

### Financial crimes can be a "contact sport"

USPIS investigators leverage online database to build cases with local jurisdictions. SEE PAGE 9



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Segways enhance response time and elevate presence. SEE PAGE 14

### Stanley CSS acquires A-1 Security in Las Vegas

Purchase opens up new market for Stanley and builds on core commercial business. SEE PAGE 19

# SECURITY DIRECTOR NEWS

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## Vendors

### Stanley "back in acquisition mode"

Company buys A-1, a deal that boosts its commercial reach in Las Vegas, Reno

BY RHIANNA DANIELS

NAPERVILLE, Ill.—Officials at Stanley Convergent Security Solutions, formerly known as HSM Electronic Protection Services, gathered in Las Vegas

that Stanley, which purchased HSM a little more than one year ago for \$545 million, is back in acquisition mode. This "is a signal," he said, "of how well the integration has gone and that we're comfortable now moving forward on new transactions. This exceeded all of our expectations."

Tony Byerly, chief operating officer of Stanley CSS, said A-1 was an "extremely attractive" buy because it is "predominately a commercial company and is the largest security solution provider in Nevada." It also builds the company's



Tony Byerly, chief operating officer of Stanley CSS, at the Security Director News booth at ISC West in April after the company announced the A-1 acquisition.

presence in Las Vegas and Reno, markets where the commercial opportunities are plentiful — as of last year there were \$22 billion in construction projects in the works — and the company did not have penetration in those areas prior to the deal.

A-1 has been servicing the area for 25 years and accounts for 8,000 commercial, indus-

trial and residential customers — 65 percent of its business is in the commercial space. It will maintain two offices local offices in Nevada.

The commercial market is of particular interest to Stanley CSS and it has recently experienced a 20 percent over prior year

growth. Byerly said the market can expect to see "additional acquisitions" as Stanley is committed to furthering its growth in the commercial space.

"There will be continued activity from us here and abroad as the right opportunities present themselves," he said. SDN

### HSM is part of Stanley CSS

BY RHIANNA DANIELS

LISLE, Ill.—A year after its purchase of HSM Electronic Protection Services, The Stanley Works in March combined its systems integration arm with HSM to create Stanley Convergent Security Solutions.

The HSM name will remain in place, specifically to brand the HSM National Account Program.

Tony Byerly, chief operating officer of Stanley CSS, said in an interview with *Security Director News* at ISC West that this shows the organization acknowledges the market needs to advance

beyond alarm systems and needed to refocus efforts based on the market's turn to IP. "We are leveraging the strength of the Stanley brand," he said. "We actually did some market surveys and customer focus groups to identify the strength of the HSM and Stanley brands. Stanley has some of the best brand recognition, both inside and outside the industry, and that's going to be very strong for us in the commercial/industrial space."

Byerly said HSM's strength in national accounts has continued to grow "exponentially."

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### Stanley CSS

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"HSM was well recognized by that set of buyers," he said. "So, Stanley is going to be the primary entity, and HSM is going to be the offering within the Stanley brand ... HSM will be very prominent at ASIS."

Brett Bontrager, president of Stanley CSS, said the division will align with the Stanley Security Solutions brand, which includes electronic and mechanical security solutions, to be able to demonstrate its full security offerings to customers. SDN