

Press release

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## **SES Launches Dedicated Retail Organization**

### **Securitas Electronic Security expands focus on developing new solutions and services for evolving retail market**

UNIONTOWN, OHIO – Securitas Electronic Security, Inc. (SES) has established a new organization dedicated to meeting the needs of retail businesses across North America. SES has a long history in serving the retail market and the decision to strengthen its position in retail will further expand SES' expertise and leadership in this key area. The resources dedicated to this vertical will tailor innovative and leading technology solutions to meet the unique needs of retail clients in today's evolving retail environment.

As part of this expanded specialization in the retail market, SES is also launching new electronic article surveillance (EAS) solutions and services to retail clients across North America. SES is expanding on the expertise and experience gained through the FE Moran Security Solutions (FEMSS) acquisition and will offer a portfolio of AM, RF and RFID EAS products. SES will focus on new scalable solutions aimed at not only reducing inventory shrink, but also driving better inventory planning, as well as fully integrated next generation retail solutions.

A new retail sales organization will be led by Tony Gardner, SES Director National Retail Sales. Tony joined SES through the FEMSS acquisition in December 2020, where he led Major Client Sales, developed retail focused solutions and built key technology partner relationships, including leading EAS providers. Tony and his team will fall under the leadership of Rob Raymond, Senior Vice President Strategic Account Sales, who now leads all financial account sales, retail account sales and commercial national account sales.

“SES has enjoyed success in partnering with leading retail clients, but we now have the resources and expertise to more holistically meet their complete loss prevention and asset protection needs as the retail environment continues to evolve,” noted Tony Byerly, President & CEO, Securitas Electronic Security, Inc. “We are excited to have Tony Gardner leading our sales efforts, as we use this new focus to dive deeper into new solutions for today’s retailers. Our expanded offering, including the industry’s leading EAS solutions, is a key catalyst to help provide exciting new solutions for both existing and prospective clients.”

“SES has a long history of providing world-class solutions and services to its national and regional account clients,” stated Rob Raymond, Senior Vice President Strategic Account Sales, Securitas Electronic Security, Inc. “This additional focus on the retail market,



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combined with our existing solutions and services, will allow SES to deliver new dynamic tailored solutions to meet the unique needs of our retail clients and prospective clients. We are committed to bringing best-in-class loss prevention and asset protection offerings to retail businesses of all types and sizes.”

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, electronic article surveillance 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](http://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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