

SECURITY SALES & INTEGRATION

THE BRIGHT IDEAS ISSUE

EXECUTIVE ROUNDTABLE

▶ **4 Leaders Tout Services
Model and IT Expertise**

NEW RESEARCH

■ **OPERATIONS & OPPORTUNITIES REPORT**

42% of Firms Peg Profits on Techs' Efficiencies

■ **HOME SYSTEMS STUDY**

50% of Resi Biz Includes Remote Capabilities



INSTALLING/MONITORING COMPANY NEWS

ADT Targets Food and Beverage Industry With Bundled Services

ADT has introduced a bundled services package that delivers customized security and automation solutions to small business owners in the food and beverage industry. The portfolio includes the ability to remotely control small appliances and monitor motion detection, door and window entry, and video surveillance with event-triggered notifications.

“With the increased threats faced by the food and beverage industry, ranging from food spoilage to sweethearting and inventory theft, our latest offering addresses these concerns head-on, and meets the specific needs of our customers in the food service business,” says Luis Orbegoso, president of ADT Small Business.

Sonitrol of Hawaii Opens Central Station in Honolulu

Sonitrol of Hawaii, a leading provider of verified electronic security to businesses, schools and homes throughout the Hawaiian Islands, has opened a new monitoring center in Honolulu. The facility is equipped with the SONIP monitoring platform, the latest generation in verified alarm monitoring platforms from Sonitrol that uses specialized client software to perform monitoring, signal processing and automation needs.

“We are excited to see the commitment of Sonitrol of Hawaii in reestablishing a local monitoring center to better serve their customers in Hawaii,” says Bruce Winner, director of the Sonitrol Brand for Stanley Security.

Xentry Systems Integration Joins PSA Security Network

Miamisburg, Ohio-based Xentry Systems Integration has joined PSA Security Network’s growing list of integrator partners. As a PSA-aligned integration firm, Xentry will gain access to the organization’s purchasing power and the resources and technologies of today’s largest and most innovative manufacturers.

“We are excited to announce our relationship with PSA and look forward to

capitalizing on the benefits of PSA owner-membership for many years,” says John Nemerofsky, president and CEO of Xentry Systems Integration.”

Doyle Security Increases Productivity With Mobile Forms

Doyle Security Systems of Rochester, N.Y., is experiencing improved expense control and significant productivity gains following the implementation of a new digital sales order entry system. In use for about five months, the system by Mi-Corporation (Mi-Co) allows the company to electronically capture and integrate data, including electronic signature captures, into document imaging and back-end systems, among other features.

“Our business has grown such that we needed to eliminate any possibility of misplaced paperwork that might impede customer service, and reduce cumbersome orders, and rekeying of critical customer data in our sales order processing,” says Doyle Security COO Kevin Stone.

Idesco Unveils Technology Demo Showroom in NYC

Idesco Corp. has opened a new showroom in New York City to provide customers with live demos of its key security products. The integrator offers a wide array of security solutions, including ID card printers, video surveillance cameras, access control systems and software.

“Idesco is making a difference by offering free consultations and demos in a unique space to help companies keep their employees and visitors safe and secure at all times,” says Idesco CEO Andrew Schonzeit.



Idesco Corp. recently opened a new technology demonstration showroom in New York City.

PEOPLE



BANKS

Securadyne Systems appoints **Barry Banks** as general manager for the San Antonio and Austin, Texas, markets. A 30-year industry veteran, Banks was a co-founder and former COO of ISR. He has a proven track record of strategic growth and building business at the branch, regional and national levels.



CREENAN

Tim Creenan, CEO of Buffalo-based Amherst Alarm, was recently recognized for his 10 years of service on the Installation Quality (IQ) Certification Program Board of Directors. Creenan was elected treasurer in 2004. He became chairperson in 2008 and remained in that position until this year.



PETROW

Ernst & Young names Vector Security President and CEO **Pam Petrow** as Entrepreneur of the Year for the Western Pa./West Virginia region. The award honors entrepreneurs who demonstrate widespread success, a commitment to innovation and forward thinking passion for business. Petrow is a member of the SSI Industry Hall of Fame.



DOYLE

SSI Industry Hall of Fame inductee **Steve Doyle**, who has served for 22 years as executive vice president of the Central Station Alarm Association (CSAA), will retire in October. During his tenure, CSAA has grown nationally and beyond to offer programs in education and training, Five Diamond certification, plus building relationships with public sectors.