

**Sony Video Security strengthens distribution network – New partners appointed in Australia & New Zealand**

November 2017

- ▶ Connect Security Products and Security Supply Chain in New Zealand, add the Sony brand to their video surveillance offering as part of a strategic expansion in New Zealand.
- ▶ Enhanced distribution in Perth with the addition of Source Security Systems.

With a view to providing existing and potential customers increasing access to Sony video security products, Bosch Security Systems has partnered with 3 new distributors to further strengthen the distribution network in Australia and New Zealand.

Effective immediately, Connect Security Products, Security Supply Chain, and Source Security Systems will be distributing the Sony suite of video security products, providing access to products and support in more locations.

Connect Security Products is one of New Zealand's premium security providers with a commitment to providing product and service excellence. With national coverage and distribution centres in Auckland, Wellington, and Christchurch, Connect Security Products is well resourced and experienced in the supply and commissioning of major projects.

"We pride ourselves on promoting high quality brands in our portfolio, and are pleased to be able to offer our customers the technological advantages that the Sony Video Security product range is well known for."

Jason Mackie, Managing Director, Connect Security Products

Security Supply Chain (SSC) are relatively new to the industry, and in a short time have already made significant penetration into the New Zealand security market place. Auckland-based, with a strong online presence, they are innovative and focused on providing the best value-add for their customers.

"Security Supply Chain Limited (SSC) is proud to be a certified distribution partner with SONY on their full range of video systems. This is a solid addition to our offering, and we are excited to grow our business and our customer's businesses with this partnership."

Mark Massicks, Managing Director, Security Supply Chain Ltd

Servicing the WA security market, Source Security Systems provides complete security solutions from their 2 locations in Perth. This progressive and professional team have firmly established themselves as a premium supplier to the local industry.

“Source Security Systems is proud to be associated with a brand like Sony. The Sony product is a great choice for medium to large scale projects and with Sony’s superior image quality, like its 4K range our team is excited by the possibilities and looks forward to a prosperous long term relationship”.

Michael Chapman, Managing Director, Source Security Systems

“The appointment of Connect Security and SSC is part of our strategic plan to expand in the New Zealand market. Connect Security are strong in major systems and have the national coverage we seek. Security Supply Chain are the ‘new kids on the block’ and have already made in-roads into the New Zealand market place.

In WA, Source Security Systems brings additional exposure and direction to the local distribution channel - being part of the Source Technology Group of Companies, there is the opportunity to cover a wider range of integrators and applications.”

Steve Charles, Regional Manager ANZ, Sony Video Security

Bosch Security Systems and Sony Corporation have established a business partnership for their video security business at the beginning of 2017, entailing both a technical collaboration as well as a sales and marketing cooperation. The two companies are combining their technological expertise in order to develop innovative products and solutions in the field of video surveillance for security applications. As of February 1st, 2017 (April 1st, 2017 in China) the sales and marketing activities related to Sony Corporation's Video Security business were transferred to Bosch Security Systems.

Additional information is available at

www.boschsecurity.com/sonyvideosecurity

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