

September 2008

We are experts in...

- Access Control
- Video Surveillance
- Licensed Locksmiths
- Intrusion Alarms
- Video Intercoms
- Fire Alarms



Certified Dealers for:

- Avigilon
- Vicon
- Bosch
- Schlage SMS
- Panasonic IP Pro
- Nicet
- GE StoreSafe Pro DVR
- And many more!

# Triad Times

## Triad Named Top 100 Systems Integrators in Industry!

Triad Security Systems has been named to the "Top 100 Systems Integrators" by SDM Magazine. SDM is a national publication that offers a selection of original research reports and articles specific to the electronic security systems and integration market. With over \$4M in annual sales in 2007 and 23 full-time employees, Triad successfully took on over 200 new projects in 2007 ranging in size from \$2,500 to over \$300,000.

Triad Security Systems was incorporated in 1984 and has spent over 24 years gaining expertise in security system integration. About half of Triad's business comes from

integrated systems and video surveillance. All technicians are factory trained and certified in top-of-the-line video systems, access control, card access and locksmith services. Other services offered include fire protection, security alarms, perimeter security, intercoms and photo ID badging.

Triad Security Systems gives each client the attention to detail that is needed. The systems integration industry is estimated by SDM Magazine to be about \$7.8B and has grown 225% since 2001. Despite the size of the growing industry, Triad Security prides itself in client satisfaction and attention to detail. Account Managers and Service Technicians know each client personally. Triad professionals work together to anticipate the needs of each client and (continued on page 2)



*The Triad Team (pictured L to R): John Ornowski, Regional Account Manager; Gary Fall, National Account Manager; Steve Monek, Regional Account Manager; Rachel Weygandt, Business Development Manager (front) Dave Rosen, Service Manager; Ricky Sylvestro, General Manager*

## The Recognition Keeps on Coming...



NJBiz named Triad Security one of the Top 25 Safety & Security Firms in New Jersey. Perhaps this has something to do with our outstanding customer service and commitment to every client's complete satisfaction.

The service department makes it a practice to respond to a client's service call or service request placed through TriadSecurity.com as soon as possible...frequently in as little as a few hours of the client's call or request.

Customers with service contracts generally receive the highest priority because they have essentially paid for service in advance. All other calls are handled on a first come-first served basis and are billed at time and materials rate. We recognize that all clients' calls are important and work very hard to attend to the needs of each one in a prompt and professional manner.

Technicians schedule regular maintenance visits well in advance and try to keep appointment as productive as possible so as not to disrupt the client's regular business day and activities. Another simple way Triad shows its commitment to is through accessibility. Clients are not lost in a sea of telephone prompt menus, for example. When the phone rings, a human answers every call during business hours. Don't worry about pressing 1 for this or 2 for that—just give us a call and tell us how we can help you.

