



inovonics® 2020 Virtual Security Conference

The Inovonics Virtual Security Conference is an interactive, two-day conference, bringing together top industry names in commercial life safety. During these challenging times we must be flexible with our solutions, leverage our existing resources, and find creative new applications to keep our businesses moving forward.

Register to attend this free event, and/or register for specific event reminders by visiting: www.inovonics.com/conference

November 10, 2020

9:00 a.m. – 3:00 p.m. (Pacific) • 10:00 a.m. – 4:00 p.m. (Mountain) • 12:00 p.m. – 6:00 p.m. (Eastern)



Conference Kick-Off & Welcome

9:00 a.m. (Pacific) • 10:00 a.m. (Mountain) • 12:00 p.m. (Eastern)

Presented by: Craig Dever, Vice President of Sales and Marketing



Wireless Security Systems: Essential Component of K-12 Unified Security

9:15 a.m. (Pacific) • 10:15 a.m. (Mountain) • 12:15 p.m. (Eastern)

Presented by: Guy Grace, Former Director of Security and Emergency Planning for Littleton Public Schools, Security Industry Expert of Over 35 Years, Security Magazines Most Influential People in Security



Selling Intrusion into Commercial Applications

10:30 a.m. (Pacific) • 11:30 a.m. (Mountain) • 1:30 p.m. (Eastern)

Presented by: Tom Mechler, Regional Marketing Manager – Intrusion and Access, North America, Bosch Security Systems, LLC



Meet the Inovonics Technical Services Team

11:30 a.m. (Pacific) • 12:30 p.m. (Mountain) • 2:30 p.m. (Eastern)

Presented by: Bill Patrick, Field and Technical Services Manager and ISO 9001 Company Representative, Inovonics



**SECURITY SALES
& INTEGRATION**

Panel Discussion: The Best of Both Worlds: Hybrid Wired and Wireless Security Solutions

12:00 p.m. (Pacific) • 1:00 p.m. (Mountain) • 3:00 p.m. (Eastern)

Moderated by: Rodney Bosch, Senior Editor, Security Sales & Integration




Panelist: Guy Grace, Security Industry Expert of Over 35 Years



ALLEGION 

Panelist: Todd Adams, Channel Sales Manager, Allegion



 **INOVONICS**

Panelist: Craig Dever, Vice President of Sales and Marketing



 **Underwriters
Laboratories**

Panelist: Lou Chavez, Principal Engineer, Security and Life Safety at UL



FLAIR
ELECTRONICS

Flair Innovative Sensors and LED Alarm Panels Powered by Inovonics

2:00 p.m. (Pacific) • 3:00 p.m. (Mountain) • 5:00 p.m. (Eastern)

Presented by: Morgan Morgan, President, Flair Electronics



 **INOVONICS**

Meet the Inovonics Customer Service Team

2:45 p.m. (Pacific) • 3:45 p.m. (Mountain) • 5:45 p.m. (Eastern)

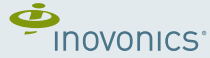
Presented by: Eric Banghart, Manager Global Sales, Inovonics



Centralizing Connected Devices: Building data in a unified security context

2:50 p.m. (Pacific) • 3:50 p.m. (Mountain) • 5:50 p.m. (Eastern)

Presented by: Charles Pitman, Product Marketing Manager, Genetec



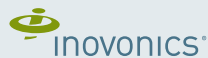
Day One of the Conference Wrap-Up

3:30 p.m. (Pacific) • 4:30 p.m. (Mountain) • 6:30 p.m. (Eastern)

Presented by: Craig Dever, Vice President of Sales and Marketing

November 11, 2020

8:00 a.m. - 3:00 p.m. (Pacific) • 9:00 a.m. - 4:00 p.m. (Mountain) • 11:00 a.m. - 6:00 p.m. (Eastern)



Conference Kick-Off Day Two

8:00 a.m. (Pacific) • 9:00 a.m. (Mountain) • 11:00 a.m. (Eastern)

Presented by: Craig Dever, Vice President of Sales and Marketing



Peace of Mind Protection Without the Wires

8:15 a.m. (Pacific) • 9:15 a.m. (Mountain) • 11:15 a.m. (Eastern)

Presented by: Damon Standish, President, Integrated Control Technology (ICT) USA



The en-Gauge Advantage: Monitoring Fire Extinguisher Technology

9:15 a.m. (Pacific) • 10:15 a.m. (Mountain) • 12:15 p.m. (Eastern)

Presented by: John McSheffrey, President, en-Gauge Inc.



Meet the Inovonics Sales Team

10:00 a.m. (Pacific) • 11:00 a.m. (Mountain) • 1:00 p.m. (Eastern)

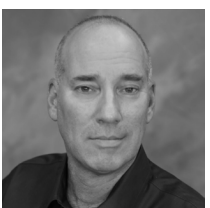
Presented by: Eric Banghart, Manager Global Sales, Inovonics



Safer Healthcare Design

10:30 a.m. (Pacific) • 11:30 a.m. (Mountain) • 1:30 p.m. (Eastern)

Presented by: Tony York, CPP, CHPA, Executive Vice President, Paladin Security and PalAmerican Security, co-author of Hospital & Healthcare Security



The Convergence of Building Management and Physical Security

11:30 a.m. (Pacific) • 12:30 p.m. (Mountain) • 2:30 p.m. (Eastern)

Presented by: Sanford Fisher, PSP®, Rocky Mountain and Canada Regional Sales Manager

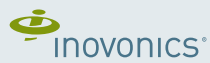


Expand your Reach with OPTEx iSeries Motion Detection

12:15 p.m. (Pacific) • 1:15 p.m. (Mountain) • 3:15 p.m. (Eastern)

Presented by: Eric Mardian, Regional Sales Manager - Security Division, OPTEx, Inc.

Presented by: Richard Ramos, Field Applications Engineer North America/Canada, OPTEx, Inc.

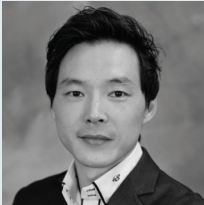


Return to Work and School

1:15 p.m. (Pacific) • 2:15 p.m. (Mountain) • 4:15 p.m. (Eastern)

Presented by: Michael Um, Senior Product Manager, Inovonics

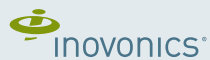
Presented by: Scott Fincher, Senior Product Manager, Inovonics



Perspectives from the Consultant Side

2:00 p.m. (Pacific) • 3:00 p.m. (Mountain) • 5:00 p.m. (Eastern)

Presented by: Ray Coulombe, Managing Director, Security Specifiers



Conference Close and Happy Hour Toast

2:45 p.m. (Pacific) • 3:45 p.m. (Mountain) • 5:45 p.m. (Eastern)

Presented by: Craig Dever, Vice President of Sales and Marketing