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An ISC West for the Record Books

What a show! Attendance hit an all-time high as Galaxy had one of its best exhibitions ever at this year's ISC West.

At the booth, the team demoed the latest updates to System Galaxy, mobile app capabilities, and integrations. The staff kept busy with a near flood of foot traffic, punctuated by interviews with top media outlets in the industry.

Meanwhile, Galaxy Executive VP Rick Caruthers even presented at an educational panel titled End-to-End Best Practices in Systems Integration, exploring how to maximize access control's ROI and usefulness in risk mitigation, identity management and operations. Hosted by SIA, the panel saw great turnout and included presentations from a number of other leaders in the industry.

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Galaxy in the News

Rick Caruthers interviewed and quoted in SDM's article on the ABCs of School Lockdown.

[Read more here.](#)

Galaxy Control Systems introduces two mobile apps to enhance facility and user control.

GSN. **[Read more here.](#)**

Galaxy Control Systems demonstrates advanced capabilities of System Galaxy Software at ISC West. Security Info Watch. **[Read more here.](#)**

Galaxy Expands Team of Partners

Galaxy has brought on a number of new partners in recent months—with more to come. Most recent are SRI Identity, whose IOM (Iris On the Move) access control tablet now integrates with System Galaxy and will be available thru the System Galaxy dealer network; Technology Xchange, which will be providing manufacturer's rep services and assist with sales/support activities in Arizona, California, Hawaii and Nevada; and TaylorLong & Associates, which will be representing Galaxy in Alaska, Idaho, Montana, Oregon and Washington.

Get Great Press without the Stress



Nothing helps win new contracts like success stories from other happy customers—and what's better than getting covered in leading industry publications? (Answer: getting coverage for free!)

Do you have a previous customer project that could make a good case study? We want to hear from you! Take a minute to contact Galaxy with a few details and we'll take it from there. Key points:

- Please send any details to **Shelly Brown** at Galaxy—please include the user's name/email and integrator contact information if relevant.
- All customers should have had their Galaxy system in place for at least a few months.
- All parties involved in the project will have a chance to review the case study before it's finalized.
- If the article is published, Galaxy will even throw a free pizza party at your location!

New Sales Force CRM Implementation Announcement

Just a quick heads up to all our partners: Galaxy will be reaching out to you to update our records/contact information. (As you may know, Galaxy is implementing a new CRM system—once fully set up, the system will go a long way in helping the team track and respond to your queries as quickly as possible.) Feel free to contact **Shelly Brown** if you have any questions. And as always, thank you for your support!

Reminder: Join Us for the Galaxy Roadshow



Still haven't had a chance to sign up for the **Galaxy 2016 Roadshow**? Don't miss out! This free technical event will be held at various locations nationwide throughout the year—each session will cover best practices and developments for upgrades/installations, our new mobile

apps, cloud solutions, Q&A, and more. Registration is free, and attendees will also receive a light breakfast and lunch at no charge. However, space for each location is limited, so save your spot today. Register on **our website** or contact **Shelly Brown** for more information at (+1) 301.845.6600.

Galaxy Vendor Spotlight

The Galaxy Vendor Spotlight is dedicated to bringing greater opportunities for our dealer network—each issue, gcs.news will highlight new and existing members of our dealer network, as well as the new products of our vendors.

A big thank you to all our vendors in the Roadshow!



About Us

Galaxy Control Systems Mission began with the evolution of intelligent access control. Galaxy Control Systems represents the evolution of Digital Systems Corporation, an award-winning defense contractor. Digital Systems developed a state-of-the-art computer-controlled, microprocessor-driven system for the covert surveillance and tracking of enemy submarines for the U.S. military. Digital also developed integrated hardware and software solutions to allow government & military agencies to make a successful transition from old, proprietary systems to systems like UNIX and Microsoft.

The intensive research and development from this program produced many technological breakthroughs, including the technology that led to the development of one of the security industries first intelligent access control panels and the creation of Galaxy Control Systems. We are a privately held company that has been under the same ownership for 35 years. At Galaxy, we pride ourselves not only on the quality of our products but also on the quality of our employees. It takes great people to share a common vision. Our vision is shared by the Design & Production teams, Sales, Manufacturing, Technical Support, Customer Service and Management to create an exemplary product with quality that will stand the test of time. Galaxy believes in its people & its products so much that we offer a 2-year unconditional warranty on all Galaxy products. The coverage of this warranty includes but is not limited to; tornadoes, floods, hurricanes, lightning and fire. Galaxy technical support is also available 24/7/365, for all of your technical needs. We would like to thank our valued dealer network, vendors, employees and everyone who has contributed to the success of Galaxy Control Systems.



Galaxy Control Systems Mission Statement

To ensure the success of our client's Access Control & Security Management Systems, Galaxy has dedicated itself to providing the highest level of technical support and customer service. By effectively supporting our authorized dealer network and servicing emerging end-user needs, Galaxy not only ensures its own future successes but also will facilitate the increasing integrity and professionalism of our industry. We will accomplish our goals by committing all of our human and financial resources to better serve our dealer network and the customers on whom we all depend.



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