

# Press Release

*For Immediate Release*



## Media Contact:

Michelle Sepanski  
Director of Marketing  
+1 631.952.2288  
msepanski@vicon-security.com

## Vicon Announces Addition of New Manufacturing Rep Firm

### *GP Marketing Expansion Reflects Vicon's Sales Commitment to Pacific NW Region*

Hauppauge, NY: (January 14, 2015) Vicon Industries, Inc. (VII: NYSE-MKT) ("Vicon"), trusted designer and producer of video security systems and high-performance IP cameras, continues to expand its U.S. presence with the addition of GP Marketing. They will cover Oregon, Washington, Alaska, Idaho and Montana. This additional sales resource emphasizes Vicon's commitment to developing strong partnerships and providing local sales support.

This appointment signals a further strengthening of Vicon's sales presence nationwide in response to strong demand for Vicon's security solutions. The program expands Vicon's sales channel beyond Vicon's Regional Sales Representatives, providing more opportunities to collaborate and reach customers looking for video security solutions and customer insights. To date, Vicon has signed nine manufacturer's representative firms across the United States and Canada.

### About GP Marketing

GP Marketing has been in the "Security Systems" market as a manufacturer's rep for 18 years in the Pacific NW. Sales Rep Gary Ponto welcomes Vicon; "We are a technical sales organization that is focused on synergistic selling of "Systems" to meet the customer's needs. I believe our experience over the past 18 years in the electronic security market will match up well with the product offerings from Vicon. We are very pleased to be a part of the Vicon Family. Vicon has been a recognizable name in the industry for decades. With the addition of IP cameras to their product offering, this will open up new markets for Vicon sales."

He further elaborates, "I appreciate the fact that Vicon is a "systems solution" company and can provide one stop shopping for their customers. The addition of an integrated access control system just makes Vicon that much more attractive to the system integrator and distributors that would like to work with one vendor, one technical support team to deploy a robust security solution to their customers. We can support analog, IP, or hybrid system deployments, giving us a wide range of markets to address."

Vicon's Sr. VP of Sales & Marketing Bret McGowan comments, " We are excited to add GP Marketing and their seasoned team of sales professionals to the Vicon Team ecosystem. Their dedication to strong customer support has been key to their success and we are looking forward to working together to strengthen partnerships in the region."

For more information about GP please visit their website at [www.gpmkt.com](http://www.gpmkt.com).

*For 48 years, Vicon has been an experienced designer and manufacturer of video management software, high-performance megapixel IP cameras, video storage solutions and access control systems and is unrivaled in its experience in the surveillance market. Vicon combines a complete security solution with a vast team-ecosystem of business and technology partners to bring the most comprehensive security solution in the market. For more information about Vicon, which is publicly traded on the New York Stock Exchange under the symbol "VII", please visit: [www.vicon-security.com](http://www.vicon-security.com)*