

## JMG Performing Daily at Irvine Barclay Theatre

Although there are almost 175 performing arts events scheduled at Irvine Barclay Theatre each year, JMG is on stage there for all 365 days. With a capacity of just over 750 seats, the Barclay attracts much smaller crowds than Honda Center, Angel Stadium and Sea World that JMG also secures, but their security concerns really differ only in scale.

Yet JMG's experience with attractions isn't what resonated with Gary Payne, its Chief Operating and Finance Officer. "I was aware of those clients but I thought of them in terms of being quality organizations that would demand quality work; and they all had long-term relationships with JMG. That's what really impressed me," he reasoned.

Mr. Payne's other consideration was just as practical. He initiated contact with JMG, advising Monica Esqueda and Gil Ledesma that it was among other security system providers invited to submit bids to secure the Barclay building. "In evaluating all the candidates, JMG's pricing, for all that it was offering, made it the logical choice," Mr. Payne added.

Naturally, Mr. Payne is interested in performance and is quick to give JMG a positive review.

From the outset, he noted, there was a comfort level with the JMG team that the competitors didn't match. "I just felt JMG had quality people, knowledge and equipment. They understood what was needed and how to get it done."

Ms. Esqueda, for example, reports that JMG project manager Brian Almasi inspected throughout the building to ensure the installation team could perform as promised. JMG was also the only bidder that proposed smart phone access to the systems installed. The JMG alarm system designed for the Theatre can be armed and disarmed from Mr. Payne's smart phone, which can also monitor the CCTV feed.

JMG's service also goes beyond highly technical installation and maintenance strategies. "JMG was ready with an easy and efficient solution when our internet service went down one day," Mr. Payne added. "The service techs placed our security systems on 'test mode' until we were back online. From day one, everyone in every department we deal with at JMG understood our needs and put us first."

## Furniture Distributor Finds JMG Clearly Delivers on Promise

An office and classroom furniture distributor, Culver-Newlin is a company with more than fifty years' experience in meeting the needs of Southern California businesses and school districts. Operating from 27,000 square feet of space in two adjoining buildings in Corona, ownership turned to its Logistics Manager, Jose Rivera to expand and upgrade its perimeter security last year.

Since JMG had installed the existing alarm system in Culver-Newlin's offices, Rivera was not only familiar with JMG's capabilities but impressed by their service as well. Yet, when it came time to add to the company's security profile in its offices and distribution center, Rivera chose to invite other security system companies to submit bids and plans along with JMG.

"I felt like I should see what was out there to ensure the best for our company's protection," said Rivera, who had only been with Culver-Newlin for one year at that time.

What he ultimately discovered was that JMG works as a team to provide a lasting and effective solution. What set JMG apart immediately, however, was the Command Center (Demo Room), which put it at a level other vendors couldn't approach.

"I went to JMG's offices on two occasions," Rivera explained. "First, it was to see the company's overall operation. The second time was to see the camera system we wanted in working mode." On that occasion, he witnessed Craig Loyd, JMG V.P. of Operations, demonstrating all the features of the Samsung camera surveillance system and all the ways it would help secure Culver-Newlin property.

"It was very convincing," Rivera explains. "Not only was the JMG team present, but Samsung had a representative at the demonstration to answer any questions as well."

All that remained were the numbers and Rivera felt the JMG bid, provided by Sr. Sales Agent Greg Hanoian, reflected its superiority in system knowledge and service capability, while still being competitive. The installation was equally satisfying. "We had great one-on-one communication throughout the process and the crew was very professional and always left a clean work area."

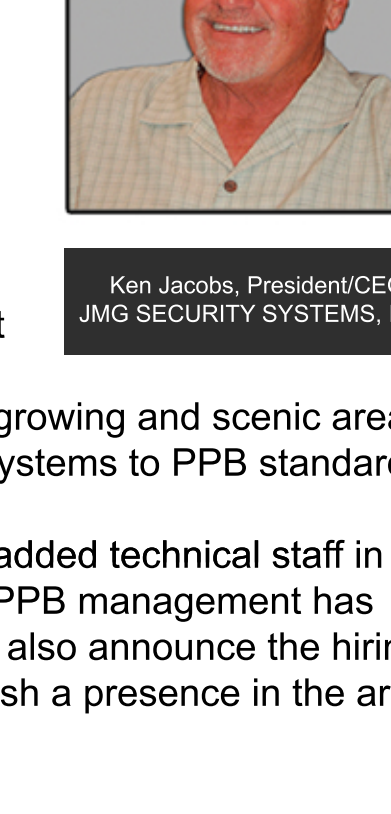
Within six months of installation, the Samsung system was put to the test by intruders who entered the company's truck lot and stole several tires off the vehicles parked overnight. "The cameras were perfectly positioned to catch the perpetrators in the act," Rivera reported "and we were able to provide the police with very clear pictures of the thieves committing their crime."

### JMG FUN FACTS

McKenna Ledesma, the daughter of Gil Ledesma, V.P. of Sales and Marketing for JMG, graduated from the University of San Diego this year with a BBA in Marketing with a minor in Business Administration and with far more memories and accomplishments than most co-eds. While in high school at Bishop Amat, McKenna competed in the 2010 baton-twirling All American Tournament of Champions in Maui, HI, where she was the Major Classic Champion, Solo Twirl Champion, 2 Baton Champion, Show Twirl Champion and X-Sit Champion. In 2012, she performed in the Tournament of Roses Parade.

While in college, she was invited to twirl for the neighboring San Diego State University all four years and was named team captain. During her college career, she participated in four bowl games for the Aztecs performing in Idaho, San Diego, Hawaii and Las Vegas. She also twirled in several halftime shows for the San Diego Chargers.

Wow!



McKenna looks forward to a career in sports marketing.

## Deja Vu All Over Again

by Ken Jacobs, President/CEO  
JMG SECURITY SYSTEMS, INC.

Those of you familiar with JMG's 30-year history know that service has been the linchpin of our growth and success. Adding to our client roster and extending our geographical reach over the years has always been carefully controlled to ensure that service levels would never be compromised in the process.

Sometimes the service is more directly responsible for the growth.

The most recent example is occurring in the Central Coast area of Southern California, where our client Pacific Premier Bank acquired a 12-branch bank last year in this growing and scenic area. JMG is in the finishing stages of upgrading their security systems to PPB standards.

Along with improved systems now in place, we have also added technical staff in the area to ensure our service continues at the high level PPB management has come to rely upon. Within the next few months, we should also announce the hiring of a new Sales Agent for the territory, as we look to establish a presence in the area similar to our operation in San Diego.

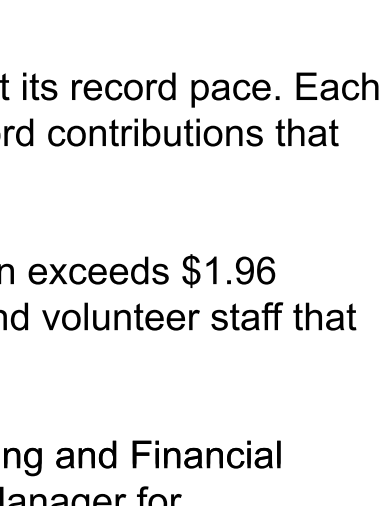
Another important client partnership continues with the Anaheim Angels and Angel Stadium this summer. Throughout the 2017 MLB season, the moving "Military Salute to Heroes" takes place at every Friday and Saturday home game. This poignant tribute acknowledges the sacrifices of a veteran who is attending the game with their family as guests of the Angels and JMG. The Salute has been part of the weekend Angel experience at the stadium since 2014.

Our 22nd Annual Benefit Golf Tournament in May continued at its record pace. Each year the generosity of participants and sponsors leads to record contributions that we have raised for the Huntington Valley Boys & Girls Clubs.

Over the years the total raised for this remarkable organization exceeds \$1.96 million. Thanks again to the 300-plus players, our sponsors and volunteer staff that enabled us to raise almost \$162,000 this year.

My special thanks also goes out to Gary Payne, Chief Operating and Financial Officer at Irvine Barclay Theatre; and Jose Rivera, Logistics Manager for Culver-Newlin, for sharing their positive experiences with the JMG team in this issue of Security Today.

Also, be sure to visit our website: JMGSecurity.com, for all the latest news.



Ken Jacobs, President/CEO  
JMG SECURITY SYSTEMS, INC.

## Beware of Ransomware

By Craig Loyd, V.P. of Operations  
JMG SECURITY SYSTEMS, INC.

Ransomware, an insidious type of encrypting malware that has been making the news lately, can cripple your security system. As you may be aware, ransomware can be placed in your computer system to lock you out of all, or select, company files until you pay the perpetrator hundreds to thousands of dollars to release them. And sometimes that doesn't work.

Cybercriminals made over \$1billion dollars last year, and since they have learned to profit from the attacks, their frequency and severity are sure to continue at an exponential pace.

What can you do?

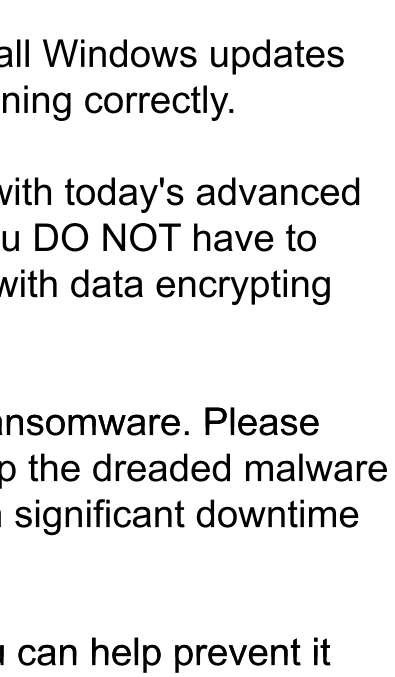
Since most ransomware attacks come in the form of an email attachment, you should not open any you were not expecting, or if the sender is not known to you. You should use the same caution when presented with URL's you don't recognize or come from an unknown sender.

Proactively, you can help protect your system by completing all Windows updates and ensure that your antivirus solution is updated and functioning correctly.

Also, pass the word. All employees need to understand that with today's advanced ransomware techniques, you only have to visit a website - You DO NOT have to click anything on the website - to infect a company's system with data encrypting ransomware.

As a client of JMG, you are our first line of defense against ransomware. Please follow the best practices mentioned above to ensure you keep the dreaded malware off your security infrastructure. Failure to do so could result in significant downtime and cost to your organization.

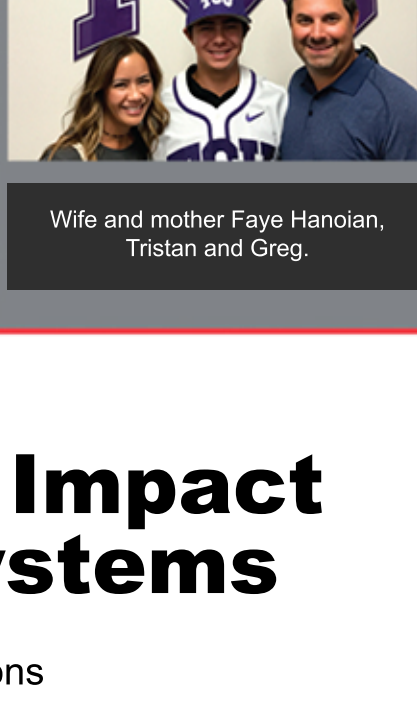
If you have further questions about ransomware and how you can help prevent it from infecting your network, just contact: techsupport@jmgsecurity.com or call our tech support team at 714-545-8882.



Craig Loyd, V.P. of Operations  
JMG SECURITY SYSTEMS, INC.

### JMG FUN FACTS

JMG Sr. Sales Agent Greg Hanoian was All-Orange County in baseball for Fountain Valley High School, which won back-to-back CIF Championship titles in 1995. Greg went to U.S.C. on a scholarship, where he played for the national championship team in 1998. His son Tristan was named to the All-Orange County team this summer while playing for Orange Lutheran. Tristan received a scholarship to Texas Christian University in Ft. Worth, TX, where he hopes to garner a national championship as well.



Wife and mother Faye Hanoian,  
Tristan and Greg.

## Summer Heat Can Impact Some Security Systems

By Pete Jacobs, V.P. of Operations  
JMG SECURITY SYSTEMS

August and September heat waves can play havoc on important elements of your security system. For example, it's not uncommon for a building to have a power outage this time of year, so you should have a back-up battery in place to keep your electric doors locked or unlocked, as designed.

Battery life is typically five years, but stressful applications can shorten their lifespan. If uncertain about the batteries on your system, contact JMG's service department at service@jmgsecurity.com and we'll schedule a technician to do a preventative maintenance inspection on your system(s).

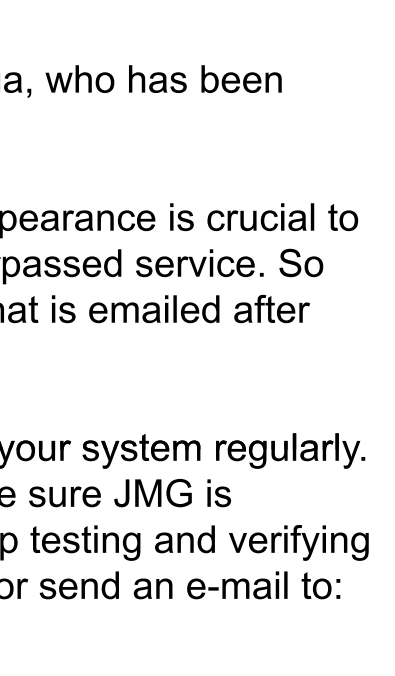
PC's and servers can also be affected by heat. For maximum reliability and operation, they should be located where there is adequate air conditioning and circulation.

Congratulations go out to our service technician Bobby Ortega, who has been promoted to the technical support team.

Hearing from you about our technicians' performance and appearance is crucial to their continued training and our commitment to provide unsurpassed service. So please take a moment to answer the three-question survey that is emailed after every service call.

I also want to remind you of the need and importance to test your system regularly. In addition to hearing the alarm on-site, it is important to make sure JMG is receiving the alarm signals from your system. If you need help testing and verifying signals, please call our service department at 800-900-4564 or send an e-mail to: service@jmgsecurity.com.

Thank you for choosing JMG, we appreciate you!



Pete Jacobs, V.P. of Operations  
JMG SECURITY SYSTEMS, INC.

## June Seminar Promoted Benefits of Cloud Technology

Adapting to cloud-based goods and services from the familiar web-based platforms should be a breeze according to Frank Martinez, who was the expert presenter at the June 28 JMG seminar in JMG's Conference Center.

Senior Regional Sales Manager for Brivo, the industry leader in cloud-based access control systems, Martinez drove home the superiority of cloud-based software. As confirmation, he cited a Forbes magazine article, published in April, reporting that within 15 months, 80% of IT budgets will be spent on cloud solutions like Brivo's, which are available through JMG.

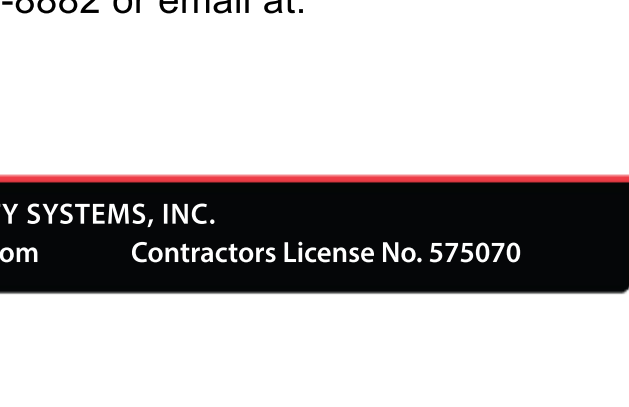
Seminar attendees learned that the benefits of the Cloud are evident from just about every angle, including saving on security system costs in many ways. Most notably, cloud-based systems provide unlimited data back-up and system redundancy, thereby eliminating the expense associated with a roomful of servers.

Actually, the concept is not new. Cloud-based technology has been the backbone of such successful technological giants as Google, Amazon and Netflix. They have the numbers in dollars and elite personnel on their side to create, update and protect their software from the destructive cyber criminals; and Brivo provides the same technology and protection.

Full details on the technology or Brivo's system are available from your JMG representative.

The JMG Seminar Series continues on August 16th with Security Technology Day, featuring the latest information from Boon Edam, Brivo, ExacqVision, and Samsung; and on October 18th, a presentation on transitioning from Ready-Key PRO Software to its replacement software.

There is no charge or obligation to attend the seminars, which run from 10 a.m. to 2 p.m. with lunch included. Reservations are advised and can be obtained by contacting Jill Vennemeyer by phone: 714 545-8882 or email at: jvennemeyer@jmgsecurity.com.



Frank Martinez gave an expert presentation on  
Cloud technology at JMG's first seminar of 2017.