

## 2nd QUARTER ANNOUNCED Mergers & Acquisitions

**Buyer: FLIR SYSTEMS** (NASDAQ: FLIR) designs, manufactures, and markets thermal imaging and stabilized camera systems.

**Seller: ICXT** (NASDAQ: ICXT) is a developer of advanced sensor technologies for homeland security, force protection and commercial applications.

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**Buyer: IDENTIVE GROUP** (NASDAQ: INVE) is a provider of products, services and solutions for the security, identification and RFID industries.

**Seller: ROCKWEST TECHNOLOGY GROUP** is a privately held identification and security solutions provider. The company was founded in 1999 and is based in Denver, Colorado with branch offices in California, Arizona and New Mexico, employing 43 people.

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**Buyer: L-1 IDENTITY SOLUTIONS** (NYSE: ID) is a provider of identity solutions and services including Biometrics/Enterprise Access and Secure Credentialing solutions, as well as Enrollment and Government Consulting services.

**Seller: RETICA SYSTEMS, INC.** is based in Waltham, Massachusetts. The company develops iris-based identity management and face capture systems that enables customers to identify multiple people simultaneously in the United States and internationally.

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**Buyer: COOPER INDUSTRIES PLC** (NYSE: CBE) is a global manufacturer and seller of electrical products and tools in the United States and internationally.

**Seller: EKA SYSTEMS, INC.** is a provider of secure, reliable and adaptive RF wireless networking technologies for smart grid communication applications. The company has approximately \$200 million in annual revenues.

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**Buyer: GEO GROUP, INC.** (NYSE: GEO) specializes in the management of correctional, detention, and mental health and residential treatment facilities in the United States, Canada, Australia, South Africa, and the United Kingdom.

**Seller: CORNELL COMPANIES** (NYSE: CRN) is a provider of corrections and treatment programs. The company employs over 4000 people, is headquartered in Houston, Texas, and had revenues of \$412 million in 2009.

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**Buyer: GTCR** is a private equity firm that manages more than \$8 billion in equity capital.

**Seller: PROTECTION ONE, INC.** (NASDAQ: PONE) is a provider of electronic security services to the residential, commercial and wholesale markets. Based in Lawrence, Kansas they have 2600 employees and had \$368 million in revenues for 2009.

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**Buyer: HONEYWELL** (NYSE: HON) is a Fortune 100 and diversified technology and manufacturing company which serves customers worldwide with aerospace products and services; control technologies for buildings, homes and industry; automotive products; turbochargers; and specialty materials.

**Sellers: MATRIKON, INC.** (TSX: MTK.TO),

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correctional, detention, and mental health residential treatment facilities.

**Seller: ADELANTO, CALIFORNIA.** GEO acquired a 650-bed Correctional Facility from the city of Adelanto for \$28 million.

\* \* \*

**Buyer: FJC TECHNOLOGY SOLUTIONS** is a security integrator and guard company out of Floral Park, NY. They are a division of **FJC SECURITY SERVICES** and had 2009 revenues of around \$165 million.

**Seller: CHAMPION FIRE DETECTION** is a fire installation business and an **EDWARDS** dealer. The company will be rebranded as **SAFEMWAY FIRE & PROTECTION COMPANY**.

\* \* \*

**Buyer: AFA PROTECTIVE SYSTEMS** is a central station fire alarm company and has 13 offices across the East Coast and South East. Yearly revenues are approximately \$25 million.

**Seller: KRATOS SOUTHEAST.** AFA acquired the alarm assets of the company when Kratos decided to divest its alarm operations in that area.

### From Jerusalem to the Olympics Josef Brikman, Mer Security

**MER Security** is a provider of surveillance and perimeter security solutions to a wide variety of industries including transportation, college and university campuses, and hospitals and correctional facilities. They also specialize in protecting high risk events such as international sporting and cultural events. Recently they won *Mass Transit* magazine's **Top Tech Innovations for 2010** for their **Secure-**

**M PSIM** (Physical Security Information Management) product. This quarter, Sokoloff & Company speaks with **President, Josef Brikman** about the company.

#### Tell us the background of MER.

Mer is part of a multinational organization that has been involved in the security and surveillance industry for the last 20 years. Based in New Jersey since 2000, we have over 1,200 employees worldwide with annual revenue of 170 million dollars.

The company provided the first PSIM (Physical Security Information Management) solution before it was even called PSIM. In 1999, when Pope John Paul II announced that he

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Wellsco INC.

has been acquired by

Infotech  
Creating Business Impact

The undersigned advised Infotech Enterprises Ltd.



Peter A. Sokoloff & Co.  
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**SPERIAN PROTECTION**, and **AKUACOM**. **MATRIKON** specializes in software that helps industrial manufacturers operate their plants safely, reliably and efficiently. Matrikon's sales were approximately \$80 million for the 12 month period ending in February 2010. **AKUACOM** is a smart grid services provider based in San Rafael, California. **SPERIAN PROTECTION** supplies personal protection equipment.

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**Buyer: THE GEO GROUP** (NYSE: GEO) provides government outsourced services that specialize in

"Most employees have been with the company for a long time because we provide a challenging environment and place them at the edge of security technology."

would visit Jerusalem, we were called upon to provide a solution for the highly sensitive areas of the city as well as to upgrade all security measures. We started with a video surveillance system which was highly successful. It became a leading national project and an excellent representative of a truly PSIM solution. Since then, our products have continued to grow through added features and modules.

One example of this is **Mabat 2000**. Mabat 2000 is an intricate network of surveillance cameras which offer a PSIM solution for the Old City of Jerusalem. It's monitored directly from the Israeli Police Force's headquarters through our Secure-M platform and is instrumental in preserving the peace and security of the residents and visitors of this ancient and ethnically diverse city. Other top implementations were the 2004 Olympics in Athens and the 2009 Summit of the Americas where President Obama and many heads of state gathered.

**What is the corporate culture of the company and how do you find and retain employees?**

Mer corporate culture is based on many years of working closely with surveillance, safety, and IT customers in the security arena and several of the solutions we provide are in response to the market's challenges and requirements.

We have team leaders who communicate across a matrix of departments and employees company-wide to answer specific customer needs. This improves the way input comes in from different parts of the company, from direct or indirect contact with the customers to our R&D center and marketing. All divisions work closely to achieve the best solutions, capabilities, service and experience for the customer.

**Most employees have been with the company for a long time because we provide a challenging environment and place them at the edge of security technology.** They're always encouraged to excel and are willing to work as hard as needed. This really proved true during the Fifth Summit of the Americas in Trinidad. Unparalleled security challenges abounded and we only had 5 months lead time to get everything ready. The job was a huge success and we did it in a time frame few others could match. That was possible because the employees were willing to go beyond what was expected of them.

They demonstrated commitment to the company and above all – to the customer.

**What does your PSIM platform do and how is it different from the other products out there?**

**Josef Brikman**  
President/Mer Security

Mr. Brikman has been in the security industry for over 20 years. Previous to Mer, he held a variety of positions at MTS Ltd. including CFO, COO & GM and was co-founder of STS Software (acquired by NICE Systems). Brikman has a degree in Engineering as well as Economics & Business Administration.



Our PSIM solution is called Secure-M. Secure-M is a robust security and surveillance management system which is able to monitor and interface with CCTV, access control systems, security fences, RFID solutions, motion detectors, license plate readers, intrusion detection systems, fire alarms, and much more;

Most systems require the security operator to observe and watch for breaks in security. Secure-M proactively monitors and alerts the security operator once security is breached, displaying the event's details on the screen as well as an obvious alarm that continues until the security operator takes charge of the event. From that moment on, the event is managed and recorded for future debrief and reporting.

**Walk us through the initial procedure for securing a high risk event.**

It starts from the very beginning – the customers. First we must understand their needs, their challenges and the current physical security systems that are in place. We work closely with the client's consultants and/or system integrators to cover all areas. Then we survey them to determine where to put the actual physical security devices.

After that, we use 3D imaging and sophisticated algorithms to come up with a recommendation for the client. Once they agree to the proposed concept, we move forward to figure out the best security management solution and determine which Secure-M features are necessary. If there are new features needed or interfaces to add using other technologies in the market, Mer will take care of it as part of the implementation of the whole project.

**Contact**  
**Sokoloff & Company**

**Please contact Bernie Walko, Managing Director for a confidential consultation about your company's merger and acquisition needs.**  
**818-547-4500**  
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*Of the many*

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**Quanta Systems**



**A CompuDyne Corporation**  
**Portfolio Company of the Gores Group**

has been acquired by



*The undersigned advised CompuDyne.*



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Investment Bankers and Financial Advisory  
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all without the need to change existing devices or procure new proprietary systems. Thus it optimizes the client's return on investment of security equipment.

Further, **Secure-M integrates all these diverse technologies to allow for one unified monitoring platform.** An ongoing, real-time snapshot for the entire facility is provided via streaming video feeds, sensor feedback, cameras that move according to sensor activity, biometric recognition, advanced notification and action-oriented application screens, and more. With a unified system like this, customers are able to decrease training and operational costs while improving security event management and operator respond time.

*Do you receive our free weekly e-mail Security Newsletter Update? If not, please adjust your spam filter or sign up easily on-line at [www.sokoloffco.com](http://www.sokoloffco.com).*

**While at our website, surf around. There's plenty of useful information, including our archive of newsletters tracking historical industry performance.**

**"Always do right. This will gratify some people and astonish the rest."**  
- Mark Twain (1901)