



## PRESS RELEASE

(For Immediate Release)

Contact Karen McQueen, [karen.mcqueen@safesecurity.com](mailto:karen.mcqueen@safesecurity.com), or (800) 669-7779, ext. 4210

### SAFE PROMOTES RANDY PERKINS TO EXECUTIVE VP AND COO

San Ramon, CA, August 14, 2013 --

SAFE® Security announced today that Randy Perkins has been promoted to Executive Vice President and Chief Operations Officer at SAFE Security. Perkins joined SAFE in 2005 and became Vice President of Operations at SAFE in 2006.



Paul Sargenti, President and CEO of SAFE Security comments, “From the time Randy came to us, he embraced our expanding business model, taking it to unprecedented operational levels while maintaining low attrition and high levels of efficiency. Under his guidance, we enhanced our customer service and operations departments, which prepared the company for recent growth that has included the addition of wholly-owned central station (SAFE Monitoring Technologies) to SAFE’s platform, and the doubling of our subscriber base.

Sargenti adds, “Randy has always been an integral part of SAFE’s executive management team. He has shown uncommon commitment, sacrifice and leadership in our company and has contributed greatly to our success. He was instrumental in transitioning our central station to re-locate to our corporate offices, concurrently upgrading hardware and software to meet and exceed the demands of our rapidly growing account base. Our Dealer Program has also doubled under his purview; he has set the bar high and we look forward to growth that revenue channel promises.”

Perkins has extensive security industry experience, starting with Sonitrol in San Francisco as an installer for two years, then moving to Bay Alarm Company where, for the next 22 years, he held varied positions: installation/service manager, sales manager, central station manager, branch manager and director of operations. Perkins graduated from Bethany College in Bethany, West Virginia with a Bachelor of Arts in Psychology prior to his first security position in California. He completed his Master of Business Administration at St. Mary’s College, Moraga, California.

**SAFE**, founded in 1988, acquires and provides customer account management services for security alarm monitoring contracts based upon conservative asset yield structures. As one of the leading companies involved in purchasing, funding and servicing security alarm monitoring contracts in the U.S., **SAFE**’s business model is that of a specialty finance and acquisitions company, providing top values to alarm dealers. With a national reputation for quality, SAFE provides its dealers and customers with a complete account servicing capacity and an experienced management team. **SAFE** has the resource infrastructure necessary to perform all due diligence, billing, collections and customer service functions for its vast network of security dealers. Among the nation’s 12,000 security dealers, **SAFE**’s portfolio generates gross revenues that put it consistently in the top 25 U.S. alarm companies. (Security Distributing & Marketing Magazine (SDM 100) in May 2013.)