

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 sponsor:



Guest Speakers



SPEAKER 1: Cyber Security
Terence Kilgore, Partner, Zerobit

Terence Kilgore 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
Danny Prue, Video Operations Manager, Lanvac

Danny has over 30 years of experience and currently oversees the video monitoring operation at Lanvac. He has been working with RMR applications and consulting nationally since 2000.



SPEAKER 4: RMR From an AI Perspective
Scott Summer, Director, Strategy & Communications, Nuvoola

Scott is an accomplished tech leader that has led strategy and communication roles in telecom, IT, and cloud computing over his 20 year career. Scott has a background in system engineering, data analytics, and AI, and has authored numerous patents and conference papers. Scott holds Masters degree in Engineering from McGill University in Montreal, Canada, and studied business management at the John Molson School of Business, the Alliance Institute, and the Project Management Institute.