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**For Immediate Release**

**Genetec Names Guy Chenard as Chief Commercial Officer, and Michel Chalouhi as Vice President of Global Sales**

Company adds new capacity to senior commercial leadership as it continues to build on its 30% ten-year CAGR

**MONTREAL, September 19<sup>th</sup> 2018**—[Genetec Inc.](#) (“Genetec”), a leading technology provider of unified security, public safety, operations, and business intelligence solutions, today announced two promotions within its executive leadership team. Guy Chenard, has been promoted to Chief Commercial Officer from his previous role of Vice President of Sales. Michel Chalouhi has taken on an international position within the company and is now Vice President of Global Sales.

Both executives are based in North America and will travel throughout all geographic regions to set commercial strategy and organizational trajectory for the Genetec physical IP security solutions and operations software business. Genetec has led innovation in security for 21 years, posting a global 30% CAGR for the past ten years.

An executive with Genetec for 13 years, Mr. Chenard oversaw the sales group as they quadrupled the size of the global business in the last seven years. Mr. Chenard replaces Mr. Georges Karam, who will remain in a senior advisory capacity focused on internal corporate growth initiatives. In his new role, Mr. Chenard will lead sales, marketing, and customer experience departments across the organization as they

scale the business with new software and appliance offerings focused on intelligence, operations and security.

Michel Chalouhi has been with Genetec for 15 years, most recently spending seven years as the Vice President of North American Sales where he oversaw significant growth in regional revenues, as well as the solidification of Genetec as the market share leader for Video Management Systems. In his new position, Mr. Chalouhi will drive global sales operations worldwide—ensuring alignment and collaboration among the technical, operational, and sales staff to continue to deliver on the company’s growth plans.

“The world has an insatiable appetite for software and connecting end users with our technology doesn’t only depend on the innovation and capacity of our Research & Development team. It also depends on our commercial teams’ ability to actively teach and guide our customers through the labyrinth of sometimes conflicting technological choices, to build and support our channels and end users, and to shape and deliver a meaningful customer experience,” said Pierre Racz, President and CEO of Genetec.

“Both Guy and Michel embody the skill, dedication, and passion that we prize at Genetec, qualities that will enable them to drive our business forward and support our ambitious vision for the future.”

## **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 Montréal, 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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