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Media Inquiries

Jennifer Graham
Boulevard
646.255.3241
jgraham@kastle.com

6402 Arlington

Falls Church, VA 22042

www.kastle.com

Kastle Systems Appoints Glenn Felson as President of the Northeast Region

Felson will oversee the largest commercial managed electronic security company in New York, consisting of Kastle Systems Northeast, Mutual Central Alarm Services and Stat Land Security Services.

FALLS CHURCH, VA (May 23, 2016) – Kastle Systems, the industry leader in advanced managed security systems and services, announced today that they have appointed Glenn Felson, former Senior Vice President and General Manager of New York & Affiliates for William Raveis, one of the largest Real Estate brokerage and service providers in the country, as President of the Northeast Region of Kastle.

Kastle's Northeast Region is now the largest commercial managed electronic security company in New York and is comprised of Kastle Systems' Northeast, Mutual Central Alarm Services and Stat Land Security Services. This structure will enable Kastle to leverage the combined resources of the three companies to better meet the needs of clients, enable unprecedented growth in all three business units and expand into other Northeast geographies and new verticals. With a history of over 45 years in the New York area, the Kastle Northeast Region protects over 6,200 sites for leaders in commercial real estate, prominent financial services clients and marquee retail brands - and secures tenants in iconic buildings such as The Empire State Building and 200 Park, i.e. The MetLife Building.

Felson has been recognized throughout his career for being a visionary sales leader leveraging in-depth knowledge of the marketplace and the competitive landscape to significantly increase revenue. Bringing extensive New York City real estate knowledge and business experience, this addition to the executive team reinforces Kastle Systems' ongoing commitment to industry-leading quality of service and high organic growth in major markets across the US.

Felson developed his deep New York City real estate industry expertise and customer orientation at Realogy and that experience will complement Kastle's dedication to providing world-class service to its clients – many of whom are leaders in the commercial real estate industry. During Felson's tenure, he quickly progressed to Regional Vice President overseeing all Franchise Sales and Mergers & Acquisitions for the Northeast United States to include Northern Virginia, Maine, New York, New Jersey and Pennsylvania.

"We put a significant amount of energy into finding the perfect fit for this executive position, and I believe that we found that in Glenn Felson," said Piyush Sodha, Co-chairman and CEO of Kastle Systems. "He has extensive sales and management experience, as well as relevant knowledge acquired from over a decade in the real estate industry which will help us execute our aggressive growth plans for New York and expand into new verticals and markets in the Northeast."

"I am thrilled to be joining such a fast growing and innovative company with exceptional customer service. I am looking forward to leveraging my knowledge and experience to help Kastle pursue the vision shared by the company's leadership," said Felson.

About Kastle Systems

Kastle Systems has been leading the security industry for more than 40 years with new technologies and advanced security solutions. Named the 2015 Systems Integrator of the Year for outstanding innovation and customer experience by SDM, the industry's leading trade publication, Kastle



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operates and manages security systems for its clients remotely, around-the-clock. Kastle protects over 10,000 locations nationwide and internationally. Kastle's innovative outsourced security services significantly reduce costs and improve the critically important, 24/7 performance of security systems for building owners, developers and tenants. KastleVideo systems deliver the latest advancements in monitored video solutions, including high-definition cameras, cloud-enabled network recording and cutting-edge video analytics. Headquartered in Falls Church, Virginia, Kastle is the largest security company in DC according to the Washington Business Journal. Kastle Systems also has offices in Atlanta, Los Angeles, San Francisco, Houston, Dallas, Chicago, Miami, New York, Philadelphia and Sydney, Australia. For more on Kastle, follow Kastle Systems on LinkedIn, <https://www.linkedin.com/company/kastle-systems>, visit www.kastle.com or call 1-855-527-8531.