Realnets Only Recommends ButterflyMX for their Clients Seeking Smartphone-enabled Property Access

Meet Realnets

Chicago based Realnets is a technology solutions firm that focuses on sustained support and long-term relationships.

Since its founding over 20 years ago, the company has planned and built IT infrastructure for some of the most prominent businesses in Chicago and around the world. Realnets prides itself on being a full service, end-to-end solutions provider of all things IT, where all their clients' security and compliance needs are managed by a team of in-house experts. Since their reputation of excellence has been built upon three decades of high-quality work and recommendations, they cannot take chances with unproven products. They recommend ButterflyMX to all of their clients because of its robust set of property access features and proven reliability.

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The challenge for Realnets

As a trusted partner for their clients, Realnets is expected to design, build, and manage integrated IT solutions that not only deliver tangible benefits but also create value.

They are constantly reviewing the needs of their clients with the technology solutions currently available to determine a fit. "We can't afford to recommend or install a product or service that our clients don't value," said Brian Schoen, founder, and CEO at Realnets. "If a client views the product or service as being unnecessary or meritless they will lose confidence in us, which will negatively impact the relationship we've built with them."

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Choosing a solution

Realnets exclusively recommends ButterflyMX to clients seeking a seamless property access experience at their building.

"Developers, owners, and managers are increasingly recognizing the benefits of having proptech at their buildings," explains Schoen. "As an IT solutions provider, we want to make sure that we are at the forefront of all new technologies so that when our clients come to us with a challenge, we can provide a solution."

By trusting ButterflyMX, Realnets is able to provide its clients with an additional layer of security through the live video calling and time- and date-stamped entry photos standard in all of ButterflyMX's smart intercoms. Also, the cloud-based administrative portal allows property managers to easily audit door release logs and change resident permissions remotely.

> **"** *We've received only stellar feedback from our clients after they've used it for a few months, and we will continue selling, servicing, and supporting ButterflyMX."*

Brian Schoen
CEO and Founder
Realnets

The outcome

After three years of selling and installing ButterflyMX, Realnets and their clients are in love with the product.

The long list of built-in features, all designed around building security and resident convenience, makes it an easy choice for anyone seeking to enhance the property access experience at their building. Also, ButterflyMX is constantly improving the product through software updates regularly pushed out to its customers. This means users never have to worry about their system becoming obsolete. "ButterflyMX pushes out new features and integrations all of the time," describes Schoen. "And we've received only stellar feedback from our clients after they've used it for a few months, so we will continue selling, servicing and supporting ButterflyMX."