



**PALADIN**  
SALES GROUP

# Manufacturer's Representatives

CCTV/IP Surveillance, Audio Systems & Access Control

761 Coates Avenue, Suite 16

Holbrook, NY 11741

Phone: 631-435-1010

Fax: 631-435-1150

Website: [www.paladinsalesgroup.com](http://www.paladinsalesgroup.com)

States Represented: CT, DE, E.PA, ME, MD, MA, NH, NJ, NY, RI, VT, VA, WV, D.C.

## IP AND VIDEO SECURITY



Complete Surveillance Solutions

**Digital Watchdog®** offers complete enterprise-class video surveillance solutions for analog and IP Systems.

**IP Solutions:** **Blackjack® E-Rack™ Servers** offer up to 600Mbps throughput and support up to 128 1080p cameras with hot swappable hard drives providing up to 216 Terabytes of total storage. **DW Spectrum®™ IPVMS** makes it easy to manage all that power with limitless scalability and unrivaled ease of use. Crystal-clear **MEGApix® IP cameras** now include the world's only **48 Megapixel multi-sensor camera** that delivers unprecedented wide-view, plenty of resolution to reveal details and frame rates up to real-time 30fps. **Multi-sensor cameras** allow you to see more from one installation.

**Analog Solutions:** High resolution imaging is now available for analog video surveillance. **STAR-LIGHT™** super low light cameras include **Universal HD over Coax®** models and the world's first **Analog-HD multi-sensor user configurable and 180° view panoramic HD analog cameras**. **VMAX® A1™ Universal HD over Coax® Digital Video Recorders** record all HD analog formats and all analog to 960H.



**Sperry West** is a pioneer in the video surveillance and security industry, developing the first commercial video surveillance kit, the **Video Commander**. Sperry West **covert cameras** are everyday items that go undercover to get the job done without detection. Their high-quality cameras are discretely built into actual products for complete realism. They have the best image available from a covert video camera. Most covert cameras are available in high-resolution and now available with Wi-Fi.



**Ventra Technology** is an innovative leader in **Vehicle Centric, Mobile Video Recording and Fleet Management Solutions**. With a primary focus on offering leading edge technology which enhances the overall Safety, Security and Management of vehicle operation and the security of personnel. Ventra combines advanced hardware with powerful, yet intuitive software to easily manage, customize and analyze essential data. Ventra provides comprehensive local and cloud solution that can be easily implemented in any vehicle, application or industry. Ventra "Safety and Security Through Intuitive Analytics".



Leading the Way in Megapixel Video™

**Arecont Vision®** is exclusively focused on **megapixel technology** and, as the industry leader, has contributed more to the advancement of megapixel imaging for professional security applications than any other company in the security market. Their worldwide installed base of megapixel cameras crosses a broad spectrum of applications and venues—a proven testament to Arecont Vision's leadership in developing innovative megapixel imaging technologies and products.

Since their beginnings in Southern California, Arecont Vision have expanded their worldwide reach beyond North America with offices and representation in Europe, Russia, Middle East, Africa, Asia Pacific, and Latin America. Arecont Vision maintains a channel partner sales model including systems integrators, value added resellers, dealers, and distributors.

Arecont vision is leading the way in IP video with cutting edge innovations, superior performance, and the broadest selection of megapixel IP cameras. (Except WV)

**Scott Cappelletti**  
*NE Regional Sales Manager*  
New England & Upstate NY  
[scott@paladinsalesgroup.com](mailto:scott@paladinsalesgroup.com)  
Office: 631-435-1010 x 305  
Mobile: 617-515-0069

**Douglas Cole**  
*Regional Manager*  
Metro NY & North NJ  
[douglas@paladinsalesgroup.com](mailto:douglas@paladinsalesgroup.com)  
Office: 631-435-1010 x 302  
Mobile: 631-627-9157

**Brian Lynn**  
*Regional Sales*  
North Jersey  
[brian@paladinsalesgroup.com](mailto:brian@paladinsalesgroup.com)  
Office: 631-435-1010 x 304  
Mobile: 201-253-9324

**Mike Malone**  
*Mid-Atlantic Regional Sales Manager*  
S. NJ, E. PA, DE, MD, VA, WVA, D.C.  
[mike@paladinsalesgroup.com](mailto:mike@paladinsalesgroup.com)  
Office: 631-435-1010 x 306  
Mobile: 240-210-3258

**Richard Paladino**  
*President*  
[richpaladino@paladinsalesgroup.com](mailto:richpaladino@paladinsalesgroup.com)  
Office: 631-435-1010 x 301  
Mobile: 516-449-0912

**Debbie Cole**  
*Office Manager*  
[debbie@paladinsalesgroup.com](mailto:debbie@paladinsalesgroup.com)  
Office: 631-435-1010 x 300

## ACCESS CONTROL



**RBH Access**—from **Small Business to Enterprise Access Control Solutions**, RBH has packages specifically tailored to a customer’s needs. Utilizing the latest in Microsoft platform technology, RBH delivers responsive and reliable software on the desktop, server and over the web. Robust controllers work in the harshest of environments and in a variety of applications all over the globe. Employing open interface protocols allows for a great selection of available identification devices from proximity, to fingerprint and iris, as well as a myriad of other technologies available on the market today.



**ProdataKey’s wimac™ (Wireless Mesh Access Control)** technology communicates between doors wirelessly up to one mile with their true plug and play solution. Prodatakey is easy to use, flexible and cost effective delivering a one of a kind wireless and IP access control system, expandable from one to over a thousand doors. (Except WV)



**AWID (Applied Wireless Identification Group, Inc.)** world-wide leading provider of **RFID products and solutions** for embedded markets, security industries, and fast-growth value-added RFID solutions. With their focus on OEM, distributor, VAR and SI channel management. AWID products include RFID modules, readers, and tags, spanning LF, HF and UHF technologies.



**IDEMIA (formerly MorphoTrak)** the world leader in **biometrics** with award winning algorithms and technology, provides the most versatile and robust **fingerprint readers for access control**. Their Sigma series operates with any access control system or for stand-alone installations, with terminals for both indoor and outdoor use along with models that provide the option of a built-in reader for use with prox, iClass or Mifare cards.

## WIRELESS



**Ascendance Wireless** is a global leader of intelligent, **fixed wireless IP network solutions** with a primary focus on mission-critical applications within the Security, Access Control and Telecom industries. Their range of solutions enable real-time, simultaneous transmission of video, voice, and data in **Point-to-Point (PtP)** and **Point-to-MultiPoint (PtMP)** networks with an unmatched level of performance, ease of use, flexibility and carrier-class reliability. In addition to wireless products, Ascendance also delivers Access Control Interface Extender and Solar Power products. (Except VA & WV)

## ACCESSORIES



**American Video Equipment (AVE)** is a leading provider of Bank ATM, Cash Register Video Serial Interfaces (**VSI Pro**), cameras, video switchers, I-Check Video I.D. Video Systems, PIPC Color Picture in a Picture, Time/Date Titlers, VCR’s, Video Transmission and Motion Detectors.



**BlackHawk Labs** manufacturers wall mounted enclosures designed in a vertical orientation. Mini-RaQ™ famil includes the **MiniRaQ™ Open, MiniRaQ™ Secure & MiniRaQ™ Custom**—customized to customer’s requirements.



**Para Systems Inc.** is a leading provider of power protection and management products including the **Minuteman™** line of **Uninterruptible Power Supplies (UPS)** for computer, server, peripherals, voice and data communication systems, security and other mission-critical equipment. (New England Only)



**Veracity** designs, develops and markets innovative transmission, storage and display products focusing on high-bandwidth megapixel IP camera systems. Products include **LongSpan, OutReach Max and COLDSTORE**. **COLDSTORE** is a highly reliable, high capacity video storage solution offering massive power savings through the use of a Linear Array of Idle Disks (**LAIID™**) system combined with a Sequential Filing System™ (SFS).

**Scott Cappelletti**  
*NE Regional Sales Manager*  
New England & Upstate NY  
scott@paladinsalesgroup.com  
Office: 631-435-1010 x 305  
Mobile: 617-515-0069

**Douglas Cole**  
*Regional Manager*  
Metro NY & North NJ  
douglas@paladinsalesgroup.com  
Office: 631-435-1010 x 302  
Mobile: 631-627-9157

**Brian Lynn**  
*Regional Sales*  
North Jersey  
brian@paladinsalesgroup.com  
Office: 631-435-1010 x 304  
Mobile: 201-253-9324

**Mike Malone**  
*Mid-Atlantic Regional Sales Manager*  
S. NJ, E. PA, DE, MD, VA, WVA, D.C.  
mike@paladinsalesgroup.com  
Office: 631-435-1010 x 306  
Mobile: 240-210-3258

**Richard Paladino**  
*President*  
richpaladino@paladinsalesgroup.com  
Office: 631-435-1010 x 301  
Mobile: 516-449-0912

**Debbie Cole**  
*Office Manager*  
debbie@paladinsalesgroup.com  
Office: 631-435-1010 x 300