobile-first platform designed to replace proprietary “wand & baton” hardware. By leveraging a **BYOD** (Bring Your Own Device) ecosystem, we eliminate CapEx while increasing data richness.

## The Guard



### **App-based tracking.**

Scans NFC/QR tags and reports incidents via voice/photo.

## The Supervisor



### **Real-time command center.**

Live tracking, tour compliance, and immediate alerts.

## The Reseller



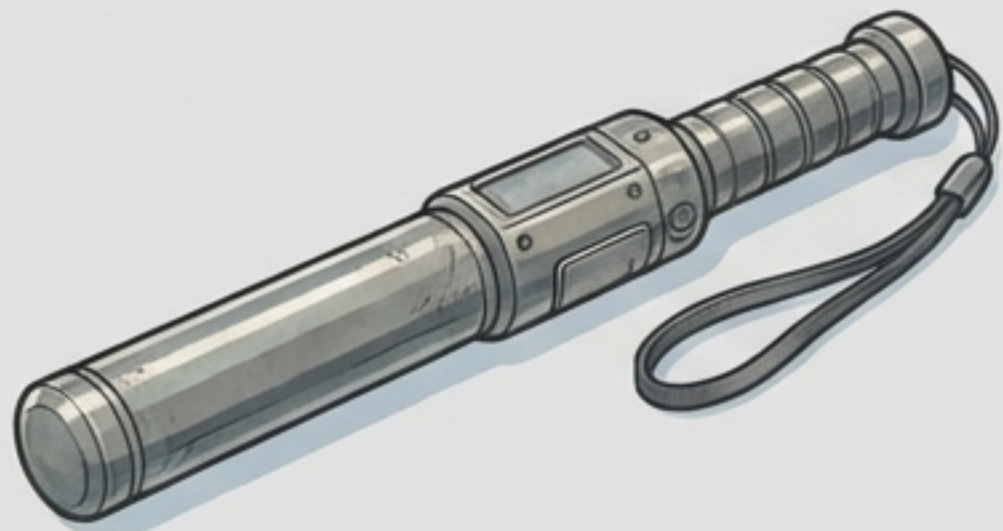
### **Commercial engine.**

White-label capability to sell the system as their own brand.

**Core Pillars: Real-Time Visibility • Offline-First Resilience • White-Label Scalability**

# The Market Problem: The Legacy Trap

## The Old Way



### Hardware Dependent

- **High Cost:** R5,000+ per unit.
- **Disconnected:** Data downloaded weekly via dock.
- **Blind Spots:** Supervisors unaware of missed shifts until days later.
- **Fragile:** Proprietary hardware breaks frequently.

## The Sabre Way

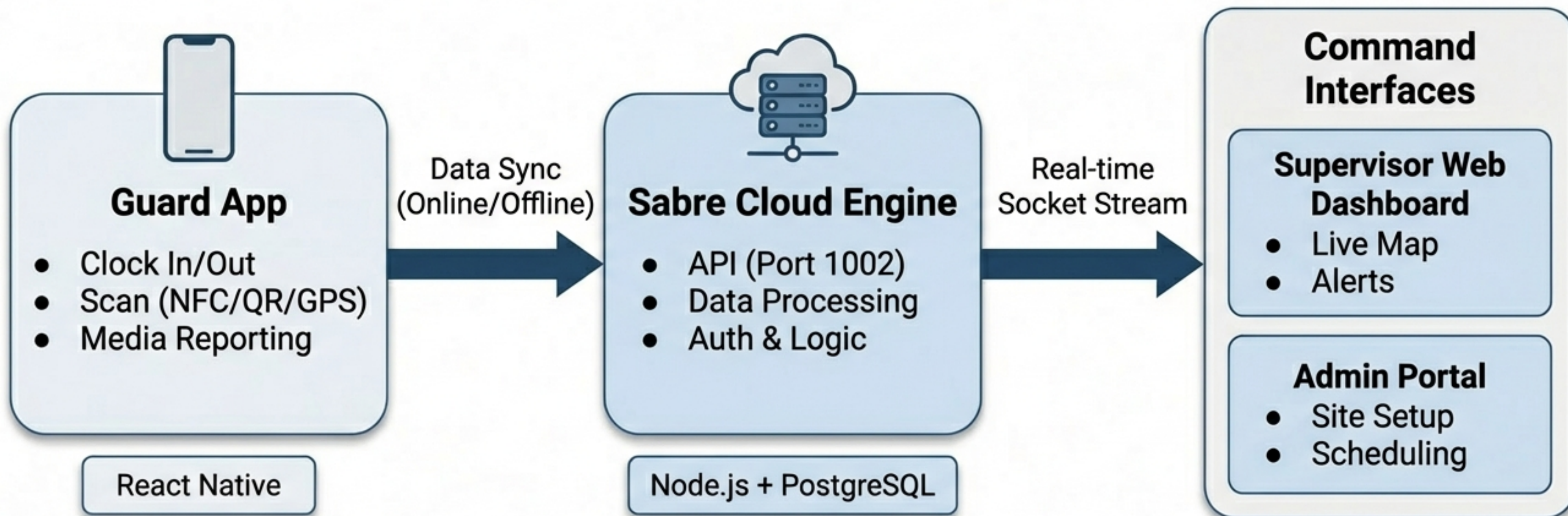


### Software Liberty

- **Zero Hardware Cost:** BYOD Smartphone model.
- **Real-Time:** Instant 4G/WiFi data sync.
- **Live Awareness:** <30 second alert delivery.
- **Resilient:** Cloud-backed redundancy.

**The Opportunity:** Security companies demand accountability without the capital expenditure of proprietary gear.

# System Overview: A Unified Platform



**Competitive Edge:** Built on the proven, scalable architecture of SabreVisitor.

# The Guard Experience: Simplicity & Speed



# Supervisor Experience: Command & Control

The image displays a 'Supervisor Web Dashboard' on a laptop screen. The dashboard features a central 'MALL' floor plan map with three color-coded guard status indicators: a green dot for 'Guard A - On Track', a yellow dot for 'Guard B - 4 mins late', and a red dot for 'Guard C - Missed Checkpoint'. To the left of the map is a 'Tour Compliance' panel showing 'Main Gate Tour: 98%' and 'Perimeter Tour: 1 Active Alert'. To the right is a green WhatsApp notification box with the text: 'SabreGuard Alert: Missed Scan at Loading Bay. Guard: John Doe. Time: 02:15 AM.' The dashboard interface includes a logo, a 'Dashboard' button, and notification icons.

- **Live Map View:** Color-coded status.
- **Escalation Logic:** Supervisor -> Manager -> CEO.
- **WhatsApp Integration:** Native SA support for instant delivery.

# Advanced Accountability: Solving the 'Trust Gap'

Eliminating fraud and ensuring alertness.

## Biometric Verification



**Anti-Buddy Punching.**  
Random selfie requests  
matched against guard profile.  
GPS tag on every scan  
prevents 'couch scanning'.

## Stay-Awake Heartbeat



**Night Shift Alertness.**  
Random pop-ups ('Tap to  
Confirm') every 30-60 mins.  
Failure to tap triggers  
immediate supervisor alert.

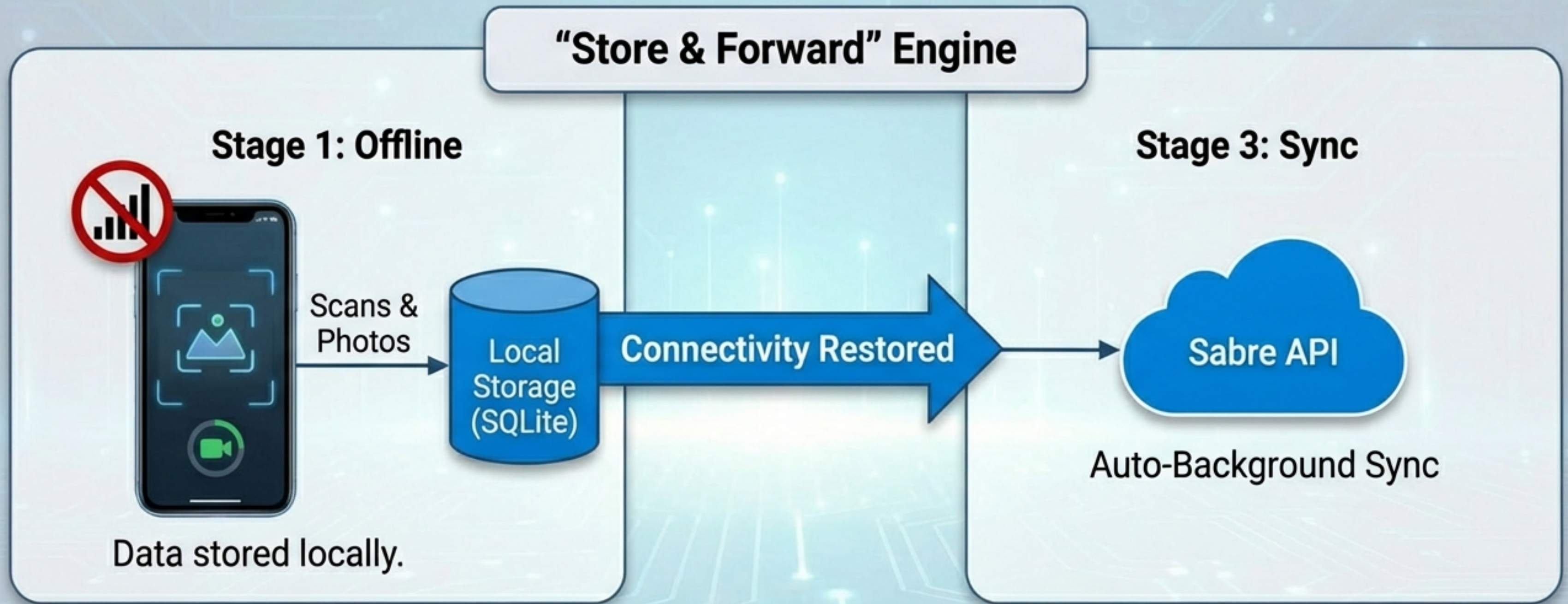
## Digital SOPs



**Contextual Tasks**  
Location-specific checklists  
appear upon scanning  
(e.g., 'Check AC Temp' at  
Server Room).

# Engineered for Reality: Offline-First Architecture

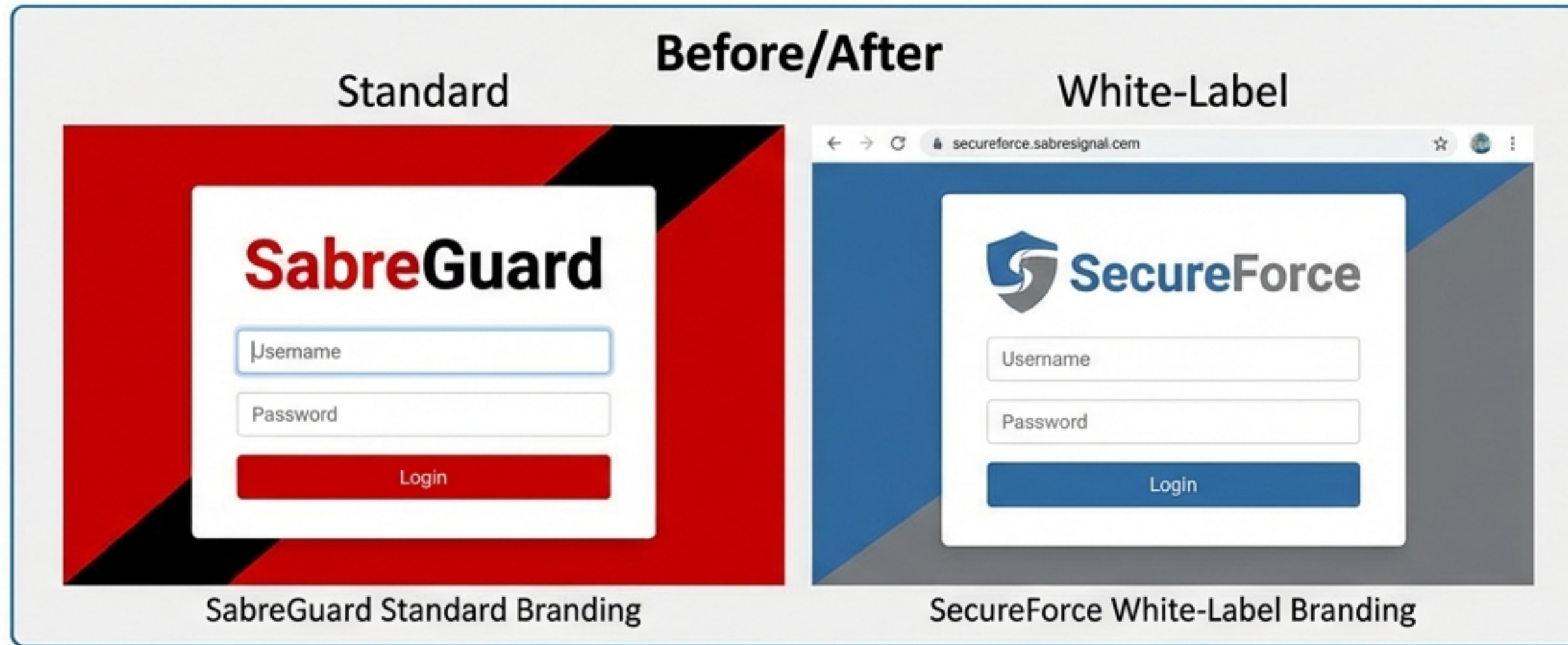
South African Reality: Load shedding and basements mean reliable signal is a luxury, not a given.



**Mobile:** React Native/Expo • **API:** Node.js/Express • **Database:** PostgreSQL/Prisma



# Reseller Strategy: Your Brand, Our Engine



## Custom Domains

- Client-specific URLs.



## Branded Reports

- Logos on all PDF exports.



## Margin Control

- Sabre bills Wholesale (e.g., R30).
- Reseller bills Retail (e.g., R80).
- You keep the margin.

# Flexible Pricing Strategy

API-driven pricing models to suit diverse client structures

Per Guard (Standard)	Per Site	Per Scan	Hybrid
<b>R50 - R150 / month</b>	<b>R200 - R500 / month</b>	<b>R0.50 - R1.00 / scan</b>	<b>Base Fee + Overage</b>
Best for active sites with stable staff count.	Best for companies with many small, low-staff sites.	Pay-as-you-go for very low activity locations.	Enterprise model for volume clients.

Free 'Personal' Tier

'Professional' Active Tier

'Reseller' Partner Tier

# Competitive Landscape

	<b>SabreGuard</b>	<b>QR-Patrol</b>	<b>Bloodhound</b>	<b>GuardsPro</b>
Native WhatsApp Alerts				
Offline Store & Forward	Full Support	Limited/Patchy	Limited/Patchy	Limited/Patchy
Pricing Model	Local (Rand)	Premium (\$/€)	Premium (\$/€)	Premium (\$/€)
Media Reporting	Voice/Photo/Video	Typing Only	Typing Only	Typing Only
White Labeling	Full Branding	Limited	Limited	Limited

# Go-To-Market Strategy



**Target: Convert traffic to trials with zero friction.**

# Execution Roadmap: 20-Week Launch Plan

Current  
Status

<b>Wk 1-4: Foundation</b>	<b>Wk 5-8: Core</b>	<b>Wk 9-12: Intelligence</b>	<b>Wk 13-16: Advanced</b>	<b>Wk 17-20: Polish</b>
Auth, Basic Scan (QR), DB Schema	Tours, GPS Logic, Offline Engine	WhatsApp Integration, Analytics	Biometrics, SOS, White-Label	Security Audit, Marketing Launch

# Success Metrics & Next Steps

**1,000+**

Daily Scans  
(3 Mo Target)

**< 0.5%**

Crash Rate  
Target

**> 99%**

Offline Sync  
Success

**< 30s**

Alert Delivery  
Speed

1. Approve Development Plan.
2. Setup Dev Environment & Repo.
3. Finalise Database Schema.

“Empowering the security workforce, one scan at a time.”