

News

Vanderbilt Completes Acquisition of Security Products from Siemens (English)

Official Press Release: June 1, 2015

Vanderbilt Industries, a global leader providing state-of-the-art security systems, has announced that it has completed the acquisition of Security Products from Siemens, as previously announced in October 2014. The purchase fits with Vanderbilt's strategic expansion plans and the new operation will be headquartered in Wiesbaden, Germany, with Joseph Grillo as its Managing Director.

'The acquisition of Security Products from Siemens builds upon Vanderbilt's solid foundation and strong legacy built from nearly three decades in the security industry,' commented Grillo. 'I'm delighted that we have been able to finalise this purchase on schedule. It will significantly boost our market position in Europe by offering a wider and more comprehensive range of products and solutions to our channel partners.'

The Siemens product ranges – which include access control, intrusion alarm, and video surveillance products - were identified as a good fit for Vanderbilt's current activities. Vanderbilt also recognises that the Siemens product brand names, such as Aliro, SPC and Vectis are widely recognised, have a loyal customer base, and therefore does not plan to change them in the foreseeable future.

The acquisition will not only considerably expand the company's presence in the security industry but will also enhance its competitive position in what is a highly fragmented market

with great growth potential. With excellent coverage in the mature markets of North America and Europe, Vanderbilt is now looking to expand further into other areas including South America and Asia Pacific.

The company's enhanced resources and ability to provide more products than ever before are already drawing interest in these regions.

'We're the only independent business with proven capability operating at this level in the industry and have retained the ability to provide a level of service that is agile, flexible and meets our customers' needs,' concluded Grillo. 'We understand the requirements of local markets, with an unmatched range of national approvals and multi-lingual capability. However, we also offer the benefits of a larger organisation, such as products that are easy to install and maintain, availability through established distribution channels and a commitment to reinvest at least 10 per cent of our annual revenue into new research and development programmes. We will bring a refreshing perspective to an industry that is changing rapidly and showing continued growth.'

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Note to Editors:

Vanderbilt is a global provider of state-of-the-art security systems. Based in New Jersey, USA, the company is active in 95 countries and has its European headquarters in Wiesbaden, Germany.

Having acquired Security Products from Siemens in June 2015, it is now the largest independent business of its kind in the security industry. Its portfolio comprises over 2,000 products and it currently supplies and supports in excess of 9,000 customers.

Vanderbilt designs, manufactures and distributes systems which make environments in organisations of all sizes safe, secure and easy to maintain, complemented by an agile and flexible service that always meets its customers' needs.

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