



## NEWS ALERT

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### **Vector Security Becomes Second-Time Winner of Retail Market Partner of the Year Award from Axis Communications**

*Security leader recognized for continued growth and commitment  
to IP video surveillance technology*

**PITTSBURGH**, September 30, 2014 – Vector Security, Inc., the provider of intelligent security solutions and managed network services tailored to the needs of the customer, was named 2014 Retail Market Partner of the Year for North America by Axis Communications, the world leader in network video. The award marks the second consecutive year Vector Security has won the award.

Axis presents the Retail Market Partner of the Year award annually to recognize the success and commitment of one partner to driving the shift from analog CCTV to IP-based network video surveillance in the retail segment. The award was presented to Vector Security during the ninth annual Axis Channel Convergence Conference (ACCC) held in Miami earlier this month.

“Vector Security is proud to once again be recognized by Axis Communications for our work with IP video,” said Steve White, Corporate Vice President of Business Development, Vector Security. “More and more retailers are demanding business analytics to support their organizational goals and objectives. Modern IP cameras are the perfect solution because they are able to simultaneously record video, extract data and stream to multiple network destinations. As customer demand for business intelligence continues to grow, so will the need for IP camera technology.”

“Vector Security stands out in the retail security industry because of their commitment to their customers,” said Hedgie Bartol, business development manager, retail for Axis Communications. “They consult extensively with their customers to provide the right IP technology to meet their needs, and they continue to provide support even after a sale is completed. This approach has led to winning many major projects and has made them a trusted Axis partner.”

Vector Security is a National Systems Integrator in Axis’ Channel Partner Program, designed to help channel partners leverage Axis’ technology and market-leading status to capitalize on the fast-growing network video surveillance industry. As a channel-oriented company, Axis views partners as an extension of its team, playing a key role in the overall success of the company as well as the surveillance market’s transition from analog CCTV to digital video.

ACCC is an annual gathering of Axis’ top distributors, systems integrators, software development and strategic infrastructure partners throughout North America. This year’s event drew more than 300 attendees who participated in educational workshops about IP-based surveillance technology, a review of the Axis product portfolio and future roadmap, and sessions that highlighted network video best practices and customer success stories.

**About Vector Security**

For more than 40 years, Vector Security, Inc. ([www.vectorsecurity.com](http://www.vectorsecurity.com)) has been a premier provider of intelligent security solutions tailored to the needs of the customer. Headquartered in Pittsburgh, the company offers a full suite of electronic security services for residential, business and national account customers across North America and the Caribbean through a network of branches and authorized dealers. Through its subsidiary, Industry Retail Group (IRG), the company also offers customized managed broadband services that lay the foundation for unsurpassed business intelligence. Vector Security is a sister company of the Philadelphia Contributionship, a mutual insurance company founded in 1752, and currently provides cost-effective, technology-based security solutions to nearly 300,000 homes and businesses.

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