

**For Immediate Release****Genetec Announces Distribution Partnership in Thailand**

Bacom Internetwork Co. distributors will help Genetec expand unified security innovations across Thailand with localized sales and tech support expertise

**BANGKOK, THAILAND, October 23, 2018**—[Genetec Inc.](#) (“Genetec”), a manufacturer of unified security, public safety, operations, and business intelligence solutions, today announced it has signed a distribution agreement with security technology distributor [Bacom Internetwork Co., Ltd.](#) (“Bacom”). Terms of the partnership allows Bacom rights to sell and distribute the majority of the Genetec open-architecture security solutions portfolio. Bacom will introduce the benefits of unified IP security and supporting applications from Genetec into new markets across Thailand.

As Genetec grows across Asia Pacific, the company is bringing its physical security innovations to Thailand—a country rapidly migrating to IP-based security technologies. Bacom hosts an established network of certified channel partners, system integrators, training and support specialists, that will offer extended choice and flexibility for Genetec customers across Thailand.

“Genetec is a globally-respected innovator of unified physical IP security solutions, and Bacom is very happy to enter into this distribution partnership,” said Tanakrit Rodjanasirapha, Managing Director at Bacom Internetwork Co., LTD. “Together we will be able to offer sophisticated and powerful Genetec security solutions, with localized training and support to help end-users achieve operational efficiency,” added Rodjanasirapha.

Since 2000, Bacom has been a pioneering marketer and distributor of some of the most intelligent and innovative security technologies in Thailand. With the help of partners servicing all regions of the country, supported by a team of specialists, new customers will now be able to benefit from a [truly unified, open-architecture platform](#) to meet their security needs.

“In the last three years, Genetec has brought the benefits of unified IP security to enterprise and retail customers in Thailand,” said Tussanai Kanuanghead, Regional Sales Manager for Thailand and Vietnam, Genetec. “This newly formed distribution partnership with Bacom will open a broader market to the physical security innovations Genetec is globally recognized for,” added Kanuanghead.

“We are honored to enter into this distribution relationship with Bacom in Thailand and introduce innovative technology from Genetec that will support the physical security mandates in this growing region,” said Daniel Lee, Managing Director for Genetec APAC.

### **About Genetec**

Genetec Inc. is an innovative technology company with a broad solutions portfolio that encompasses security, intelligence, and operations. The company’s flagship product, Security Center, is an open-architecture platform that unifies IP-based video surveillance, access control, automatic license plate recognition (ALPR), communications, and analytics. Genetec also develops cloud-based solutions and services designed to improve security, and contribute new levels of operational intelligence for governments, enterprises, transport, and the communities in which we live. Founded in 1997, and headquartered in Montreal, Canada, Genetec serves its global customers via an extensive network of resellers, integrators, certified channel partners, and consultants in over 80 countries.

**For more information about Genetec, visit: [www.genetec.com](http://www.genetec.com)**

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