

Protection 1 buys Camtronic

By Martha Entwistle

ROMEDEVILLE, Ill.—Protection 1 on March 12 announced that it had acquired Camtronic Security Integration, a retail-focused security systems integrator based in Wilmington, N.C.

The deal, which closed on Feb. 29, is part of Protection 1's stated

focus on national accounts, said Jamie Haenggi, Protection 1 chief marketing and customer experience officer.

"There's a huge opportunity out there in national accounts," she said. "There's a lot of dissatisfaction and opportunity to grab market share."

Camtronic's client list includes Winn-Dixie, Coach, Saks Fifth Avenue, Safeway, Louis Vuitton and Whole Foods, among many other well-known retail outlets.

When GTCR acquired Protection 1 about two years ago and brought on Tim Whall, Whall said he intended to grow national

accounts from \$7 million at that time to \$100 million during the next three years.

Asked about progress revenue-wise, Haenggi said Protection 1 had made "sizable strides toward that goal." She noted that the national account sales team has gone from 12 national account

managers to more than 50 today. "Our sales team is on fire," she said. Haenggi said that Camtronic, which has been in business since 1991, wanted to grow, but



Jamie Haenggi

to scale more it would need to consider a cash infusion from a financial partner or an acquisition. The entire Camtronic staff will be joining Protection 1, including Jay Linton, Camtronic founder and president; Jim Finley, vice president and managing director; and Paul Yezzi, managing partner.

The invitation to join Protection 1 was attractive to the Camtronic team, Haenggi said. And Camtronic's staff and skill set is appealing to Protection 1, she said. "Camtronic brings deep industry experience in video and access control, more integrated systems," Haenggi said.

As part of Protection 1, Camtronic is excited to be able to offer its customers a "full suite of products, not just video and access, but intrusion, fire and monitoring as well," she said. **SSN**

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leverages emerging IP and cloud-based technologies." Francis said systems integrators who focus on "strong advanced services will change the nature of the relationship between systems integrators and their enterprise customers."

Securadyne "intends to be on forefront of this change, and the result will be stronger relationships with end users and a more profitable business," he said.

Securadyne is actively looking for select acquisitions.

Boethel, president and CEO of Securadyne, was most recently head of Siemens' Security Solutions Business Unit. Most recently, Francis was worldwide VP of sales and marketing for UTC's Security Products Group.

Pamlico Capital is a \$2 billion Charlotte, N.C.-based middle-market private equity group. Pamlico was an investor in Sonitrol, but exited when that company was sold to Stanley Works in 2008.

Stuart Christhlf, principal at Pamlico, called Sonitrol a "very successful investment for us." He said

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RFI expands operation

By Martha Entwistle

SAN JOSE, Calif.—With a healthy book of business already in the Los Angeles area, RFI Communications & Security Systems, a PSA Security integrator based here, has decided to open a fourth branch office.

RFI has hired a branch manager, Scott Covey, to lead the new office, which the company expects to open at the beginning of April. The office will be located “in the North Valley area, likely in Burbank,” Dan Kilgore, RFI’s managing director for enterprise sales, told *Security Systems News*.

Covey has 20 years of security industry experience and previously worked for Honeywell, HID and Stanley.

Kilgore said that Covey’s experience will help RFI re-establish a

presence in Southern California. “We think it’s a good time to leverage [work RFI has done in the area] and grow the business,” Kilgore said.

RFI had approximately \$38 million in revenue in 2011. Headquartered here, RFI also has offices in Sacramento, Calif., Reno, Nev., and

Seattle. It has its own central station and has been in business since 1979.

RFI does systems integration for a variety of verticals, with health care facilities, technology companies in the Silicon Valley area, higher education, and government accounting for 60 percent to 70 percent of that

business, Kilgore said.

Kilgore said RFI “has been doing true integration since before it was a popular word,” and the company has made a commitment to seeing that its techs have Cisco, Microsoft and other IT certifications as well as certifications from a number of other manufacturers.

Kilgore said one of the important trends RFI is paying attention to is “strong authentication [for physi-

cal and logical access] that is going on in the government space” moving into the private sector. While commercial businesses don’t have the government mandates to drive adoption, Kilgore said “the price point [of these systems] is coming down ... [and] there are a lot of good reasons why private companies will want to manage logical and physical access with one credential.” **SSN**



Dan Kilgore



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Pamlico had spent the past 12 to 18 months “looking at a host of different companies across the space.” Pamlico does not currently have other security investments, but it is invested in several software, SaaS, hosted and managed services companies. Pamlico’s interest in those capabilities and ongoing interest in the security space “attracted us to the thesis that Carey and Ken have developed,” Christhilf said.

Christhilf characterized Pamlico as a long-term investor interested in helping Securadyne grow in the next several years. “We think SecureNet is a great platform from which to execute their strategy and to expand from there.”

Brian Bergstrom, CEO of SecureNet, will continue to lead the SecureNet organization, which will retain its brand name.

Bergstrom will join the Securadyne management team as GM of the company’s Texas and Oklahoma operations.

Francis said SecureNet had 2011 revenues of approximately \$16 million and has 79 employees. In addition to headquarters in Dallas, it has Texas branch offices in Austin and Houston and Oklahoma branch offices in Oklahoma City and Tulsa. **SSN**

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