



**BEST SECURITY INDUSTRIES**

Leader in EAS and Video Solutions Since 1987

## **BSI Awarded Axis Communications' 2016 Retail Partner of the Year for the Second Year in a Row**

*BSI has achieved consecutive Retail Partner of the Year award presented at the annual ACCC event*

**Delray Beach, Florida – December 8, 2016** – Best Security Industries (BSI), a premiere provider of certified, pre-owned and private label electronic article surveillance (EAS) systems and custom video solutions, today announced that it was named 2016 Retail Partner of the Year by Axis Communications at its 11<sup>th</sup> annual Axis Connect & Converge Conference (ACCC) held in Tucson, Arizona. This is the second consecutive year that BSI was recognized for this prestigious award. Axis, the global leader in network video, presented these annual awards to top channel, software and technology partners.

“Winning this award in back-to-back years stands as a testament to our commitment to our customers and partners to providing state-of-the-art video solutions,” stated Matt Sack, BSI’s CEO. “Working with great companies like Axis allows us to deliver custom IP-based video solutions designed specifically for each individual retailer. This has allowed us to continue to grow this important part of our business.”

The event hosted more than 400 attendees from various application development partners, technology partners and integrators serving a variety of vertical markets including retail, government, transportation, and education among others. The conference was designed to inform its various partners on new products and solutions, provide feedback for future and existing products and offers in-depth training and hands-on experience with Axis products. An important part of the program was also to pay tribute to and recognize those companies who have shown a proven track record of success in design, selling and implementing new solutions based on Axis products.

“On behalf of Axis Communications, I’d like to congratulate BSI on receiving this award for the second time. It truly shows their commitment and dedication to creating a smarter, safer world,” said Larry Newman, senior director of sales, Axis Communications, Inc. “It is an honor to bring together the top companies in our industry at ACCC and recognize those strong relationships and shared sense of leadership in providing innovative security and business solutions.”

BSI specializes in analog-to-IP phased migrations as well as design and installation of new, high-definition IP solutions, advanced analytics, cloud-based services and open architecture platforms. The company works with its customers to get a clear understanding of their unique challenges, using the ask, listen and execute philosophy, in order to design a cost effective video solution that provides real value. Being recognized for the second consecutive year as Retail Partner, points to BSI’s strong reputation of engineering highly effective video solutions for many of North America’s leading retailers.

## **About Axis**

Axis works with 75,000 partners across 179 countries at every stage, from distribution to installation, to offer end customers the best solutions for their specific needs. Axis' partner network includes the Channel Partner Program, the Application Development Partner (ADP) Program, the Architecture and Engineering (A&E) Program and the Technology Partner Program. For more information about Axis partners, visit <http://www.axis.com/us/en/partners>.

## **About BSI**

Best Security Industries (BSI) is the premiere EAS reseller providing hard-to-find legacy solutions through its Certified, Pre-owned systems and components. The company is now the largest independent distributor of EAS Systems, hard tags, labels and accessories. The company also offers a full suite of analog and IP-based video systems and advanced analytics. For more information visit [www.bsi-eas.com](http://www.bsi-eas.com)

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