

News

Intersec Dubai 2022 Reaction



Last week, ACRE brands Vanderbilt and ComNet attended Intersec Dubai alongside sister-companies TDS and Open Options.

The event, which took place between January 16-18, allowed the ACRE brands to showcase their wide-ranging high-quality security solutions across multiple product lines.

Read the reaction from some of the ACRE team that attended the show:

“We learned at Intersec Dubai 2022 that everybody was keen on “getting out there” and meeting up in person. Looking back at the Covid situation, we truly had missed direct contact with the customers, so we were thankful for being able to attend again this year. We felt the unity of our ACRE brand and showed the broad product spectrum we have, with

a focus on some of our best sellers in Access control: ACTpro and Open Options, and how we can interact with our **Intrusion platform SPC**, where the cloud solutions were much asked for, along with the newly acquired TDS which gives visitor-management and muster-reporting new takes on the business. **And to interconnect it all, the ComNet range of network distribution and server options with rock steady IT surveillance in the Razberi units showed just how we take care of every level of security in the entire offering.**"

- **Jonas Alban, Project Sales Manager – Denmark, Vanderbilt International.**

"The response to our Razberi SSIQ (both standard and Rugged) devices was very positive. The configuration process that drives a **cybersecure** posture was well understood and wanted. That is creating immediate quotation opportunities. The main highlight has to be (for me after two years) physically meeting customers and old friends, discussing business and hopefully moving forward to a little more like 'normal.'"

- **Iain Deuchars, General Manager, ComNet International.**

"Intersec Dubai has shown the industry is stepping out from a two-year hiatus of remote and home working. **For us, meeting customers and colleagues safely and responsibly again was a rewarding opportunity. Intersec Dubai did a great job in providing this.** For me, meeting a number of our Global Account partners resulted in concrete and exciting plans for 2022. The **ACTpro** intercom integration and TDS Visitor Management and LifeSafety solutions really stood out for me."

- **Nick Pegtol, Regional Director of Sales – Global Accounts, Vanderbilt International.**

"Intersec Dubai was a great opportunity for **TDS** to begin to educate consultants, integrators, and distributors in the MEA region on the value the TDS cloud security solutions can bring to their customers in the region. TDS is very new to the region. **The stand helped attract some great interest in TDS and the potential for our products in the region going forward. We had some great interactions with the visitors at the stand.** We could better understand the appetite for cloud security solutions

and received some great feedback. There was significant interest in our Visitor and Life safety solutions, particularly from the banking and government sectors. We will most certainly be back at the show next year.”

- **Cian Bolger, Enterprise Sales Director, TDS.**



vanderbiltindustries.com