

Upcoming Event

Central Ontario Regional Council Meeting **How to Generate Recurring Revenue (RMR)** Thursday, March 28, 2019

The focus of the panel is to provide insight on the creation of recurring revenue streams for your business; tackling objections and qualifying customer needs.

As our industry expands more and more into security as a service model, our members are looking for support in understanding how to position their businesses to better utilize these options. We are planning to have such topics as Cyber Security as a service, Managed Access Control and Monitored Video as the main topics to be discussed.

Location:

Homewood Suites & Hampton by Hilton
Meeting Room - Toronto "B"
5515 Eglinton Avenue West
Toronto, Ontario M9C 5K5

Time: 7:30 a.m.-10 a.m.

Agenda:

7:30 a.m. Registration and breakfast
8 a.m. Featured presentation

Cost: Members: Free, Non-members: \$20 (plus tax)

Registration: Visit "Upcoming Events" at www.canasa.org
Pre-registration required. Deadline for registration is Thursday, March 21, 2019.

All payments must be made prior to the event. Refunds will only be granted up to one week prior to the event.

For more information:

Rishad Alam
Meeting and Event Planner
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Thank you to our sponsors:



Guest Speakers



SPEAKER 1: Cyber Security
Terence Kilgore, Partner, Zerobit

Terence is a Security Planning consultant for Zerobit1 and has over 25 years of industry experience in the design, management and deployment of large scale, integrated security systems. Terence holds a post-graduate diploma in Electronics as well as industry manufacturer certifications in the access control and IP video surveillance industry. His broad knowledge and experience allows him to look objectively at client requirements and apply the right mix of technology, policy and manpower to ensure an efficient and effective solution to satisfy customer's objectives.



SPEAKER 2: Managed Access Control
Greg Harman, Central/Western Canada RSM, Kantech

Greg Harman is the Central/Western Canadian Sales Manager for Kantech covering Ontario to British Columbia. Greg has close to 10 years security industry/access control experience in both distribution and manufacturer side roles. Prior to assuming his role at Kantech, Greg worked at DSC specializing in intrusion and access control. Those experiences provided the foundation for his current role where he evangelizes integrated security solutions.



SPEAKER 3: Monitored Video
Anna De Jager, Vice President of Business Development, Lanvac

Anna started as an alarm-monitoring operator during her high school years. By her early 20s, she was managing an entire retail division for one of the largest retail alarm companies in Canada. She was responsible for overseeing sales, installations, purchasing and technical service across the country. As she transitioned into her new and current role as VP of Business Development at Lanvac Surveillance Inc., a strictly wholesale National Monitoring company, this retail experience helped her prepare and better relate to the needs and challenges of alarm dealers across Canada.



SPEAKER 4: RMR From an AI Perspective
Ajoy Puni, Director of Strategic Growth and Partner Channels, Nuvoola

Over the course of his career, Ajoy has held strategic executive roles at companies in the areas of consulting, telecom and financial services. His experience includes digital transformation initiatives at Fortune 1000 companies in Canada and the US. At Nuvoola, Ajoy helps customers and partners understand how they can incorporate the cloud and AI in their business to achieve significant advancements in security, operational efficiency and profitability. He also directs AI and cloud partnership programs with AWS, Microsoft, Google, and works with them and other partners to help Nuvoola create innovative solutions using the best technology available.