

Monitoring

Monitronics, GE Security partner with iControl

By Leischen Steller - 11.2007

PALO ALTO, Calif.--iControl Networks, a provider of Web-based home monitoring and control solutions, announced on Sept. 11, at ISC East, a partnership with Monitronics and GE Security to launch its new Web-based remote monitoring security system, Home Security 2.0. This new software complements existing GE Security equipment and will be offered through Monitronics' dealer network.

"What we're doing is turning the industry on its head without competing with anyone," said Reza Raji, president and CEO of iControl. "We have an offering that complements, not replaces, but complements the existing security systems' panels, sensors, and channels, so we're working with security dealers to allow our software and service to attach and complement the traditional panel."

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The advertisement features a red banner at the top with the text "SECURITY SYSTEMS NEWS EUROPE". Below the banner is a stack of magazine covers. The top cover has the headline "Rentokil-Initial mulls sell-off of security" and another headline "Expo Protection drives crowd". To the right of the magazine covers is a blue box with the text "Click HERE for more information".

iControl's gateway device connects wirelessly with the GE Security panel, enabling broadband access to users' home security systems and allowing customers to access and control their security system remotely using Web-based portals or mobile devices. Users are able to set their service to send notifications via email or text message when alarm events occur, or do not occur, in their home or business.

Home Security 2.0 is currently compatible with GE Security panels, but is intended to interface with other security systems in the future, said Raji. "Ultimately, iControl is not about security systems or devices, it's about the backend software that can tie all these things together," Raji said. "Eventually, we want to have a service that can work with other security systems."

Raji reports that Home Security 2.0 has successfully completed focus group testing and is being deployed to dealers.

One of the first dealers who will offer iControl's services is Richard Weiler, a Monitronics regional manager based in South Carolina. "What distinguishes this product is its cost-effective automation for lighting control, the remote viewing of cameras inside the home, and its ability to transmit video clips of information to the monitoring center or to customers' cell phones or computers," he said. "To have remote access of the whole system is really a neat feature and I think this is really where things are going in the marketplace, and customers like that ability."

Weiler is participating in Monitronics' own focus group testing before the equipment will be released to the masses. "We're participating in beta testing for Monitronics customers and making sure everything is compatible with our services and making sure we fully understand the system before we release it to the full customer base and all authorized dealers," he said. Weiler expects Home Security 2.0 will be available to the customer base in the next six months.

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