PSA® Partners With 1nservice To Bridge Gap Between Physical Security And IT Security

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1nservice of Bellevue, WA., and PSA Security Network® of Denver, CO., announced a national collaboration that will deliver the most expansive convergence of physical and IT security across a broad array of services. This relationship is the first of its kind in the network technology industry, where two of North America's largest, and influential collaborative organizations, have demonstrated an integrated effort to create a single-source for all security services across all industry sectors.

The alliance between PSA Security Network and 1nservice has created a large-scale security network that has never been achieved before. Their collaboration provides a holistic security solution that provides businesses worldwide with a new, and unique, converged model of both IT and physical security. The recent announcement further solidifies each organizations commitment to providing high quality and knowledge-based solutions for their clients.

As the landscape for security needs becomes broader, the need for an integrated solution for IT and physical security becomes more evident. The protection of a company's physical and intellectual properties is constantly being challenged from a number of threats. Whether the threats are internal, or external, the latest technologies need to be employed. Who better to do that than two organizations that have the highest levels of certification and front-line experience?

"This collaboration brings a new level of service and integration to both of our client bases," said Dave Homet, PSA's Central Regional Manager. "Our clients can not only get the highest levels of security from leading edge providers, but now they get the support and training from one source. It's no longer necessary to have individual vendors servicing different needs."

"As the movement toward an IP centric environment continues, this collaboration makes perfect sense for all parties involved,"
said Tim La Fazia, Founder & CEO of Infrastructure Development Corporate, a 1nservice member. "Much like the convergence of voice on to the network in the early 2000's, physical security finds itself headed in the same direction with similar requirements to assure its planned success," continues Tim.

"As we polled our client base and listened to their needs, we learned that we needed to pair our IT expertise and knowledge with their physical security needs. The two are not mutually exclusive," notes 1nservice executive, Paul Cronin. "We needed a partner that has the same national presence and sterling credentials as 1nservice members, and someone having the ability and flexibility to collaborate with our members. PSA is the clear choice," adds Paul.

The new collaboration allows each party to share products and supplier discounts, develop deeper partner relationships with accounts, and leverage their sales and service departments to best serve their clients, assuring them they are receiving the best products and value for their IT and physical level security.