

We recognize the importance of ISC West for your business each year, and that keeping business continuity, momentum and customer engagement going right now is very challenging. Although the Show did not take place face-to-face this year, We recognize the importance and reality of ISC West not taking place face-to-face this year and that it may have major impacts on your business, so we would like to offer a complimentary service for you where we can begin connecting you directly with buyers RIGHT NOW.

Due to the ongoing COVID-19 situation, we recently asked our influential ISC Executives' Club members to share information with us on open projects or solutions/products they are looking to purchase at this time or through 2021. Below is a list of some of the responses we've collected. If your business offers a solution or technology that may meet an open project's demand, please fill out this form and select the applicable project(s), elaborating on your technology when possible. From there, our team will share your contact information with our buyers so that they may reach out to you directly.

Please Note: Due to privacy concerns, we cannot reveal the buyer's organization name. Once our team shares your business contact information with the selected buyer, it is up to them to make direct contact with you. If you have any questions around this program, please contact [your ISC Sales Representative](#), or our ISC Executives' Club Manager Sharon Kelley at skelley@reedexpo.com.

OPEN PROJECTS

PROJECT #	COMPANY TYPE:	INTERESTED IN:	SPECIFIC OPEN PROJECTS:
2	LARGE CONSULTING FIRM	Access Control, Computer and Communications Security, Detection Controls/Devices, IT and IoT Security, Outdoor Perimeter Protection, Sensors/ Semiconductors/Embedded Systems, Video Management Software, Video Surveillance	I am presently working on a parking systems as well as working on several Smart City projects.
3	MAJOR STATE DEPARTMENT (WEST)	Access Control, Alarms, Computer and Communications Security, Detection Controls/ Devices, Security Distributors, System Integration	We're looking at unifying our security systems integrations at our [5] statewide facilities. Also, with aged facilities doors/ locking systems and dealers/ contractors whom work in the immediate to Wyoming service area is a must.
4	INTEGRATOR	Access Control, Alarms, Biometrics, Computer and Communications Security, IT and IoT Security, Outdoor Perimeter Protection, Security Distributors, System Integration, Video Management Software, Video Surveillance	

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5	LARGE WEST COAST CITY	Access Control, Alarms, Law Enforcement, Monitoring Equipment/Systems/Services, Personal Emergency Response Services, Public Security and Safety, System Integration, Vehicles/Vehicle Protection Systems, Video Management Software, Video Surveillance	
6	SECURITY CONSULTANT	Access Control, Alarms, Physical Security Information Management, Security Distributors, System Integration, Video Management Software, Video Surveillance	
7	LARGE NORTHEAST COLLEGE	Access Control, Detection Controls/Devices, IT and IoT Security, Physical Security Information Management, Public Security and Safety	Access Control management and monitoring. Integration of AI and analytics across access control and video surveillance. Thermal camera technology, for measuring the elevated temperature within people. The technology integrated within access control and monitoring.
8	FEDERAL AGENCY	Alarms, IT and IoT Security, Law Enforcement, Video Management Software, Video Surveillance	Several VMS/VSS across the national portfolio.
9	LARGE INTEGRATOR	Access Control, Biometrics, IT and IoT Security, Video Management Software, Video Surveillance	
10	LARGE WEST COAST THEME PARK	Access Control, Public Security and Safety, Special Purpose Protection, Video Surveillance	Customer screening technology for access.
11	MAJOR ROCKET AND MISSILE MANUFACTURER	Access Control, Alarms, Detection Controls/Devices, Locks/Safes/Hardware, Video Management Software, Video Surveillance	Seeking a security system integration provider for an enterprise-wide extended year service contract.
12	LARGE WEST COAST HOSPITAL	Access Control, ID Systems and Supplies, Locks/Safes/Hardware, System Integration, Video Management Software	Upgrade of existing VMS.
13	SECURITY CONSULTANT	Computer and Communications Security, IT and IoT Security, Physical Security Information Management, Public Security and Safety, System Integration	Working on many city-wide surveillance opportunities.
14	INTEGRATOR IN THE MIDWEST	Access Control, Biometrics, Computer and Communications, Detection Controls, Physical Security Information Management, Smart Home, Security Distributors, Stadium Security, System Integration, Outdoor Perimeter Protection, Video Management Software, Video Surveillance	Looking for solutions mainly for commercial customers with a small amount of residential customers.

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15	LARGE AUTOCLUB IN NORTH AMERICA	Access Control, Alarms, Biometrics, ID Systems and Supplies, Locks/Safes/Hardware, Monitoring Equipment/Systems/Services, Outdoor Perimeter Protection, Physical Security Information Management, System Integration, Video Management Software, Video Surveillance	Body temperature sensors/ screening devices. Physical Distancing products. Hands free access tools/devices.
16	AMERICAN PROVIDER OF HUMAN RESOURCE SOFTWARE AND SERVICES	Access Control, Monitoring Equipment/ Systems/Services, Public Security and Safety, System Integration, Video Surveillance	
17	SECURITY CONSULTANT	Access Control, Alarms, ID Systems and Supplies, Sound/Communication Equipment, Video Surveillance	
18	AMERICAN CLOTHING AND ACCESSORIES RETAIL COMPANY	Alarms, ID Systems and Supplies, Monitoring Equipment/Systems/Services, Video Management Software	Looking to replace my fraud fighters that identify fake cash currency.
19	LARGE CASINO (WEST)	Access Control, Biometrics, ID Systems and Supplies, Video Management Software, Video Surveillance	
20	GAMING COMMISSION	Access Control, Alarms, Detection Controls/ Devices, IT and IoT Security, Loss Prevention and Supply Chain, Monitoring Equipment/Systems/Services, Outdoor Perimeter Protection, Personal Emergency Response Services, Physical Security Information Management, Security Distributors, Sensors/Semiconductors/ Embedded Systems	
21	CONSULTING GROUP	Detection Controls/Devices, Outdoor Perimeter Protection, Physical Security Information Management, Public Security and Safety	
22	TELECOM COMPANY (BRAZIL)	Access Control, Alarms, Biometrics, Smart Home, Detection Controls/Devices, ID Systems and Supplies, Locks/Safes/ Hardware, Outdoor Perimeter Protection, Sound/Communication Equipment, System Integration, Video Surveillance	I need information about all plug and play devices and remote controls.
23	POLICE DEPARTMENT (WEST)	Alarms, Smart Home, Law Enforcement, Locks/Safes/Hardware, Public Security and Safety, Video Surveillance	Mesh Node technology and point to point wireless video.

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24	CONSULTING GROUP	Smart Home, Drones and Robotics, Sensors/Semiconductors/Embedded Systems, Video Management Software, Video Surveillance	COVID-19 protection for employees.
25	MAJOR US INSURANCE COMPANY	Biometrics, Personal Emergency Response Services, Special Purpose Protection	
26	LARGE HARDWARE CORPORATION	Access Control, Biometrics, Computer and Communications Security, Detection Controls/Devices, ID Systems and Supplies, Industry Resources/Business Services, Locks/Safes/Hardware, Loss Prevention and Supply Chain, Physical Security Information Management, Public Security and Safety, Security Distributors, Special Purpose Protection, System Integration, Video Management Software, Video Surveillance	
27	MIDWEST GOVERNMENT AGENCY	Detection Controls/Devices, Drones and Robotics, IT and IoT Security, Monitoring Equipment/Systems/Services, Outdoor Perimeter Protection, Security Distributors, Sensors/Semiconductors/Embedded Systems, Sound/Communication Equipment, Special Purpose Protection, System Integration, Vehicles/Vehicle Protection Systems, Video Management Software, Video Surveillance	
28	LARGE UPSTATE NEW YORK ARMOR COMPANY	Law Enforcement, Personal Emergency Response Services, Physical Security Information Management, Special Purpose Protection, Vehicles/Vehicle Protection Systems	
29	LARGE INTEGRATOR	Access Control, Alarms, Biometrics, Computer and Communications Security, Detection Controls/Devices, Drones and Robotics, ID Systems and Supplies, IT and IoT Security, Locks/Safes/Hardware, Loss Prevention and Supply Chain, Monitoring Equipment/Systems/Services, Outdoor Perimeter Protection, Personal Emergency Response Services, Physical Security Information Management, Public Security and Safety, Security Distributors, Sensors/Semiconductors/Embedded Systems, Sound/Communication Equipment, Special Purpose Protection, System Integration, Vehicles/Vehicle Protection Systems, Video Management Software, Video Surveillance	

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30	MAJOR CREDIT UNION	Access Control, Alarms, Biometrics, Computer and Communications Security, Smart Home, Detection Controls/Devices, Drones and Robotics, ID Systems and Supplies, Industry Resources/Business Services, IT and IoT Security, Law Enforcement, Locks/Safes/Hardware, Loss Prevention and Supply Chain, Monitoring Equipment/Systems/Services, Outdoor Perimeter Protection, Personal Emergency Response Services, Physical Security Information Management, Public Security and Safety, Security Distributors, Sensors/Semiconductors/Embedded Systems, Sound/Communication Equipment, Special Purpose Protection, System Integration, Vehicles/Vehicle Protection Systems, Video Management Software, Video Surveillance	
31	AI COMPANY	Biometrics, Smart Home, Drones and Robotics, Public Security and Safety, Video Surveillance	Face mask compliance solution for COVID-19
32	SYSTEM INTEGRATORS IN INDIA	Drones and Robotics, Outdoor Perimeter Protection, Sensors/Semiconductors/Embedded Systems, Video Management Software, Video Surveillance	We are system integrators and work and bid on Govt. and Defence projects in India. We have large projects which handle city surveillance and Air Force stations. Looking for quality products to bid for our future projects.
33	LARGE MIDWEST UNIVERSITY	Access Control, Biometrics, Computer and Communications Security, Detection Controls/Devices, IT and IoT Security, Monitoring Equipment/Systems/Services	
34	POPULAR SOCIAL MEDIA SERVICE	Access Control, Biometrics, Computer and Communications Security, Detection Controls/Devices, ID Systems and Supplies, Monitoring Equipment/Systems/Services, Physical Security Information Management, System Integration, Video Management Software, Video Surveillance	

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35	AMERICAN RETAIL CHAIN	Access Control, Drones and Robotics, ID Systems and Supplies, Loss Prevention and Supply Chain, Physical Security Information Management	We are looking to replace our access control system, add camera analytics to our Home Office and 7 Distribution Centers, integrate access/camera/and investigative AI and harden our Home Office physical security. We are hyper-interested in current and up and coming COVID-19-related add-ons to access control/cameras/hardware as it relates to contact tracing.
36	TELECOM COMPANY IN VIETNAM	Access Control, Alarms, Biometrics, Smart Home, Detection Controls/Devices, Drones and Robotics, ID Systems and Supplies, Law Enforcement, Loss Prevention and Supply Chain, Monitoring Equipment/Systems/ Services, Outdoor Perimeter Protection, Personal Emergency Response Services ,Public Security and Safety, Sensors/ Semiconductors/Embedded Systems, Special Purpose Protection, System Integration, Vehicles/Vehicle Protection Systems, Video Management Software, Video Surveillance	
37	LARGE PORT IN CANADA	Access Control, Biometrics, Detection Controls, Physical Security Information Management, Video Management Software, Video Surveillance	
38	LARGE CITY DISTRICT OUT WEST	Access Control, Biometrics, Computer and Communications, Detection Controls, Video Management, Software, Video Surveillance	1,000 camera surveillance system replacement, 1,000 access control readers replacement and integration with camera system
39	LARGE INTEGRATOR	Access Control, Biometrics, Outdoor Perimeter Protection	Working on projects for multiple data centers and other US Federal Projects

**CLICK TO PARTICIPATE &
ACCESS OUR MATCHMAKING PROGRAM**

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