LATEST NEWS

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**GALAXY**
CONTROL SYSTEMS

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## This issue:

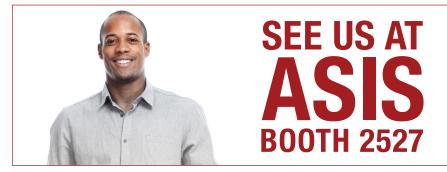## Galaxy Now Approved by AIA for CES Credits

It's been a busy summer at Galaxy as we've continued expanding our outreach and services to our customers and to the access control and security community.

We are pleased to announce that we have received approval from the American Institute of Architects (AIA) as a provider of education classes under the organization's Continuing Education System (CES). Galaxy's first approved offering is titled "Access 101 – The Basics," with future courses progressing to more advanced, in-depth topics. A list of all approved courses can be found on the AIA website (**www.aia.org/education**).

For additional details on how to register for Galaxy's courses, email Scott Baldwin at **sbaldwin@galaxysys.com** or Shelly Brown at **sbrown@galaxysys.com.**

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## Galaxy in the News

*Robert Laughlin's bylined article about the 7 Benefits of Working with Small Access Control Providers*. Campus Safety Magazine. **Read more here.**

*Galaxy Control Systems demonstrates advanced capabilities and integrations of System Galaxy at ESX 2016.* Featured on **SecurityInfoWatch.com** and **SecurityWorldHotel.com**

*Robert Laughlin's discusses The Value of Customer Service in a Technology-Driven World with a Guest Blog.* Security Today. **Read more here.**



## Learning Opportunities Continue with 2016 Roadshow

Our new AIA CES-eligible course is included in the day's agenda at our **Galaxy 2016 Roadshow**, which is in full swing. This free, one-day technical event is being held at various locations nationwide and covers best practices and developments for upgrades/installations, our new mobile apps, cloud solutions, Q&A and more. Our August shows are scheduled for Missouri and Michigan, so If you haven't had a chance to sign up, there's still time although space for each location is limited. Register on **our website** or contact Shelly Brown for more information at 301.845.6600.

## Our New Whitepaper Brings More Value to Our Community

To help our customers and community stay on top of today's access control and security trends, we've published a new whitepaper. Titled The Current State of Access Control, it explores the potential of access control systems to help organizations improve the efficiency and effectiveness of physical and virtual security. Examples presented show the growing importance of access control in operational security, how to utilize the technology to its full potential, and bottom line/ROI results. To download the free whitepaper, **click here**.

## A New Hosted Solution for Customer Convenience

Education seminars and technical whitepapers aren't the only way that Galaxy is supporting its customers. In an introductory program, we've teamed up with central station software provider Bold Technologies, UL-approved monitoring company Dynamark and new Galaxy technology partner Advanced Access Security to provide end users with a complete turnkey access control solution designed to fit budgets of all sizes. Keep watching because our plans are to expand upon this program and offer hosted and managed access control services to all of our dealers.

## Great Press Without the Stress – Plus Free Pizza!

Do you have a customer project that would 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.

- Please send details to **Shelly Brown** at Galaxy – please include the user's name/email and integrator contact information, if relevant.

- 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!

## 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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