

SES Enters Core Commercial Market

Securitas Electronic Security leverages FEMSS expertise and footprint to expand focus on local, mid-size businesses

UNIONTOWN, OHIO – Securitas Electronic Security, Inc. (SES) has established a new sales channel dedicated to local, mid-size and small businesses in select markets. This new Core Commercial sales channel leverages the teams and talent that joined SES through the recent FE Moran Security Solutions (FEMSS) and iVerify / TransAlarm acquisitions. The expansion into local markets is another step in SES' commitment to providing best-in-class technology, solutions and services to businesses of all sizes.

The SES Core Commercial sales team will be led by Joe Jordan, Senior Vice President Core Commercial Sales. Joe joined SES through the FEMSS acquisition in December 2020, where he successfully led the FEMSS commercial sales strategy as FEMSS Chief Strategy Officer. Joe's expertise in this channel will be invaluable in establishing the processes and teams to best serve this market. Joining Joe to lead the local sales teams are industry veterans Scott Lacy, Regional Sales Manager – East Region, and Kenneth Fuller, Regional Sales Manager – West Region. SES is currently recruiting to double the number of sales associates in core commercial sales.

“SES is excited to establish new opportunities for growth through the creation of the Core Commercial sales channel,” noted Tony Byerly, President & CEO, Securitas Electronic Security, Inc. “These new sales teams leverage the talent, market knowledge and local expertise gained through our recent acquisitions, and will enable our success in serving local mid-size and small business clients. Additionally, the Core Commercial teams will also be able to leverage the scale and competencies of the entire SES organization coast-to-coast to deliver best-in-class and innovative solutions to this expanded market.”

“SES is well positioned to compete in this broader segment of the commercial market,” stated Joe Jordan, Senior Vice President Core Commercial Sales, Securitas Electronic Security, Inc. “The clients in this local commercial market segment are highly valued by SES and can benefit from the strength our combined companies bring to the market. We intend to bring them all the best security solutions and technology available in the industry.”

For more information Securitas Electronic Security, Inc. and their comprehensive solutions, visit <https://www.securitases.com>.



About Securitas Electronic Security, Inc.

A division of Securitas, Securitas Electronic Security, Inc. (SES) is one of the leading commercial alarm monitoring and systems integration security companies in North America. As a leader in electronic security, SES offers a full portfolio of intrusion, fire, video, access and integrated systems, leveraging centralized processes and a programmatic approach to ensure operational excellence across the five customer touchpoints: account management, installation, service repair, alarm monitoring and billing. Specialized in serving business clients, including local, regional, national and global companies, SES has a network of UL, ULC, UL2050 and TMA Five Diamond certified monitoring centers providing a comprehensive array of services coast-to-coast. Visit Securitas Electronic Security at www.securitases.com to learn more.

About Securitas

Securitas is the world's leading intelligent protective services partner. Our guarding, electronic security, fire and safety, and risk management solutions enable more than 150,000 clients to see a different world. We are present in 48 markets and our innovative, data-driven approach makes us a trusted partner to many of the world's best-known companies. Our 355,000 employees live our values of integrity, vigilance and helpfulness, and our purpose is to help make your world a safer place.

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