

# SECURITY TODAY



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## Yamaha Keys in on JMG Service



Tom Roepke turned to JMG after being disappointed in the service of his former security vendor.

How does a security systems provider like JMG get in tune with the needs of a music industry legend like Yamaha? Not surprisingly, according to Tom Roepke, manager of corporate security for the Buena Park-based musical instrument manufacturer, you have to have a good ear.

Like many of JMG's new clients, Roepke was dissatisfied with the national security systems company that was servicing Yamaha.

"Before JMG, we had an antiquated system that would break down occasionally and I never knew how long it would take to get fixed," Roepke said of his prior affiliation. "That's never been an issue with JMG. Everyone, from Chris Ponchak, to installation and service, is knowledgeable and responsive and the quality of JMG's work is excellent. That's very unusual in this business."

Roepke's perspective is based on 22 years of experience in the security field, the last two with Yamaha. During his career Roepke points to several changes in the mind set of those responsible for loss prevention and security that JMG has mastered better than most.

He believes that since 9/11 there's been more scrutiny of what is needed on the corporate level and what is being spent. For example, when it came time to bid on Yamaha's new access control system, JMG was selected for intangibles beyond its demonstrated service record.

"JMG was not the lowest bidder," Roepke said of the system Ponchak and his team designed and installed. "Understanding what we needed, however, and satisfying our return on investment questions was what made them our final choice."

Yamaha designs and builds a full line of musical instruments and audio/visual products for the entertainment industry and the U.S. consumer market. The corporate campus secured by JMG includes three buildings with up to 600 employees, on more than two acres. ■

## Monitoring Company Provides JMG With Unique Selling Points

JMG's choice of National Monitoring Center (NMC) for its clients' alarm monitoring was based on this central station having the most technologically advanced systems and protocol in the industry.

Opened in 2001 by monitoring executives Michael Schubert and Woodie Andrawos, who have a combined five decades in the business, NMC was able to assemble the most sophisticated 21st century hardware and software in its 10,000 square foot facility in Aliso Viejo, CA.

For example, NMC has a dual redundant system that enables JMG to assure its clients there will be no interruptions in the processing of alarm signals due to man-made or natural catastrophes. Using this configuration every JMG account has its entire database information in Aliso Viejo, CA and duplicated at NMC's Irving, TX central station.

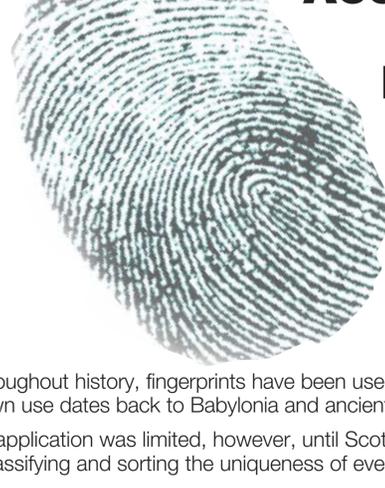
Should a major disaster impact either station in California or Texas, NMC will continue to monitor JMG accounts as alarm signals

are automatically routed to the operational facility.

As impressive as the technology is, JMG markets the human element of NMC as well. "NMC's advanced training program and their policy of promotion from within the organization gives them an experienced and knowledgeable staff at every level, which we require," JMG's Gil Ledesma explains.

NMC's alarm agents possess a range of skills ranging from answering every call within two rings, to interactive video monitoring. Alarm agents must quickly and correctly respond to an alarm signal by initiating the proper response and notifications, including determining when to contact police, fire or other emergency response agencies.

Ledesma can also point to NMC's certifications as enhancing JMG's reach. By being UL listed and FM approved, JMG can provide the highest level of security systems for companies throughout Southern California. ■



## Access Control Through Fingerprints Is Latest in Security Through Biometric Technology

Throughout history, fingerprints have been used to establish individual identity. Their first known use dates back to Babylonia and ancient China in the third century B.C.

The application was limited, however, until Scotland Yard introduced an efficient method of classifying and sorting the uniqueness of everyone's individual swirl pattern in 1901.

With advances in the science of biometrics during the last decade, fingerprints have gone from assisting with the identification of criminals, to being the linchpin in security systems.

Now Cogent Systems, a leader in biometric technology, has advanced the state of the art with a two-factor verification system called Smart-Gate, that is considered the most advanced identification and access system in the industry. It is available through JMG.

Smart-Gate's dual verification is what makes this Cogent device the highest performing and most accurate in the industry. In an attempt to put the advanced technology into simple terms, JMG's Mike Christensen explained that Cogent's Automated Fingerprint/Palmprint Identification Systems, or AFIS, enables users to capture fingerprint and palm print images electronically, encode the prints into searchable files, and accurately compare a set of fingerprints/palm prints to a database containing potentially millions of prints within seconds.

Although remarkably advanced, Smart-Gate does not necessarily require expensive upgrades to existing business systems. Christensen points out this biometric system operates with a variety of previously installed, industry-standard software and hardware platforms, and can be scaled to meet customers' evolving needs.

For additional information on the Cogent Systems' Smart-Gate technology, contact your JMG agent. ■

## JMG Tournament, Nets Over \$60,000 For Boys & Girls Clubs

By Ken Jacobs, JMG Co-founder and CEO



Ken Jacobs acknowledges the trio who rolled in aces at the 15th Annual JMG Benefit Golf Tournament.

Another milestone, another priceless afternoon.

Under ideal conditions, the 15th Annual JMG SECURITY SYSTEMS' Annual Benefit Golf Tournament took place on May 19, and drew a field of 260 golfers filling the two 18 hole Mile Square Golf Courses for the fourth time in our history.

The highlight of the day, beyond the great camaraderie and amount of funds raised, was the putting contest. It featured three aces including one by JMG vice president Gil Ledesma.

The trio split the combined first, second and third place prize money of \$300 equally, rather than participating in a one-stroke playoff.

Counting this year's donations, which netted \$60,000, the JMG tournament has raised almost \$700,000 for the Boys & Girls Clubs of Huntington Valley. The proceeds keep the Clubs' after school care, sports teams, performing arts and licensed childcare programs open and available for 8,000 local children.

Plans are already underway for next year's mid-May event. With the many positive memories of the tournament still fresh in your mind, we urge you to consider being a sponsor and/or inviting more players to join your group.

As in past years, the tournament was a success because of the many contributions of time and money from our committee and sponsors and volunteers. Again our thanks to them with special acknowledgement to our Corporate sponsors - Bosch and Pacific Premier Bank - and the Platinum sponsors NMC, Contractors Wire & Cable, CPS Insurance, Enterprise Rent-A-Car, Huntington Beach Hospital and Acadian Fish Company. ■

## UCSB Clean Lab Benefits From JMG's Spotless Reputation

Jack Whaley knew what he wanted, he just wasn't sure which security system could best solve his needs. As the lab manager for Nanotech, the Nanofabrication facility on UCSB's campus in Goleta, he was using a card reading access control system to monitor the access and egress of researchers to the clean rooms under his jurisdiction.

Unfortunately, the card system was becoming increasingly inefficient for his application. Not only were the cards easily lost and time consuming to replace, they could be shared and used by unauthorized personnel.

For Whaley, who's responsible for almost 17,000 square feet of laboratories that are stocked with expensive instruments and dangerous or proprietary materials, a change in security systems was necessary.

After looking into available technology, Whaley opted to upgrade to the iris scanning readers from Panasonic; and then asked the manufacturer's representative who he would recommend to design, install and maintain the system. Brian Karadzian, who represents Panasonic to scores of security system dealers in the Southern California region, recommended JMG.

While many alarm system suppliers can provide the same system, JMG was awarded and maintains the contract with Nanotech because of its service. Whaley and UCSB literally can't afford to have any



Nanotech, located on the UCSB campus, needs a reliable access system to monitor who enters its clean rooms and the duration of their stay.

breakdowns in the system because the lab generates its income by charging the researchers and their companies for the time they spend in the lab's clean rooms.

Whaley reported that JMG has provided same day service on the two occasions the system has had technical problems since its installation in 2004. Now he wants to expand the system and has asked JMG to look into adding more of the biometric scanners.

The UCSB Nanofabrication facility is part of a partnership of 13 universities that is dedicated to providing high-precision processing equipment in sophisticated environments. The combination of facilities, equipment, and expertise provided by the members of the network is unsurpassed in any single research laboratory in the country. ■

## August Seminar to Feature Biometric Card Reader

The latest in biometric access control technology will be the subject of JMG's next seminar on Wednesday, August 18. John Cassise, founder and CEO of Innometriks, will be discussing the different types of biometric readers and benefits biometrics has to offer and demonstrating their ease of use and applications.

JMG has offered the Seminar Series since 2000 to keep its clients and associated security personnel aware of the latest advancements in security system technology. They are held in a non-sales environment, at no cost, in JMG's Conference Center, from 10:00 a.m. to 2:00 p.m. A working lunch is also provided.

Seating for the seminar is limited to 40, so advance reservations are recommended and can be made by contacting Caroline Olearnek at 800-900-4JMG (4564) or by e-mail at: colearnek@jmgsecurity.com. ■

## New JMG Website Has Latest Information

A complete explanation of products, services and events highlight the new JMG web site, which was launched in May. "We needed to update our look as well as information," explained Ken Jacobs who guided the transformation.

Among the additions are photos and e-mail links to the agents and customer service team that are the heart of the company. Past issues of the newsletter are also archived and concise, customer testimonials have a showcase as well.

The posting of events, such as the upcoming seminars, will also add to the benefits of accessing the site on a regular basis at: jmgsecurity.com.

Jacobs notes that the site remains a work in progress as the company will add more content and functionality as the need arises. ■