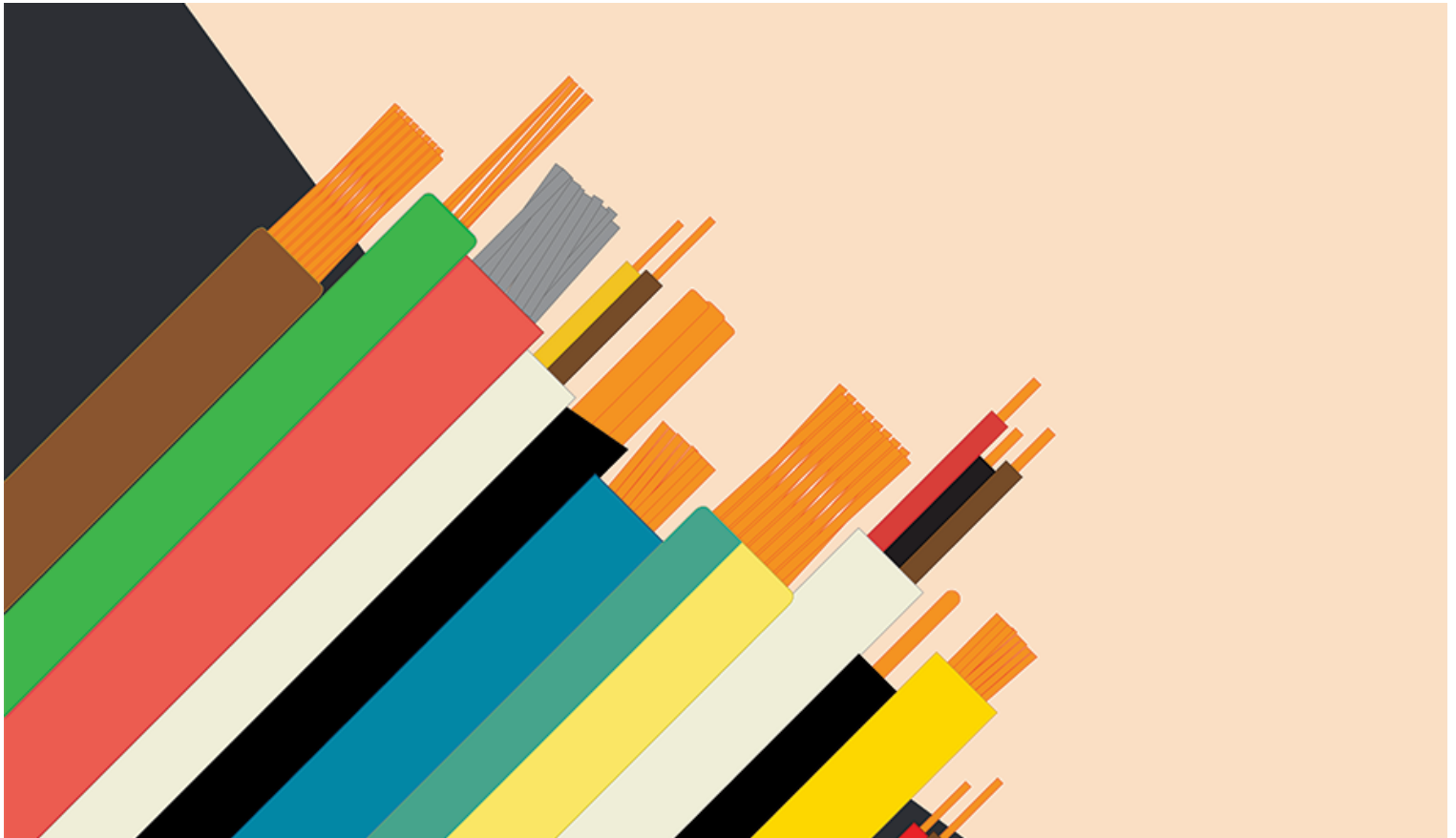


## Surge protection for security installations: 2017 saw increased investment

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In 2017, DITEK saw how power surges from the many natural disasters that took place damaged many businesses. In a natural disaster, or even everyday business operations, a facility's entire investment in security, life safety and surveillance systems technology can be disabled or rendered useless in a few seconds. Surge protection solutions can mitigate those risks and protect security investments.

### Proactive approach to risk mitigation

Throughout 2017, we also witnessed a change in how enterprises view surge protection, which included how investments are being made in surge protection to protect valuable security, life safety

and surveillance systems, while also reducing downtime, manpower costs, liability vulnerabilities, and possibly compliance issues that can force businesses to actually cease operations.

Effective security management is about mitigating risks. But risks cannot be mitigated without a proactive approach. Enterprises and integrators, who take the time to assess risk and to develop a strategy to incorporate effective detection, deter and response criteria to protect physical assets will be successful in 2018.

## 2018 and beyond

That strategy includes designing surge protection into new security systems, while also adding surge protection to existing systems. Enterprises and security integrators who implement a surge protection strategy during security planning processes – or after – will be exercising prevention and mitigation, and they will be successful in 2018 and beyond.

In 2017, Ditek continued to offer security end users a solid surge protection solution. We also successfully educated system integrators, who are seeking value-added products or services to incorporate into their portfolios, on the importance of surge protection devices.

## Educating security integrators

We believe that surge protection devices have an untapped potential for enterprise video surveillance and security systems, because they can and do meet safety and security challenges that have been rarely identified in the past. We are looking forward to 2018, when we will continue to develop new surge protection products – including a new product engineered to protect up to twelve individual fuel dispensers, which is critical to the financial operation of convenience stores.

We will also continue to educate security integrators about the importance of including surge protection in the design/build RFP, to not only secure an enterprise's valuable security equipment, but also to help integrators to differentiate their capabilities and knowledge from the competition.

## Author Profile



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