

Hikvision USA announces New Management Team

Industry Announcement – May 2010

Hikvision USA strives to understand the needs of our customers, and our leadership role has never been more important. After conducting a nationwide search, Hikvision USA is pleased to announce our new management team with the addition of **Larry Tracy**, Executive Management Consultant, **Frank Ryan**, VP of Sales - Eastern Region, **Paul Boss**, VP of Sales - Western Region, **Jennifer Lee**, National Accounts Director, and **June Ballard**, Strategic Account Manager.

Larry Tracy – New Executive Management Consultant for Hikvision USA, Inc., Larry has over 30 years experience in the surveillance industry starting back in 1973 with motion sensor maker Solfan Systems, later becoming C&K Systems and took over as president from 1982-1995. Larry helped lead Detection Systems Int'l grow from \$36million to \$151million, before being sold to Bosch. In 2004 was appointed president/CEO of Aleph Int'l and now will be working with Hikvision USA, Inc. Larry will be Hikvision's new Executive Management Consultant and can be contacted at: (916) 837-5000.



Frank Ryan – New VP of Sales for Hikvision USA, Inc. - Eastern Region, Frank is a 30 year veteran of the security industry. He established Ryan Development Corp., a sales outsourcing firm and held a number of executive positions with Detection Systems/Radionics/Bosch which included, Vice President; Vice President of Sales & Marketing; and Vice President of National Account Sales. These roles required that Frank establish and maintain personal relationships with a vast array of manufacturers, distributors, installing dealers and end-users. His understanding of the industry is extensive and he has a history of building successful partnerships. During his tenure at Detection



Systems/Radionics/Bosch, he helped develop plans and strategies that caused the company to grow from \$6 million in annual sales to over \$142 million. Frank will be managing the Eastern States and can be contacted at: (919) 619-4656.

Paul Boss – New VP of Sales – Western Region for Hikvision USA, Inc., Paul is a 13 year veteran of the electronics security industry. Most recently Paul spent three years on the Thomasson Marketing Group Team where he led regional sales for Samsung, Takex, Rosslare, Verint, Rainbow, Key Digital, Raytec, Dynalock, OT Systems, Mitel and GVI Security products. Paul will be managing the Western States and can be contacted at: (510) 224-8323.

Jennifer Lee – New National Accounts Director for Hikvision USA, Inc., Jennifer entered the security industry in 1995. From 1995-2004, she held various sales management positions with Wedex Corporation. Jennifer’s team was a key contributor in Wedex’s early and current success. In 2006, she became the president and CEO of Unlimited Visions, Incorporated. For 4 years, she successfully ran her own business by providing high quality CCTV products. Her focus was sales & marketing of imported products to the OEM/ODM space. Jennifer will be Hikvision’s new National Accounts Director and can be contacted at: (714) 928-2265.



June Ballard –New Strategic Account Manager for Hikvision USA, Inc., June has 20 plus years as a security veteran. She has held various positions with leading manufacturers such as C&K Systems as a regional sales manager of the Midwest and various other regions nationally.

