

# Company Profile



## Powerful, Early Warning Life Safety and Security Solutions

Xtralis is the leading global provider of powerful solutions for the early detection of fire, gas and security threats. Our technologies prevent disasters by giving users time to respond before life, critical infrastructure or business continuity is compromised. We protect more than 40,000 customer sites in 100 countries, including billions in assets belonging to the world's top governments and businesses. With more than 25 years of experience and 110+ innovations in our technology portfolio, we lead the market in very early smoke detection, perimeter protection, video surveillance, IP access control and traffic detection. Our powerful, early threat-detection solutions deliver unparalleled protection and situational awareness for our global, blue-chip customers.

Year founded: 1984

Number of employees: 400

Number of customers: 40,000+ customer sites

Operational theaters: Americas, Asia Pacific and EMEA (Europe, Middle East and Africa)

Partners: 400+ certified in 100+ countries

Vertical market expertise: Cultural/heritage, data/telecom, government, high-tech manufacturing, industrial/manufacturing, retail, transportation, warehousing and utilities

Chief Executive Officer: Samir Samhouri

## Industry Innovations

- Pioneer and leading manufacturer of aspirating smoke detection (ASD) systems
- World's first video motion detection technologies
- First to enable powerful IP communications across all security platforms
- First scalable IP access control solution using Power over Ethernet
- First to use Cold Disc Technology™ for unlimited video storage and more than a 50% reduction in power consumption over traditional DVRs

## Global Customer Base

The world's top governments and businesses rely on Xtralis to protect their personnel, critical infrastructure and high-value assets or irreplaceable landmarks. Customers include AT&T, BMW, ING, Jack Daniel's, McDonald's, Microsoft, NASA, Royal Bank of Scotland, Samsung, T-Mobile and Volkswagen.

## Market Leadership

- Maker of VESDA – the world's No. 1 ASD brand
- 200 Fortune 500 customers
- 350,000+ very early warning smoke detection systems deployed worldwide
- 80% of global semiconductor manufacturers and telecommunications providers

- 45,000+ customer sites and 400 central monitoring stations worldwide with end-to-end security solutions

### **Solutions**

- VESDA<sup>®</sup> by Xtralis<sup>™</sup> – Aspirating smoke detection (ASD)
- VESDA ECO<sup>™</sup> by Xtralis<sup>™</sup> – ASD plus gas detection and environmental monitoring
- ICAM<sup>™</sup> by Xtralis<sup>™</sup> – Flexible fire protection
- ICAM ECO<sup>™</sup> by Xtralis<sup>™</sup> – ASD plus gas detection and environmental monitoring
- ADPRO<sup>®</sup> by Xtralis<sup>™</sup> – Perimeter protection and enterprise IP security
- ASIM<sup>™</sup> by Xtralis<sup>™</sup> – Traffic detection

### **Key Locations**

- Amman, Jordan – Middle East Regional Office
- Brussels, Belgium – Security Applications Business Unit Headquarters
- Hemel Hempstead, England – EMEA Regional Office
- Hong Kong, China – Asia Pacific Regional Office
- Melbourne, Australia – Fire and Environmental Business Unit Headquarters
- Norwell, Massachusetts – Americas Regional Office