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ALLIED FIRE & SECURITY ANNOUNCES ADDITION TO ENTERPRISE SOLUTIONS GROUP

PORTLAND, Ore., SEATTLE, Wash., & SPOKANE, Wash. (May 1, 2008) – Allied Fire & Security recently announced the appointment of John Gertlar to Key Accounts Manager in its Enterprise Solutions Group.

Allied implemented its [Enterprise Solutions Group](#) (ESG) in October 2007, recognizing that a higher level of IT expertise is necessary in today's security marketplace.

For the past year-and-a-half, John has been Allied's acting Portland Branch Operations Manager. As Key Accounts Manager, John will be working in the field with existing and prospective customers to find solutions to security, life safety and communications challenges best solved with IT-based technology. John's background in computer science and experience in networked environments makes him a perfect fit for this role.



Information Technology is now vital to security, life safety and communications systems

Over the last few years, the trend in the security industry has been to incorporate information technology components and infrastructure into traditional security management systems such as video surveillance and access control. As of late, these security systems not only incorporate information technology components, they are totally based on them.

"We're excited to be able to offer enterprise-class IT expertise that many of the security and life safety integrators just don't have the resources for," ESG Director, Jason Weidman, said. "By using the ESG we find ourselves spending less time trying to gain the trust and confidence of our IT-centric customers, which allows us to concentrate on what we do best and that's offering the best solution to meet customers' needs."

As this trend will no doubt continue, traditional security systems will soon be deployed solely on an organization's LAN/WAN or parallel network, and will be able to be integrated with logical security components, such as identity management software.

ESG's group of technical professionals includes highly capable security technicians and engineers who have extensive IT backgrounds. This IT experience allows them to evaluate, recommend, design, install and troubleshoot network related security management systems and software at a level much higher than standard security technicians.

Allied has located these individuals geographically so that they are readily available to support each of our three branch locations, and also have made them available as a group and provided the technology to support enterprise level projects anywhere in the Pacific Northwest.

"Over the past 60 years Allied has offered its customers world class service based on a passionate culture of customer focus. Now, with the addition of ESG, our customers will enjoy a perfect blend of high level IT expertise and products combined with industry leading service" Allied President, Jay Hunt, said.

Please contact Allied Fire & Security's Spokane branch for more information, or visit www.AlliedFireandSecurity.com.

Allied Fire and Security has been providing life safety, security and communications solutions throughout the Pacific Northwest since 1948.

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