

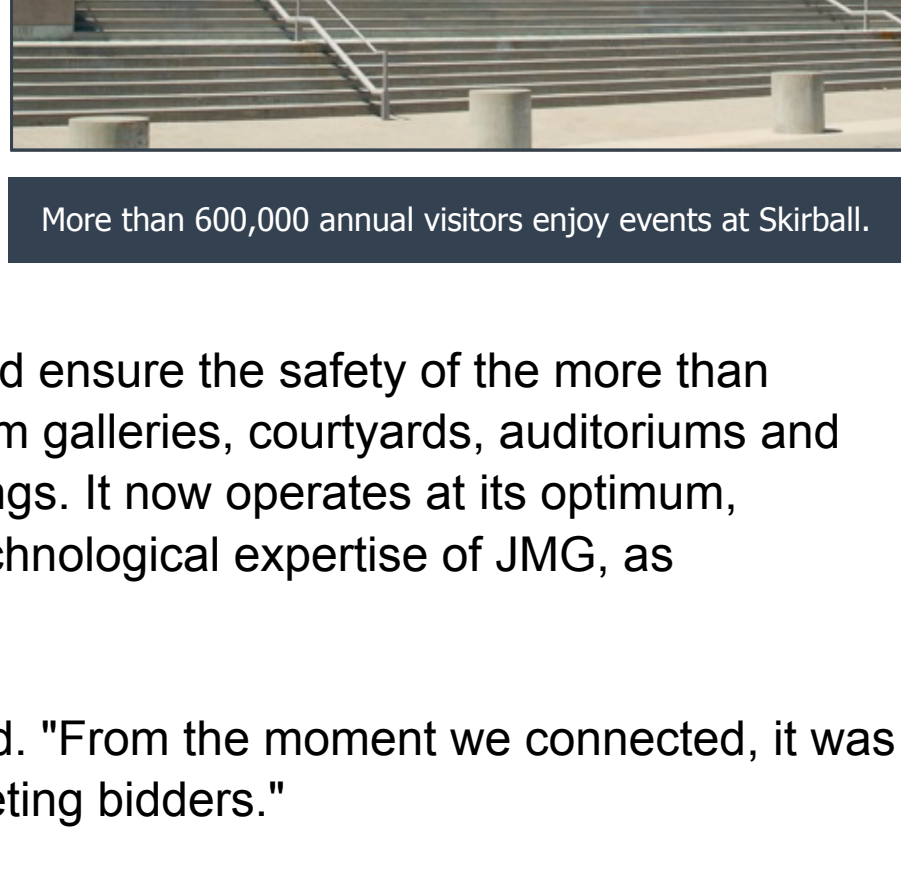
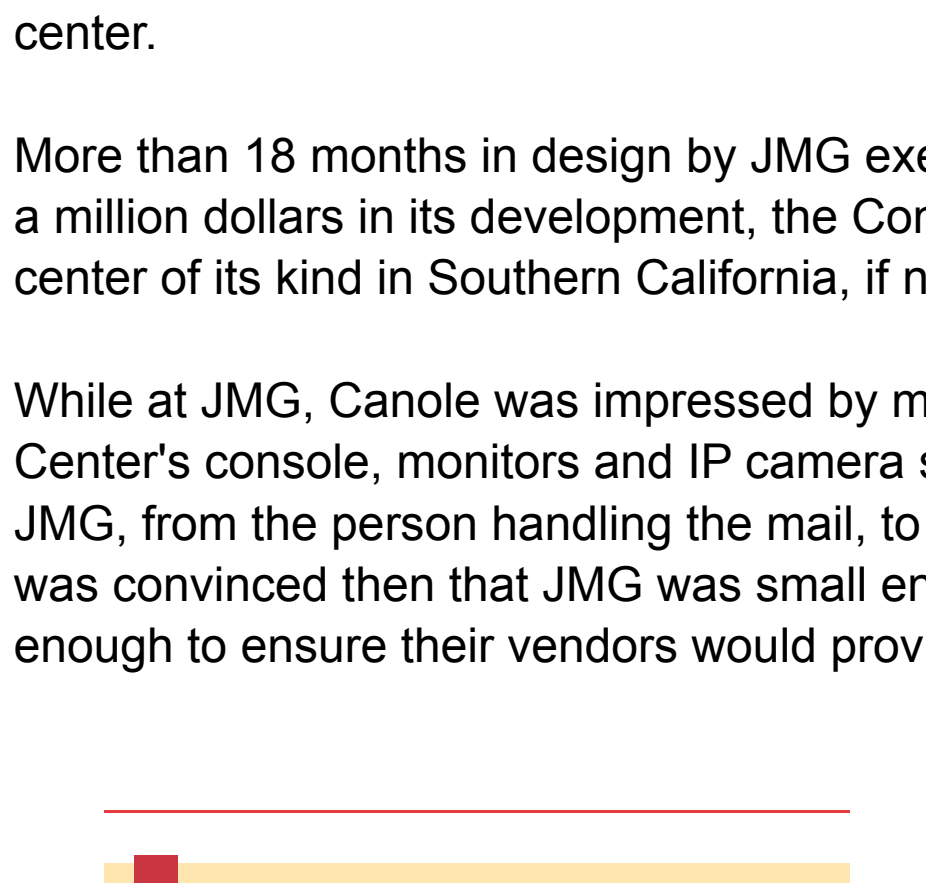
Skirball's Security Centers Around JMG System

"Layered security" is as nuanced as it sounds. Especially the way Mark Canole, security and safety director of the Skirball Cultural Center in Los Angeles, implements it.

Canole developed the approach over a 30-year career that began with his service as an MP in the Marines. He describes it as "engaging each visitor three times" from the time they enter, and ultimately exit, the Center's buildings and grounds.

Each "engagement" is designed to enhance and ensure the safety of the more than 600,000 annual visitors to the Skirball's museum galleries, courtyards, auditoriums and classrooms, as well as the security of its buildings. It now operates at its optimum, according to Canole, by the experience and technological expertise of JMG, as introduced by senior agent Greg Greenfield.

"Greg is absolutely awesome," Canole declared. "From the moment we connected, it was a no-brainer to select JMG over the four competing bidders."



More than 600,000 annual visitors enjoy events at Skirball.

Mark Canole secures Skirball Cultural Center with "layered security" strategy.

Serendipity also played a role. For the past two years, Canole knew he needed to upgrade the Skirball's CCTV system from analog to the newer IP cameras, but was waiting until the technology reached a level that could meet the Center's needs.

During that time JMG was building its Command Center, a 400 sq. foot control room at its Fountain Valley headquarters, that provides security directors with a hands-on demonstration of a complete video management system. At Greenfield's invitation, Canole and the IT director at Skirball were the first official visitors to the center.

More than 18 months in design by JMG executives, who invested more than a quarter of a million dollars in its development, the Command Center is the only demonstration center of its kind in Southern California, if not the entire state.

While at JMG, Canole was impressed by more than the proficiency of the Command Center's console, monitors and IP camera systems. "I was introduced to everyone at JMG, from the person handling the mail, to the company founders," Canole recalled. "I was convinced then that JMG was small enough to value our business and strong enough to ensure their vendors would provide us what we needed in a timely fashion."

Canole had his confidence rewarded, even before the bidding process began, by JMG systems engineer David Kleen, who advised the IT director how to improve the overall operation of their system architecture.

Then there was JMG's bid. It originally appeared to be highest; but in a dollar for dollar comparison in training and equipment offered, was actually lowest. During installation, Canole appreciated JMG's Craig Loyd's ability to get the systems' manufacturers to provide delivery on a priority basis.

Canole concluded by saying the 88-camera system JMG provided is undoubtedly great but that Greenfield and his team provided much more. "JMG extended the arms of our layered security to create a proactive system designed to prevent, rather than just record, an incident," he said. "The IP technology really wasn't in our wheelhouse when we first talked, however, JMG gave us all the support we needed to make an informed decision."

Opened to the public since 1996, the Skirball Cultural Center is one of the world's most dynamic Jewish cultural institutions, and among the leading cultural venues in Los Angeles. By presenting exhibitions, music, film, lectures, classes and family programs, it offers a dynamic crossroads of educational and cultural activity.

JMG Gets OHL Warehouse Bid "On Time."

When a leading international logistics company like OHL requests a bid to secure one of its warehouses, the major security system dealers in the area are eager to provide one. OHL's most recent RFP lined up multiple suitors for its 722,000 sq. foot facility in Rialto, yet only JMG came up with the right answer for its most demanding provision.

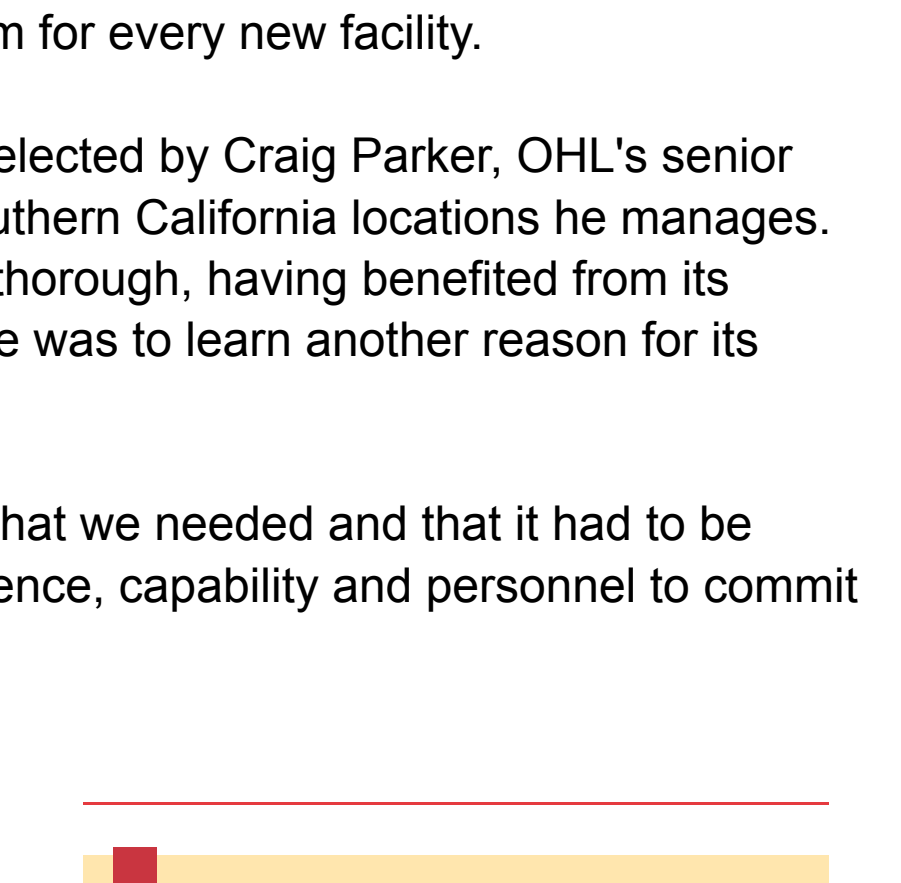
Yes, it was a "yes."

A member of the Transported Asset Protection Association (TAPA), OHL is required to meet several parameters on every building it manages, in order for it to be certified by that group. One of them is to have a sophisticated security system to assure a high level of asset protection against employee and cargo theft. Another is that a minimum of four bids must be submitted to them for every new facility.

JMG is familiar with the process having been selected by Craig Parker, OHL's senior regional loss prevention manager, for other Southern California locations he manages. Parker knows the JMG team is innovative and thorough, having benefited from its remarkable service on many occasions. Now he was to learn another reason for its success...speed.

"When I told the competing system providers what we needed and that it had to be installed in 12 weeks, only JMG had the confidence, capability and personnel to commit to that schedule," Parker noted.

Once the race against the clock was on, Parker liked JMG's battle plan and aggressiveness, which would be put in place to protect the inventory of a large electronics manufacturer. He credited Greg Hanoian for taking the initiative to get TAPA's standards and work them into the CCTV integrated system design ahead of time.



JMG has secured the 722,000 square foot OHL facility by committing to short-term time limit.

Every JMG department drew Parker's interest and appreciation. "When you spend one half million dollars with a vendor, you usually have justification to be critical, but that isn't the case with JMG. Over the years we've built a relationship as well as a familiarity as to needs and capability and JMG just never disappoints."

The legend grows. Parker said JMG fulfilled its commitment to be ready on time, "which really made me look good," he confided.

While JMG's readiness to commit to a short time frame on this occasion proved to be a deal maker, it has been Parker's choice for other reasons over the years. "I've always liked JMG's service and their bids are always competitive."

JMG's commitment to timeliness did not end with the installation. "We always receive a speedy follow up to our requests," Parker added, "especially from the data department. Laurie (Arias-Tull, data entry) understands the importance of quickly eliminating access for personnel who leave our employ and always provides it, even on a Friday afternoon at closing."

Craig Loyd, JMG's vice president of operations, selected the Genetec software for the Rialto distribution center as it met the standards for capability from TAPA and it could be operational within the deadline. More on this leading Video Management Software (VMS) and access control system is offered in a following article.

DID YOU KNOW?

...that cameras can only recognize IR light when in black and white mode?

Growth Continues as Focus Rewarded

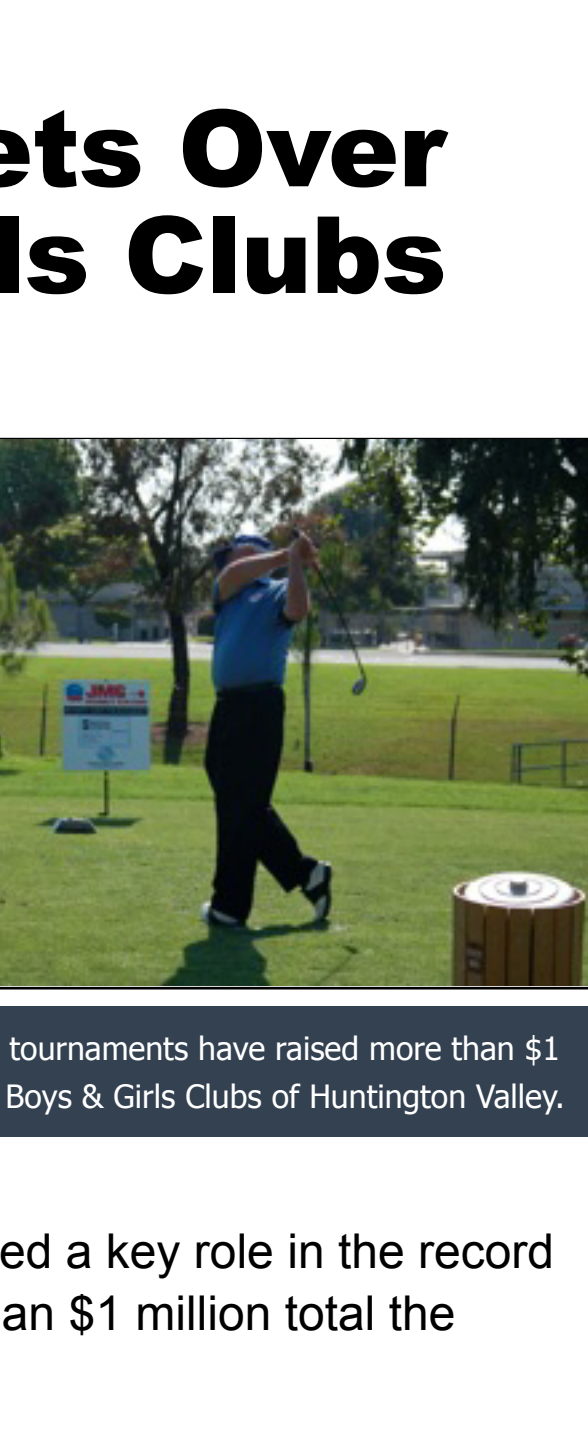
by Ken Jacobs, CEO

JMG's focus on service has allowed our sales agents to represent the company in seven Southern California counties with uncommon confidence. As our brand grows in these business communities, Mike and I continue to invest in providing support for their efforts.

The completion of our Command Center is just the most visible example. Visitors, who are in charge of security at their buildings, find the working demonstrations of CCTV hardware and software provided here are beneficial, if not crucial, to helping them keep pace with technological advances. We know of no other facility of its kind.

Behind the scenes we launched a mentor program whereby our senior sales agents train the next generation of JMG agents. This yearlong activity occurs in the classroom and the field to introduce, then reinforce, the JMG way to secure Southern California. Our first two graduates, Blake Bender and Jason Darby, are now in their respective territories in Los Angeles and San Diego.

Our community outreach goes far beyond a sales presence, however. We continue to be proactive in sponsoring equipment and educational events in Southern California. Our 19th Annual JMG Golf Tournament in May netted more than \$80,000 for the Boys & Girls Clubs of Huntington Valley. Details are provided in the story below. With your continued support our milestone 20th next year should raise the bar even higher.

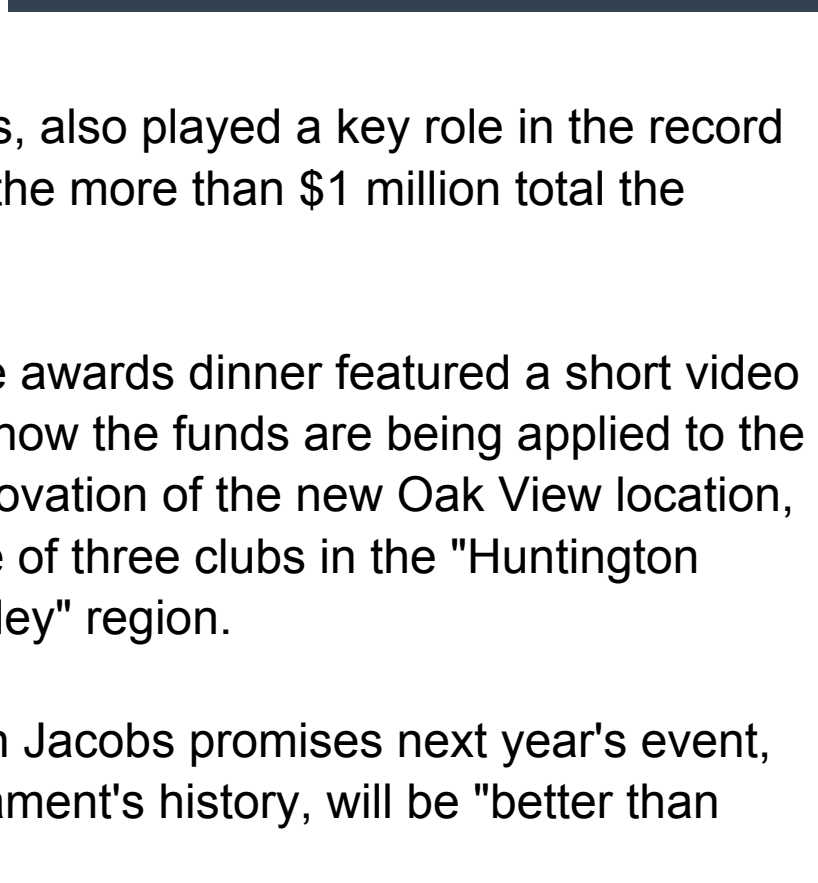


JMG Tournament Nets Over \$80K for Boys & Girls Clubs

JMG's 19th Annual Golf Tournament, benefiting the Boys & Girls Club of Huntington Valley, drew a field of 243 players and generated its highest donation to date, \$81,950.

Held at 36-hole Mile Square Golf Course on May 14, the "sold-out" event had the highest number of sponsors in its history, led by the tournament host Pacific Premier Bank, headquartered in Irvine.

The five platinum sponsors, Bosch, The Finn Foundation, CPS Insurance, Distribution Alternatives and NMC, along with six gold sponsors, also played a key role in the record amount of money raised. Their generosity adds to the more than \$1 million total the tournament has raised since 1996.



JMG's 19 prior tournaments have raised more than \$1 million for the Boys & Girls Clubs of Huntington Valley.

DID YOU KNOW?

...many cities require video verification before dispatching the police on burglary alarms?

The awards dinner featured a short video on how the funds are being applied to the renovation of the new Oak Union location, one of three clubs in the "Huntington Valley" region.

Ken Jacobs promises next year's event, which reaches an important milestone in the tournament's history, will be "better than ever."

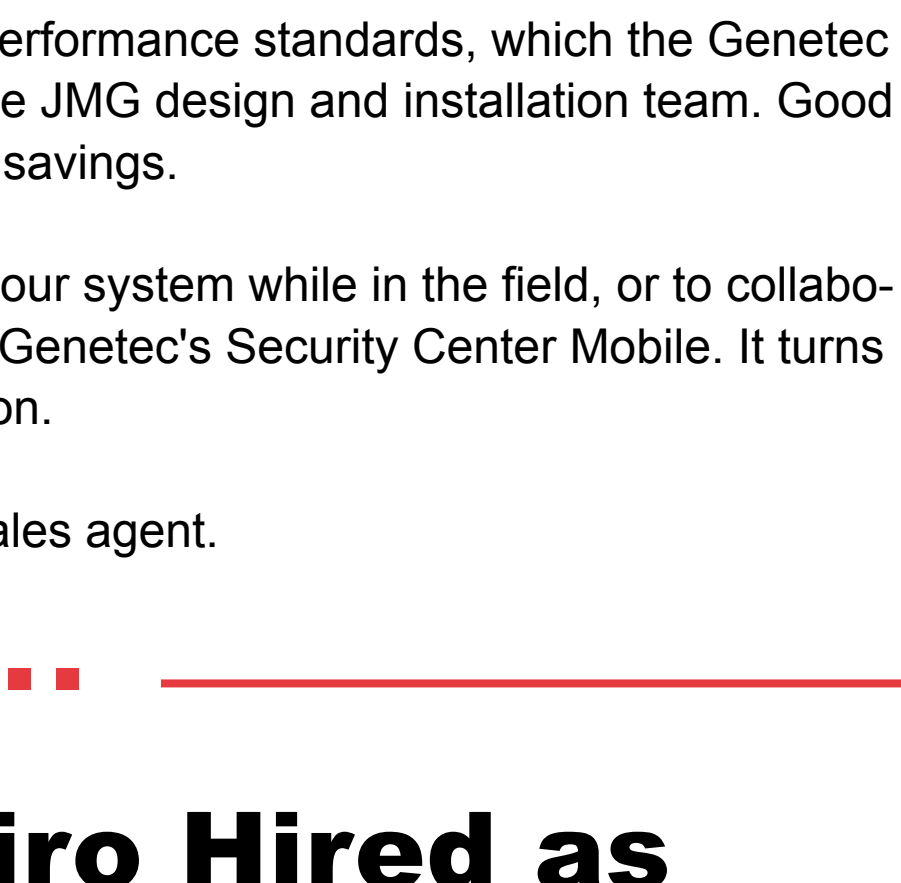
"We're already in the planning stages to make our 20th tournament special in terms of what we do for our players and sponsors and what we can generate for the Club," he vowed.

Why Genetec, Why Now?

Genetec's popular security management system was recently put to the test by JMG integrators and found to be among the finest in the industry for several reasons.

Craig Loyd, V.P. of Operations for JMG, specified Genetec when bidding for the 722,000 s.f. warehouse and distribution center managed by OHL in Rialto. He selected the system for its capabilities, operational features and field support provided by the company.

Foremost, the software offers a single platform for integrating a number of systems including access control, LPR (license plate recognition), CCTV and burglary alarms. Featuring a single graphical user interface, just one security officer can view, monitor and control all the various systems installed from a single location.



Craig Parker of OHL uses the Genetec software to assure a high level of asset protection against employee and cargo theft.

Genetec systems also evolve. It allows users the freedom to grow their system, as well as integrate with preferred third-party technology as needed.

The OHL installation had a strict timeline and performance standards, which the Genetec factory rep facilitated by working closely with the JMG design and installation team. Good communication always results in time and cost savings.

Also, should you need to stay connected with your system while in the field, or to collaborate with operators at a workstation, ask about Genetec's Security Center Mobile. It turns your smartphone into a mobile monitoring station.

For additional information, contact your JMG sales agent.

Randie Shapiro Hired as Marketing Director

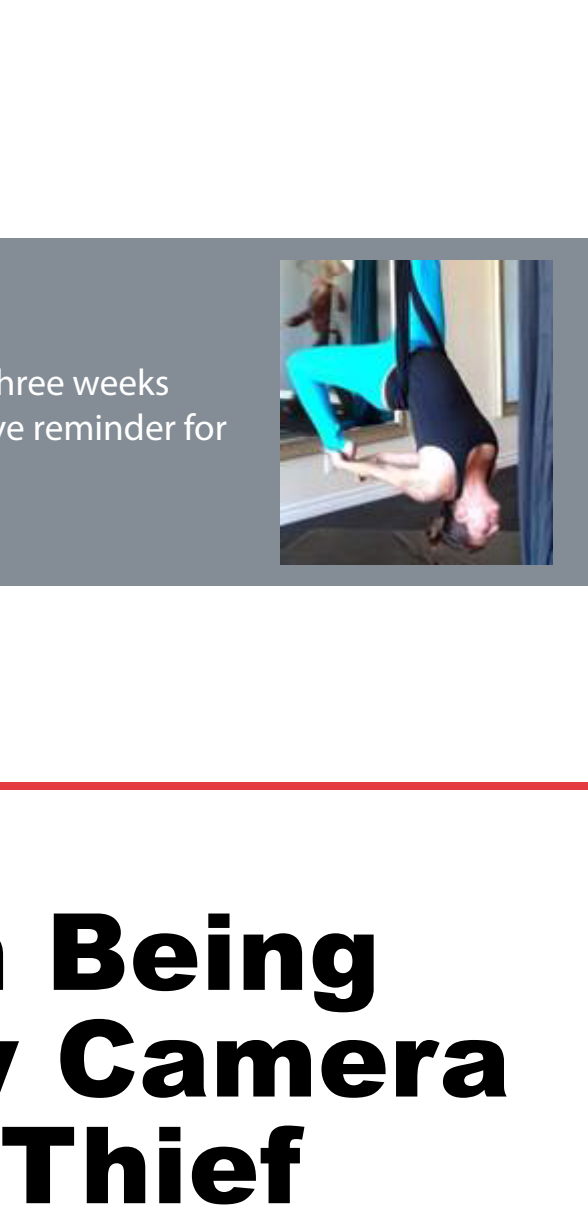
Randie Shapiro has joined JMG as director of marketing. She brings extensive experience in building brand recognition through integrated marketing programs for several high-tech companies including Avaya, Symantec and Cisco.

"Randie will have a broad range as we look for her to drive marketing programs that increase our visibility, brand awareness, customer retention and sales," says VP of Sales & Marketing, Gil Ledesma.

That role will include eliciting customer feedback, which will be used to update JMG's website content and produce informative webinars and various educational programs.

Most recently Randie was the lead B2B marketing strategist at D-Link Systems, Inc., a worldwide leader in networking solutions in Fountain Valley. An innovative marketing professional, she will be using digital and traditional marketing to enhance JMG's branding, demand generation and multi-channel marketing.

Welcome Randie and look for her email asking for your input!



Pete Jacobs provides checklist for JMG as well as client companies.

DID YOU KNOW?

...that during the recent Southern CA heat wave: Santa Barbara hasn't seen this kind of heat since 1959, Camarillo-1971 and Laguna Beach since 2000?

Had the JMG camera not been in perfect position to protect the rear entry of its offices, the crime, which could have been more serious, would not have been resolved so favorably.