

## Mayflex runs competition to increase customer base for its IP based electronic security products

Published on 8 Jul 2013



Richard Parnell of Total Security Protection based in Watford won the competition

Mayflex, the cabling infrastructure, networking and electronic security solutions distributor, ran a competition from 1st February to 30th April to encourage customers, particularly those new to IP Security from Mayflex, to place orders for their range of IP based electronic security products, with the winner receiving a 3D HD bundle.

Mayflex is at the forefront of the distribution of innovative IP-based Electronic Security Solutions, with a focus on product performance and customer support. Mayflex offer an extensive portfolio from some of the best manufacturers in the industry including: ACTi, Agent Vi,

Avigilon, AXIS, Bosch, Fluidmesh, Illuminar, LevelOne, Milestone, MOBOTIX, Overland, Panasonic, Paxton, QNAP, Raytec, Razberi, UTC and Veracity.

The winner of the competition was Richard Parnell of Total Security Protection based in Watford. Commenting on the win Richard said 'We started working with Mayflex back in 2012 and we have seen a significant increase in business in the last 6 months, particularly in IP Security. Our experience of working with Mayflex has been extremely positive and we've received great service and support so far which has helped us to deliver that same experience to our own customer base.'

Richard concluded 'I'd be more than happy to recommend Mayflex, they've got a good range of products to choose from, a team of staff that know what they're talking

about, generally the products are in stock and when we order and we get the products delivered free of charge the next day.'

Commenting on the promotion Gary Harmer, Mayflex Director of Sales for Electronic Security said 'We are continually building our portfolio of IP Security products and the competition was a good way of helping to get that message across to a number of customers, particularly those that haven't dealt with us on IP Security.'

Gary concluded 'Together with our vendor partners we really are leading the way in IP Security and working with installers to provide a complete solution, offering them a choice of product and functionality to fit their specific budgets and operational requirements.'