



## *SIGCOM Incorporated Winning New Business with Advanced Electro-Optical Products*

SIGCOM, a turn-key systems integrator located in Greensboro, NC, is finding considerable success in the physical security marketplace with a complete line of new optical products. Says Les Baney, Vice President of Business Development at SIGCOM, "Federal funding for physical security enhancements is finally finding its way down to those who have not had money in the past; in addition, new initiatives to better secure our northern and southern borders are underway, and these are areas where our new optical devices can best be utilized." Two such devices being offered by SIGCOM are the Myth-350 and the Mirage-1200. Both of these devices detect optical devices pointed at or near the direction of the user. For example, the Mirage-1200 can detect a sniper's scope pointed in a user's direction even if the sniper is located 1300 yards away. The Mirage, an electro-optical device, will start to blink to gain the attention of the user when the opposing optic is detected and it will also register the heading and distance that the optic is away. The devices are being used by United States armed forces and each is directly applicable to surveillance of our borders. The devices work in virtually any type of weather conditions as well as at night and day. The main difference between the two is in their range capability; the Myth is much smaller, less costly to manufacture, has a lower selling price and is good at up to approximately 375 yards.

SIGCOM as a solutions provider of physical security solutions is large enough to take on substantial size jobs worth million of dollars and still small enough to do those smaller jobs that most of our larger competitors pass by. "One of the keys to our continuing success is to figure out just how to stay responsive to the smaller dollar customers while we continue to grow," Baney says. "In addition we continue to see the United States government bundling contracts together so that they do not have to go to the open marketplace to solicit task orders from individual vendors. The government is putting out omnibus solicitations most often for five years or more for a broad range of security services which require companies the size of SIGCOM to team with the largest of firms in the industry; even within these initiatives there are small business set-asides and small business utilization requirements."

SIGCOM Incorporated is an employee owned systems integrator with headquarters in Greensboro, NC, specializing in design, integration and complete life-cycle support of physical security systems, command centers, remote training and video teleconferencing systems. For more information visit SIGCOM's web site at: [WWW.SIGCOM.NET](http://WWW.SIGCOM.NET)

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