

# IQinVision

## **PHOTO AVAILABLE: Ramon Grado Assumes IQinVision EMEA Leadership**

*Industry veteran takes up post along with several other key staff additions*

For Immediate Release

SAN JUAN CAPISTRANO, Calif./EWorldWire/Feb. 17, 2009 --- IQinVision ('<http://www.iqeye.com>'), market leader in high-performance megapixel IP security cameras, intelligent network cameras, and IP video recording systems, today announced that Ramon Grado has assumed the position of Managing Director for IQinVision's operations in Europe, the Middle East and Africa. Along with Grado, the company continues to grow and solidify the ranks of sales and operations staff with six additional appointments.

Ramon Grado, CPP, comes to IQinVision with over 25 years of experience in multinational corporation sales, sales management, and general management. Prior to his work in the electronic security field, Grado worked as an expatriate executive for start-up firms in South America, Central America, and Eastern Europe. He then worked for TYCO Safety Products and, in 2005, joined Integral Technologies Inc. rising to Director of International Business Development for digital video management systems and access control. With the merger of Integral and Pelco, Grado became Director of Global Business Development, where he was responsible for exploiting synergies between Pelco and the Schneider Electric field organization.

Another significant addition to IQinVision's expanding global management team, Richard Chow joins the company in the new position of Operations Manager, located in Hong Kong. Chow comes from Schneider Electric, where he was the Regional Purchasing Manager. He brings over 20 years experience at major companies such as Hewlett Packard, AT&T, Lucent, and Honeywell working in diverse markets including Hong Kong, China, Taiwan, Korea, Japan, Singapore, Malaysia, India, Indonesia, Vietnam, and Australia.

IQinVision's sales team continues to grow with Wade Norman, now Director of Sales for the East Region. He is responsible for the sales effort in the eastern half of North America. Norman has over 20 years of security sales and integration experience, most recently with Stanley Security Solutions. He is based in Houston.

Austin Barbee brings over 12 years of security systems integration experience to his new role as Regional Sales Manager for the Pacific Northwest Region. Formerly an Account Executive for Entrance Controls Inc. and a Sales Executive for RFI Communications. Barbee is based in Seattle.

Specializing in public facility security and law enforcement surveillance projects, Dwayne Healy brings 10 years of municipal market expertise to his position as Western Regional Sales Manager. Prior to IQinVision, he served as the Security Technology Administrator for the City of Los Angeles and then was assigned to the Los Angeles Police Department (LAPD) Office of Operations where he worked to evaluate public safety technologies and design video projects for the LAPD.

Eric Adams joins IQinVision as the Midwest Regional Sales Manager, based in Indianapolis. Adams has 15 years of technical sales experience in the Medical Device industry, working for both industry leaders and start-up technology companies.

Patrick Cooke began his security career in a sales position within the national integration firm NetVersant Solutions. He soon moved up to National Accounts Sales Director managing numerous strategic accounts. Cooke assumes sales leadership in the South Central United States as Regional Sales Manager, based in Austin, Texas.

Peter DeAngelis, IQinVision President and CEO, said, "Along with strengthening our North American sales

team and adding Wade's expertise, we have signalled a significant commitment to international expansion with Ramon and Richard's appointments. Even in challenging times, we continue to expand, increase market share, and innovate IP security camera systems that delight our end-users and integrators."

#### About IQinVision

IQinVision is the world leader in megapixel IP video. Since 1998, IQinVision has been designing, manufacturing and marketing the IQeye family of high-performance network cameras, intelligent cameras, and network video recording (NVR) systems. Committed to leading the industry with highly-valued products and customer service, IQinVision was first to market with HDTV and megapixel cameras and has received numerous awards from Frost & Sullivan, ST&D, Detektor, IIPSEC, and others. IQeye megapixel network security camera systems are renowned for image quality, stability, and reliability in the most demanding network conditions and environments.

The IQeye acts as a stand-alone NVR or integrates with third-party NVR and video analytics software for enterprise-wide deployments. IQinVision products are available as IQeye-brand, private-labeled, or OEM models, and have been widely deployed for use in city center surveillance, property management security, campus safety systems, retail security, casino surveillance, government, transportation, and a number of other vertical market applications. IQinVision is a privately-held corporation headquartered in San Juan Capistrano, Calif., with regional offices in Lancaster, Pa., and Utrecht, Netherlands. For more information, visit '<http://www.iqeye.com>'.

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#### SOURCE: IQinVision

**AVAILABLE MEDIA:** Photo: Ramon Grado, IQinVision EMEA Managing Director (size: 42.0 k)  
Grado headshot  
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