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VideoSurveillance.com Merges with CamGuard to Provide End-to-End Active Video Monitoring Solutions

Merger is Part of Major Investment by Private Equity Firm Riverlake Partners

Portland, Ore., Sept. 2, 2015 – VideoSurveillance.com, a Portland, Oregon-based video surveillance integration company, is merging with CamGuard, a Corona, California-based provider of managed video surveillance services. The deal is part of an investment by Riverlake Partners, a Portland-based private equity firm. Financial terms were not disclosed.

The two security companies will combine operations and be led by current VideoSurveillance.com president Josh Daniels, along with a team including Kathleen Sowder and Brett Fluegel. Company names, offices and employees will remain unchanged as part of the merger, and the combined company will continue to serve organizations in the construction, agriculture, energy, utility and manufacturing verticals, as well as the general commercial and education sectors.

“There is a growing demand for security-as-a-service, especially in industries where high value assets are under threat or temporary solutions are required,” said Daniels. “Our newly combined company will allow us to form a broader regional platform and provide a complete end-to-end solution for clients seeking active video monitoring as opposed to more costly on-site security personnel.”

As technology has evolved, more organizations are turning to active and remote video monitoring as a more affordable alternative to on-site security guards. When suspicious activity occurs, remote central station operators view live camera video to engage perpetrators and dispatch authorities. Remotely managed video monitoring is a rapidly growing segment of commercial security with an estimated current addressable market in the U.S. alone of \$1.4 billion in annual recurring revenues.

“We are excited to be supporting Josh and the entire leadership team in this new growth platform investment,” said Erik Krieger, general partner at Riverlake Partners. “Innovative security firms like VideoSurveillance.com and CamGuard have developed world class on-site solutions now affordable to a large, underpenetrated market. The combination of these two solid entities within this high-growth sector fit perfectly with our ‘buy and build’ investment strategy.”

VideoSurveillance.com and CamGuard have consistently grown revenue at double-digit annual growth rates over the past five years. Combined, the two companies will have more than 60 employees, a 24/7 central station, geographic reach that spans from California into the Pacific Northwest, and an impressive intellectual property portfolio including nine video surveillance patents.

“This is an exciting next chapter for both of our companies as we move forward together,” added Daniels. “We’ll now be able to deliver a full end-to-end solution to existing clients, and we expect to be even more competitive in winning new project opportunities.”

About VideoSurveillance.com

As an industry-leading security integrator, VideoSurveillance.com supports thousands of businesses and organizations in more than 60 countries by providing custom video surveillance solutions and services. The company was founded in 2008 and is headquartered in Portland, Oregon.

<http://www.videosurveillance.com>

About CamGuard

Based in Corona, California, CamGuard Systems Inc. was founded in 1999 by an exceptional team of professionals dedicated to revolutionizing how managed video surveillance services are delivered.

www.camguardinc.com

About Riverlake Partners

Riverlake Partners LLC is a private equity firm focused on leveraged growth investments in smaller, profitable companies within the consumer and industrial products manufacturing and business service industries. Founded in 2003, it typically targets companies with enterprise values of \$15 to \$60 million and partners with existing management teams to develop and execute long-term buy and build growth strategies. Past and current portfolio companies include Stock Equipment Company, RPI, SemiTorr, Omega Morgan, Pinnacle Exhibits, Guerdon Modular Buildings and SP Industries. Corporate headquarters are located in Portland, Oregon. Visit www.riverlakepartners.com for more information.

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