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ISC WEST GROWS ATTENDANCE +10%

Larger Show Floor and Robust ISC Premier Education SeriesSM Supports Industry Rebound

(LAS VEGAS, NV, April 12) - -ISC West, the confirmed largest US security event, concluded last week on a high note with a 10 percent increase in attendance (pending third-party audit results) and an optimistic outlook for the coming year. ISC West, long considered a barometer for the health of the US security industry, offered robust business opportunities for security manufacturers and service providers with representatives from virtually every segment of the security distribution channel, including dealers, specifiers, systems integrators and a larger proportion of security end-users than last year's event – an increase of seven percent in end-users.

Over 10 percent of the attendance at ISC West was international, with security professionals from Canada representing the largest amount of participation, followed by Mexico, Brazil, Korea and Australia.

"This year's event turned a fresh page on the future of security," said Ed Several, Sr. Vice President, ISC Events. "With robust and enthusiastic participation from the industry at ISC West, along with the largest US security show floor to explore new products and technologies and a comprehensive educational program, ISC West continues as a barometer of good things to come for the remainder of 2011 and beyond. We are grateful that the industry chooses to gather with us and our partner, SIA."

The ISC West exhibition floor included over 10,000 products from 900-plus exhibiting companies, producing packed aisles during the three-day show. Manufacturers offered informative demos and numerous opportunities for security professionals to discuss business challenges with the companies' technical and engineering experts, and for security professionals to share challenges and future needs for new product development potential. Leading manufacturers were well represented and included ADI; ADT; AMAG Technologies; Anixter; ASSA ABLOY; Axis Communications; Bosch Security Systems; Cooper Notification; Dedicated Micros; Gallagher

Security; GVI Security; HID Global; Hirsch Electronics; Honeywell Security; Ingersoll-Rand; Linear; Napco Security Technologies; Panasonic; Pelco by Schneider Electric; Samsung Techwin Americas; Scan Source; Sony Electronics; Tyco Security Products; Tri-Ed/Northern Video; Vicon and UTC Fire & Security.

The SIA New Product Showcase (NPS), now in its 32nd year, featured 85 entries from 70 companies. FST21 received the Best New Product award for its SafeRise[®] product in a ceremony held in the SIA booth. SafeRise[®] incorporates facial and voice recognition and can detect when a person is in trouble by behavior.

The ISC Premier Education SeriesSM presented educational programs on hot topics such as the cloud, video analytics, HD cameras, analog vs. digital, hosted security, standards, and PSIM. The growing influence of technology, value-added services and customer needs was discussed during the standing-room-only State of the Industry presentation on the show's opening day. ISC West also produced the first IP-TAC²: IP Technology Advancement Center & Certificate, a one-day boot camp that provided an overview of common interoperability standards to provide security professionals with a complete understanding of the tactical implementation of surveillance and access control/biometrics connectivity. Other hot topics included the Security Executive Forum, PSA-TEC series and the technology panels that explored security technologies' features/benefits and applications.

Stephen Burnett, Special Agent, US Department of Defense, said, "Meeting manufacturers face-to-face allows me to conduct business better. Attending the classes adds to the justification for the trip to ISC West and since our office is always encouraging us to attend classes, I make sure I include them into my itinerary as well as making adequate time to meet with the manufacturers to learn about their new products. I really had to pace myself to get everything in that I wanted to see."

"I took advantage of a few seminars and the exhibit hall. I loved seeing all the new technologies, and anyone involved in IT/security/procurement/technology should attend ISC West," said Eugene Meador, Security, U.S. Department of Defense."

"This year's ISC West has been just outstanding," SIA CEO Richard Chace said. "The floor is 15,000 square feet bigger than it was last year, the number of attendees increased by double-digit percentages, the exhibits have been impressive, the conference sessions have been informative and valuable, the New Product Showcase had outstanding entries, I could go on and on. Things are looking good for the security industry this year."

The Security 5K, an annual run held on Day 2 of ISC West, raised over \$80,000 to support Mission 500, an organization that supports children and communities in crisis.

"This is an incredible opportunity for security industry professionals to gather with the common goal of improving the lives of children around the world. Schneider Electric is proud to sponsor this event and continue our tradition of giving back, while coming together as an industry," said Dean Meyer, Executive VP, and Schneider Electric - Buildings Business.

With so much ground to cover, ISC West presented a series of tools that included "My Show Planner" kiosks in various locations on the show floor and an ISC West Mobile offering for smart phones.

For more information about ISC West in 2012, visit www.iscwest.com

ISC West:

ISC West is the security industry's premier launching pad for new products, solutions and technologies in the U.S. Each year, ISC West hosts over 900 international and domestic security product manufacturer companies and over 23,000 security professionals in Las Vegas.

The ISC West Premier Education SeriesSM provides the latest insights and applications for security professionals involved in every segment of the industry. Designed by the ISC Education Advisory Board in collaboration with the Security Industry Association (SIA), the ISC Premier Education SeriesSM is the security industry's broadest offering of education, developed by the industry and designed to take today's security professional to the next level.

The 2012 ISC West Exhibition will take place on Mar. 28-30 at the Sands Expo & Convention Center, Las Vegas, NV, with the ISC Premier Education SeriesSM being held on Mar. 27-29.

Security Industry Association (SIA):

SIA is a nonprofit international trade association that represents more than 350 electronic physical security product manufacturers, specifiers, integrators and service providers.

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