

COMPANY NEWS

BriefCam Receives Investment From Motorola Solutions

BriefCam, an Israel-based developer and provider of video synopsis solutions for the rapid review, analysis and indexing of surveillance video, received a \$6.5 million investment from Motorola Solutions Venture Capital, the strategic investment arm of Motorola Solutions.

"It is our hope that Motorola Solutions' experience and global presence opens new opportunities for BriefCam in areas such as public safety, safer cities and law enforcement, as well as enterprise and retail," BriefCam President and CEO Dror Irani says. "We expect Motorola Solutions' global presence will also assist BriefCam greatly in accelerating penetration of new geographic regions where we have not been active to date."

OnSSI Increases R&D to Accommodate VMS Growth

OnSSI has expanded its R&D facility in New York to accommodate the continued development of solutions to drive its Ocularis video management software (VMS). By substantially increasing its overall investment in R&D for 2013 and 2014, the company is well positioned to meet users' future needs and ensure continued growth, says OnSSI President and CTO Gadi Piran.

"OnSSI has always been driven by a passion for technologies that make our world a little safer and give our clients a greater sense of confidence and control, as demonstrated by the high profile organizations around the world that use Ocularis to secure their facilities," he says.

Genetec Opens U.S. Office to Expand North American Footprint

Genetec has opened a state-of-the-art training center and showroom in Moonachie, N.J., which will also be used as a local base for the company's northeastern team. The facility allows U.S.-based systems integrators,

consultants and end users to receive training and certification on the firm's IP security solutions, says Pierre Racz, Genetec's CEO.

"The opening of the New Jersey office is a testament to our continued growth and leadership position in North America, and demonstrates our commitment to supporting our channel partners and customers in their region," says Racz.

Micro Key Solutions Partners With Western Region Rep

Micro Key Solutions has partnered with manufacturer's rep firm Blair & Co. in an effort to increase its presence in the western region. Led by Deanna Blair, the firm will sell Micro Key's Millennium management software to alarm dealers throughout 14 states, from Colorado to Hawaii.

"It is important for us to have a strong presence in the West Coast, it is such a key area for the U.S. within our industry. We are very excited for the experience that Blair & Co. brings and that this partnership came together so that we can have active and solid representation there," says Micro Key Solutions President Victoria Ferro.

Robotix Inks Distribution Deal, Eyes Home Automation Market

Robotix Corp. has signed a new distribution relationship with custom electronics distributor AVAD, an Ingram Micro subsidiary. The strategic agreement authorizes AVAD to deliver the complete line of Robotix IP technologies to the security and home automation markets.

"Our advanced security products, together with AVAD's security, home automation and IT expertise, will fuel new opportunities for resellers and integrators across North America," Robotix General Manager Steve Gorski says. "By aligning with AVAD, we are able tap into their extensive market reach while building upon our goal to ensure that customers can benefit from our cost effective and industry-leading IP-based innovations."

PEOPLE



BARRY

DMP appoints **Bob Barry** as dealer development manager for the New York City area. He will be responsible for developing new sales

and providing ongoing service to DMP-authorized dealers throughout New York City, Long Island, Northern New Jersey and Westchester Counties, helping them to grow their businesses.



DUNCAN

Fluidmesh Networks appoints **Andre Duncan** as its central region sales manager for North America. Duncan has several years of industry

experience in various technical sales roles for major industry manufacturers. He will be responsible for developing relationships with regional integrators, manufacturers' reps, and national distribution partners.



DOUGAN

Arecont Vision promotes **Carole Dougan** to vice president of North American sales. She had served as vice president, strategic accounts. She is responsible for all

North America regional sales directors, director of strategic accounts and director of national systems integrators.



SKOWRONSKI

Quantum Secure appoints **John Skowronski** as vice president of global sales. He will focus on expanding international sales

of the firm's physical identity and access management (PIAM) software by developing a strategic channel program. Skowronski was formerly vice president of business development at physical security information management (PSIM) supplier Proximex Corp.