

Partner success showcase:

Accelerating adoption with SecureON & Solink

11 Locations in 45 Days: How SecureON and Solink Helped KJ&K Enterprises Scale Fast

This partner success story showcases how SecureON and Solink worked together to deliver rapid results for KJ&K Enterprises.

The challenge

KJ&K Enterprises, a Burger King franchise operator, had just acquired their first Carrols store in August. Like many franchise owners, they faced the challenge of ensuring consistent security and operational oversight across both their newly acquired and existing locations. Traditional solutions often came with long adoption timelines, slowing down business continuity and ROI.

The solution

Solink, in partnership with SecureON, moved quickly to demonstrate the value of Solink's cloud-based video surveillance and analytics platform. By aligning closely across both teams, they:

- Delivered hands-on customer enablement and rapid training.
 - Showcased how Solink's platform reduces shrink, safeguards assets, and improves efficiency.
 - Built trust with KJ&K leadership through fact-based guidance and excellent service.
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The results

- **11 Legacy Stores Expanded in Under 45 Days** – a timeline virtually unheard of in the industry.

- **Trust & Collaboration** – Seamless teamwork between Solink and SecureON ensured confidence in scaling quickly.
 - **A Repeatable Playbook** – This model is now being replicated for future Carrols store transfers, creating a blueprint for ongoing expansion.
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Partner perspective

"This achievement represents an outstanding adoption timeline—under a month—which is virtually unheard of in our industry." — William Hollar, SecureON

"What stood out most was how seamlessly both teams aligned to build trust with KJ&K and demonstrate Solink's value in such a short timeframe. This playbook will continue to serve us well for future expansions."
— Robert Kaplan, VP, SecureON

Why it matters

This success story highlights the power of **partner collaboration** in accelerating customer adoption. By working side-by-side, Solink and SecureON turned a single acquisition into a multi-location expansion—delivering faster ROI for the customer and stronger long-term growth for both partners.

About SecureON

SecureON is a trusted partner dedicated to protecting people, property, and profits through innovative security solutions.

About Solink

Solink transforms video surveillance into real-time business insights, helping over 30,000 locations worldwide reduce shrink, safeguard assets, and improve operations.