

NIST eyes iris biometric performance

See page 21

Meet the Class of 2012 and their mentors

See page 30



The ONLY Security Products That Deter Crime!

speco technologies



See Our Ad On Page 7.

SECURITY SYSTEMS NEWS

THE NEWSPAPER OF RECORD FOR THE SECURITY SYSTEM INTEGRATOR & INSTALLER

VOLUME 15, NUMBER 5
JUNE 2012 • \$7.00

COMMERCIAL & SYSTEMS INTEGRATORS

- Former Siemens exec, Rob Hile, named CEO of IFSS **PAGE 17**
- It's all about the approach at Griffon Systems **PAGE 17**

FIRE SYSTEMS INSTALLATION

- Georgia integrator helps get GSA approval for communicator **PAGE 24**
- Who's leading the charge for mass notification systems? **PAGE 24**

MONITORING

- Bodnar has growth plan for Security Partners **PAGE 43**
- Irish company opens Boston office, plans to open more **PAGE 43**

RESIDENTIAL SYSTEMS

- Aloha Alarm says hello to Hawaii **PAGE 38**
- ADT wins one in California **PAGE 38**

SUPPLIERS

- Something new and something blue at Brivo Systems **PAGE 46**
- Avigilon says PTZ will pave way to new vertical markets **PAGE 47**

STATS.....	2
NEWS.....	6
EDITORIAL.....	16
SPECIAL REPORT.....	21
QUOTED.....	49
AD INDEX.....	49
DATABANK.....	50

www.securitysystemsnews.com

AT&T's big billion-dollar security plan

Michael Barnes on whether the telecom giant can build the scale it needs (and expects) out of its new Digital Life offering

By Martha Entwistle

DALLAS—When AT&T announced on May 7 that it will begin trials this summer of Digital Life, its home security/home automation service, here and in Atlanta, mainstream newspapers reported that the company was looking to potentially grow the service into a \$1 billion business. Can the telecom giant do that? How long will it take?

Security Systems News put that

question to Michael Barnes, a partner in the investment banking firm Barnes Associates, which specializes in the security alarm industry and co-sponsors the Barnes Buchanan Conference.



Michael Barnes

AT&T will find that goal challenging, Barnes said, but an acquisition—especially if it's an acquisition of the largest player in the home security industry, ADT—would give AT&T instant scale.

"AT&T will also have the same

AT&T see page 41

Defender has new CEO

Marcia Barnes takes over for Lindsey at largest ADT dealer in the country, explains 2012 growth

By Tess Nacelewicz

INDIANAPOLIS, Ind.—Defender Direct, the country's leading ADT dealer, announced in May that it has restructured its executive team and has a new CEO.

The company, which generates more than 100,000 accounts annually, expects record growth in 2012, according to the new CEO and president, Marcia Barnes.

Barnes replaced founder

David Lindsey, who has stepped down as CEO to concentrate on philanthropic work and is now chief missions officer of Defender, which is based here. Lindsey founded the company in 1998 and Barnes, who joined Defender in 1999, has worked closely with him since that time, rising to the rank of president before also becoming CEO.



Marcia Barnes

Lindsey told Security Systems News that his company—which he said has grown from a business he started in his home from scratch to one that had more than \$300 million in revenue in 2011—is in "great hands." The management changes took place late last year, but the company waited until this spring to announce them, said Lindsey, who will remain majority

DEFENDER see page 40

Dakota Security thrives in 'modern-day gold rush'

Economy is booming, so super-regional systems integrator opens a seventh office in Midwest

By Martha Entwistle

RAPID CITY, S.D.—Dakota Security, a PSA Security owner, on April 18 opened its seventh office here. It will serve as a logistical base of operations for Dakota to take advantage of security opportunities arising from the booming local economy, said Eric Yunag, CEO of Dakota Security.

"We've had operations in that area of South Dakota for many years. But opening an office in Rapid City puts us right in the center of our current client base there and [will give us a base of operations to grow into additional areas] of South Dakota, North Dakota, Wyoming and Montana," Yunag explained.

DAKOTA see page 20



Eric Yunag

MONITORING COMPANY UPGRADE

SAFE moves central

Dealer program is revamped at the same time

By Rich Miller

SAN RAMON, Calif.—SAFE Security has moved its central station to its corporate office here, updating its monitoring technology in the process and bolstering its dealer program to take advantage of the upgrade.

SAFE, a full-service alarm company founded in 1988, had been monitoring accounts from a central station in San Mateo, COO Randy Perkins told Security Systems News. Before acquiring that facility three years ago in the California Security deal, SAFE used wholesale sites for its monitoring.

The move in late February to San Ramon "basically allowed us to build a state-of-the-art central station," Perkins said. "It allowed us to put in some new equipment,

upgrade everything, gain some economies of scale, and provide better customer service by being in one location as opposed to being in two."

The 3,500-square-foot, UL-approved central station uses SGS' Stages redundant monitoring system and a fully integrated Tadiran phone switch, Perkins said. The upgrade extends to the work environment for operators, with new equipment to help improve efficiency and reduce training time.

"There are new computers, monitors, the whole nine yards," he said. "[We've] upgraded workstations, upgraded software and added new servers."

Paul Sargent, president and

SAFE page 44

"There are new computers, monitors, the whole nine yards."

—Randy Perkins, SAFE

FIRE SYSTEMS INSTALLATION

Owners driving mass notification

By Tess Nacelewicz

BURLINGTON, Mass.—Fear of newspaper headlines is helping drive the market for mass notification systems, Jack Poole, a fire protection engineer and member of the NFPA 72 Technical Committee, said at a recent emergency management seminar here.

Poole, speaking at the May 3 event sponsored by Notifier by Honeywell, said he was giving a presentation about mass notification/emergency communication systems (ECS) recently to top management at a telecommunications facility, discussing potential threats ranging from a gunman in the building to an accident at a nearby chemical facility.

He said one manager told him: "My biggest fear is having an event, and us not having a good way to communicate [to employees and visitors] and waking up the next day and reading what's on the front page of the newspaper. That's what I don't want to happen."

Poole told his seminar audience, which included fire dealers, engineers and some end users, that the "market-rich environment for mass notification" is not just college campuses and the military but also corporate campuses

and manufacturing facilities. And, he said, "The owners are almost kind of driving it [the market] themselves," out of concerns like the one voiced by the telecommunications executive.

The seminar was sixth of a series of eight such seminars that were offered around the country this spring, said Peter Ebersold, Notifier's director of marketing.

Poole advised seminar attendees: "If you've got someone who's thinking about mass notification,

one of the owners, drive them to Chapter 24 [of NFPA 72] to the risk analysis." He said that only with a risk analysis can fire protection professionals and an owner determine what kind of mass notification/ECS is needed and how it should be designed.

"I truly believe that's the first step we've got to do when we have a client," said Poole, owner of Olathe, Kan.-based Poole Fire Protection.

Forming a stakeholder group is the first step in a risk analysis, he said. Members should include not only the end user and fire protec-

NOTIFY see page 25



NOTIFIER
by Honeywell

Communicator wins GSA OK

By Tess Nacelewicz

SUWANEE, Ga.—Brian Sheely, president of Innovative Life Safety Solutions, a Georgia integrator here, was instrumental in getting Honeywell's IP and cellular fire alarm communicator found compliant with Government Services Administration security policies.

Because the GSA is the main purchasing agent for the federal government, the successful security evaluation means the IPGSM-DP is authorized for use in federal government facilities throughout the world, according to the company.

Honeywell credits Sheely, whose service-disabled, veteran-owned small business focuses

solely on the federal marketplace, with first approaching the GSA "with this solution to eliminate the costly phone lines traditionally used to monitor fire alarm systems."

Sheely said he contacted GSA's

lead fire protection engineer to tell him about the IPGSM-DP, which he said is "a great product that will save taxpayer money." He said he was able to document that the GSA could save more than \$1 mil-

lion each year by eliminating the phone lines traditionally needed for fire alarm systems. Sheely's company recently installed its first IPGSM-DP in a facility in Atlanta. **SSN**



Brian Sheely with IP and cellular communicator

Md. mandates home sprinklers

By Tess Nacelewicz

PATTERSON, N.Y.—New homes built in Maryland will be required to have fire sprinklers beginning this fall, after new legislation was signed into law by that state's governor May 2.

The National Fire Sprinkler Association, based here, was part of a years-long effort to get such a requirement approved. The NFSA recently announced the development on its website, saying, "Congratulations to all who worked so hard to get this legislation passed. Our hats are off to Gov. [Martin] O'Malley for making the safety of Maryland's citizens a top priority."



The Voice of the Fire Sprinkler Industry

O'Malley signed legislation that amends the current Maryland Building Performance Standards to prohibit local jurisdictions from excluding automatic fire sprinkler system requirements for townhouses and one- and two-family dwellings.

Doug Alexander, a firefighter who helped spearhead the effort as chairman for many years of the Residential Sprinkler Committee of the Maryland State Firemen's Association, told *Security Systems News* that the governor's action "essentially ... is going to require any homes built in the state of Maryland after Oct. 1 to have residential

SPRINKLERS see page 28

BRIEFS

Johnson Controls has expanded monitoring

MILWAUKEE, Wis.—Johnson Controls recently announced that its alarm monitoring facility here can now monitor fire and burglary panels through IP-based alarm transmissions. This digital service improves reliability and response times, compared to a traditional analog transmission system, the company said.

The digital signal over IP provides continuous monitoring and ensures that transmission failures can be detected within seconds, while older monitoring technology is only validated every 24 hours, the company said. Additionally, the need for analog phone lines is eliminated with the IP service, reducing customer expenses while increasing service reliability.

"When a security or fire incident occurs, every second matters. This new technology helps ensure that we are the fastest, most reliable and economic service available," said Paul Pisarski, manager, remote operations center, building efficiency, Johnson Controls.

The IP service is already being used to monitor select organizations, including Covidien, a leading global provider of healthcare products based in Manfield, Mass. Douglas T. Queen, senior electrical project engineer for Covidien, recently said, "The integration of the hardware into our existing fire system panel was seamless. The system operates behind the scenes and there is nothing more from our perspective that needs to be done."

Fire-Lite Alarms adding to training and support

NORTHFORD, Conn.—Fire-Lite Alarms by Honeywell is expanding its most popular support services centered on technical support, training, Web-based education, and tools for fire alarm design and maintenance—nearly all of which are free, the company recently announced.

To accommodate fire alarm installers across all U.S. time zones, Fire-Lite Alarms' free technical support call center will now remain open 8 a.m. to 7 p.m. EST, Monday through Friday. Installers can email questions to the tech support team or request a callback at a specific time when help is needed. Spanish-speaking support is also available.

This year, Fire-Lite also plans to host its fire alarm training academies in nearly 50 U.S. cities. Also new this year is a Certificate Renewal Program.

Fire-Lite has revamped and updated many of its free software tools to make the bid, specification, design and maintenance of a fire system more simple. Also, a series of free webinars will be offered throughout the year to educate installers.