

# Press Release

*For Immediate Release*



## Media Contact:

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

## Vicon Announces Partnership with Structured Innovations

### *Addition of Manufacturers' Representative Strengthens Presence in Great Lakes Region*

Hauppauge, NY: (February 18, 2016) 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 Structure Innovations. They will cover the Ohio, Kentucky, Michigan, Indiana, West Virginia, and Western Pennsylvania. 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 manufacturers' representative firms across the United States and Canada.

### About Structured Innovations

Structured Innovations (SI) is the leading manufacturers' representative in the Great Lakes Region. SI has been selling into the data communications industry for 15 years. Russ Butch, President of Structured Innovations, said: "We are very excited to be representing Vicon Industries. Vicon is a great fit to our growth plans for 2016 and beyond. We see the security industry continuing to converge with data communications, as more devices go through the IP infrastructure. I believe that our mutual strengths will allow both companies to excel now and in the future."

Vicon's Sr. VP of Sales & Marketing Bret McGowan comments, "We are excited to show our continued commitment to strong partnerships and local support with the addition of SI and their seasoned team of sales professionals. The Vicon team ecosystem benefits from this expansion, due to SI's experience, solutions-orientation, and of course, strong customer support. We are looking forward to working together to further partnerships in the region."

For more information about SI, please visit their website at [www.sireps.com](http://www.sireps.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)*