

SAFE Times

March/April 2010

News and Happenings from the Team at SAFE

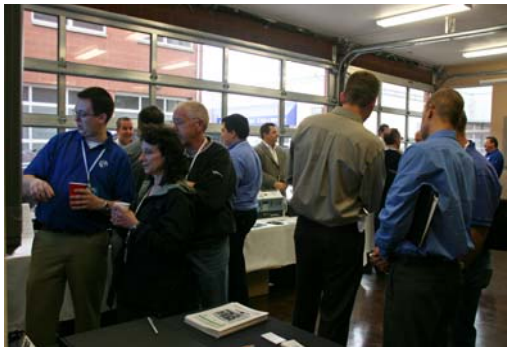


Photos of SAFE's 2010 Vendor Fair and Open House are on page 2 of this newsletter, as well as on our Facebook Fan Page.

The team at SAFE specializes in sales, service, and installation of commercial low voltage systems in the Pacific Northwest, Inland Northwest and Alaska. SAFE, along with our design-build partners, provides services to electrical and general contractors as well as the end user. Our customers have come to rely on our knowledgeable service and support.

Spring Vendor Fair Recap

On March 11, 2010, the Seattle office of SAFE installation services Corp. opened its doors to vendors and customers alike, as we hosted our 2010 Vendor Fair and Open House. Having our strategic partners join us at our Seattle office for this event was most beneficial to our customers who had a chance to see first-hand the types of products each vendor provides, as well as ask questions of the manufacturers directly. Featured vendors included Digital Monitoring Products, UTC Fire and Security - EST, PCSC/SII, Exacq Technologies, Southwest Microwaves, TOA Electronics, Inc., Door King, Samsung/Fred Pacific, and OT Systems.



More photos of the event as well as testimonials from attendees are found on page 2 of this newsletter, as well as on our Facebook Fan Page.

continued on page 2

Innovation via Shared Surveillance Solutions

A new trend is emerging with the standardized platforms being put forth by NVR manufacturers.

In the past, CCTV systems were mainly stand-alone and protected just a single property. Over the years the systems have evolved to provide multi-site remote viewing, but until just recently they were still using proprietary architecture which did not permit seamless integration between differing agencies or property owners.

The enterprise level solution from **Exacq Technologies** has recently changed that with an open architecture platform which permits several brands of NVR's and literally all CCTV cameras to operate as a single system.

A great example of this would be a commercial neighborhood setting with each business having their own CCTV system but being able to view all or a selected lot of the neighboring cameras as well. This is very useful and inexpensive and allows views of each building's property from the adjacent . . .

continued on page 2



Spokane Corporate Office
10011 N. Fleetwood Street
Spokane, WA 99208

Seattle Office
1125 North 140th Street
Seattle, WA 98133

Spokane Valley Office
11006 E. Empire Ave. #3 and #4
Spokane Valley, WA 99206

SAFE consulting services
www.safeconsulting.biz
Toll Free Phone: 800.742.8960
Toll Free Fax: 888.661.6840
contact@safeconsulting.biz

SAFE installation services Corp.
www.safeinstallation.biz
Toll Free Phone: 800.742.8960
Toll Free Fax: 888.661.6840
contact@safeinstallation.biz

Continued: Spring Vendor Fair Recap

What did attendees think of our event?

"I don't think I have ever participated in a local event with such incredible detail. The complimentary group of vendors and guests, the thumb drives with vendor material...the incredible appetizers... Your hospitality was unbelievable. Your staff very gracious."

- Kimberly Speidel, TOA Electronics

"We thank you for your hospitality and for collecting such a fine set of providers. I personally was impressed with the product and knowledge that each of the vendors displayed. The manner in which you have set up the office and the sales tools that were being used showed a very organized and forward looking organization. We look forward to doing business with you."

- Future SAFE customer

We look forward to hosting this annual event again in 2011, and opening our doors again to our vendors and customers. We hope to have you join us in 2011!

Continued: Shared Surveillance Solutions

... buildings' locations that could not be achieved as a stand-alone system. Each system uses LAN/WAN connectivity to "share" cameras. This solution is secure, affordable and seamless.

In the future, this will make for safer and stronger neighborhoods whether they are commercial, residential or sprawling college campuses. Leveraging technology in this manner will efficiently and quickly expand the functionality to new limits.

On the Road: SAFE at ISC West

Management staff from our sales and engineering departments traveled to the 2010 International Security Conference (ISC) in Las Vegas, Nevada. Our goal at this year's event was to gather information about products that feature IP connectivity. The emergence of IP in the security industry is growing by the minute; stay in touch with SAFE for future articles that feature IP products and additional services to keep your facility SAFE and secure.

Photos from the 2010 Vendor Fair and Open House

March 11, 2010
Seattle, Washington

