

# Press Release

*For Immediate Release*



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## Vicon Announces Partnership with Coaxial

### *Addition of Manufacturers' Representative Strengthens Presence in Florida and Caribbean*

Hauppauge, NY: (May 10, 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. sales presence with the addition of Coaxial Systems Associates (Coaxial), a manufacturers' representative firm covering the state of Florida and the Caribbean. 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.

### About Coaxial

Coaxial is a full service manufacturers' representative company founded in 1980. They offer high quality products and provide expert technical support to their network of system integrators, IT VAR's, dealers and distributors. With over 100 years of combined experience in the security industry, Coaxial is fully staffed to offers turnkey solutions for all equipment and technical support needs.

Coaxial CEO Bill Alexander comments on Vicon; "Coaxial is very excited about our new partnership with Vicon, one of the founding members of our industry. We are very optimistic about the direction of both the company and products and look forward to a long and prosperous relationship."

"The Vicon team ecosystem benefits from this expansion, due to Coaxial's breadth of experience, solutions-orientation, and of course, strong customer support. We look forward to the local support with the addition of seasoned team of sales professionals and towards working together to further partnerships in Florida." Vicon's Sr. VP of Sales & Marketing Bret McGowan comments.

For more information about Coaxial please visit their website at <http://www.coaxialsystems.com/> or by contacting one their [sales representatives](#).

*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)*