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Vector Security, Inc. Hires Ray Masavage as Senior Network Sales Engineer, National Accounts Division

New Position Underscores Company's Commitment to Expand IP and Networked Video Services

Gainesville, VA (February 22, 2012): Vector Security® has hired Ray Masavage as Senior Network Sales Engineer in its National Accounts Division, signaling the company's intention to further expand its expertise in IP and Networked Video Services.

In his new capacity, Masavage works with the company's National Account Managers to help customers capitalize on their security investment by determining best value IP alarming, networked video and Physical Security Information Management (PSIM) solutions.

Masavage, a graduate of Rutgers University, has worked for more than 20 years in the systems engineering field, primarily in the data communications industry. With a varied background in Federal Government contracting, including a stint as Network Operations Manager for the Defense Information System Agency ATM next generation network, Masavage, in 1995, transitioned into private industry with 3Com Corporation to provide specialized network presales engineering to advance government and commercial sales for end-user, and channel organizations.

In 2005, he moved into the IP video surveillance industry as a senior sales engineer for enterprise video at GE Security and then as a software product manager for Lenel, where he managed third-party relationships for IP video and PSIM to include alarm interfacing and integration, with an emphasis on Building Automation Systems (BAS) integration to enhance security situational awareness and lower facility utility energy costs.

"There are not many people who have the degree of experience and tenure Ray has in the industry, literally from its infancy to the maturation points we see today," said Jim Rao, Director of Video Technologies for the National Accounts Division at Vector Security. "Over the past several years, our customers have been bombarded with new video technologies from a variety of channels. Ray can help them sort through their options and make the right short- and long-term choices…all with an eye to the future."

"What seems like a great decision today can hinder long-term video solutions," said Masavage. "Vector Security is open to researching vendor technologies to deploy best-fit products to maximize our customers' security investment. I look forward to helping maintain that commitment in my new position."

For more than 40 years, Vector Security, Inc. (www.vectorsecurity.com) has been a premier provider of intelligent security solutions tailored to the needs of the customer. Headquartered in Pittsburgh, the company offers a full suite of electronic security services for residential, business and national account customers across North America and the Caribbean through a network of branches and authorized dealers. Vector Security is a sister company of the Philadelphia Contributionship, a private insurance company founded in 1752, and currently provides cost-effective, technology-based security solutions to more than 250,000 homes and businesses.