



The Difference is the way We do Business

THE HISTORY OF SES

In 1982, SES was started with a single, 1,000 – square foot facility in St. Louis, and began by offering products in the security and fire product categories. In 1986, we expanded to CCTV and also started to expand the physical footprint. In 1988, we opened a branch in Detroit and in 1990, we opened a Chicago branch. This meant we no longer had a single point of distribution and were able to service a wider share of the market. Today SES has 13 full-stocking warehouses/showrooms servicing all customers throughout the United States and have expanded our product categories to: access control, home entertainment, wire and cable to name just a few.

Our moto - “The Difference is the way We do business”. This may not resonate with somebody that has never worked with SES before, but we promise it will make sense after you give us a try.

Mission, Value, Purpose and Vision

Mission:

Our mission is to help our partners prosper every day, with every order, for every job. It is through effort, at every level, that we show value to our partners and our people.

Values:

As an employee of SES and a steward for SES the traits we seek in ourselves, and our partners are:

Live the SES Way

- Family
- Respect
- Celebration
- Strive for Excellence
- Integrity

Work the SES Way

- Curious Spirit
- Fun Loving
- Growth

Purpose:

Our business is to know your business. We offer a friendlier, more personal approach to service and the most innovative products, from the best manufacturers.

Vision:

To be the low voltage industry's most reliable and partner-centric distributor. By focusing on relationships, growth and continuing to adapt to the people's lives we touch today and into the future.

Our Customers

“Our customers and their needs are our primary focus.”

THE STRATEGY

To make good on the promise of delivering great customer service, SES is making several infrastructure investments in technology. This allows us additional time to focus on the human elements of customer service. Investments will include:

- eCommerce to support existing brick and mortar locations and expand customer reach
- Partnerships with logistics vendors to increase shipping footprints
- Additional physical locations in new marketplaces, adding space in existing marketplaces, inventory and people to existing locations so capacity can increase
- Investing in process improvements / operations that focus on the customer experience
- Investing in rep counters and training facilities to bring knowledge to our customers and people.

SES also sees our employees as the key ingredient in delivering on our promise to delivering great

customer service. At SES, employees are valued and treated like family. We continually invest in employee training to give our customers the best experience and our employees a stable career opportunity. We will create a culture of open dialogue to ensure our employees always have resources and benefits needed to have not only a full life at work, but also a healthy home life.

Our customers and their needs are our primary focus. In the age of automated phone systems, outsourced call centers and hours spent in front of a screen, SES has chosen to keep our service personal. We will use technology to enable efficiencies, but still prioritize human interaction to encourage connection, relationships and learning from each other. While competitors look to automate their systems for pure efficiency, SES will choose automation only if it makes our customers lives easier. SES will strive to remain a one-call solution that is truly customer centric.

“SES is a critical part of our business operations. For over a decade SES and our Sales Rep, Shaun Robertson, has been our go-to source for help with specifying equipment and ultimately winning jobs.”

– Paul Dinkins
from PrepSecurity

“ACF Alarm has always depended on SES for our security products. For over 30 years, SES has been our go to supplier for burglar alarms, fire alarms, camera equipment, and access control. We are looking forward to working with SES for years to come.”

– ACF Alarm Co

“SES has been integral in taking us from a one-man low-budget startup to doing over a million dollars in sales in 5 years. They provide so much more than just equipment.”

– Eric Davis
from Think Security

“When I first started out, I used to order from several local and remote suppliers. After 9 years in the industry, I buy almost exclusively from SES because I know they are the BEST!”

– Ryan Geltz
Pro Security & Automation

Our Customers

SES

INTERACTIVE THERMOSTATS
Difference is the Way We Do Business.

Fire-UTE Alarm by Honeywell
SYSTEM SENSOR

“SES has helped us grow our family business over the past 30 years. They look out for our best interest, keep us updated on new products and inform us of industry changes. Thank you SES!”
— Ryan Montgomery, Assurance Protection

Kwikset
Bronze Z-Wave PB Deadbolt Smartcode 888 Series

Red Compact Wall-Mount Strobe

3MP Dome IP Camera
speco technologies Giving You More.

ANALOG TO 4K TESTER

Look inside for the SES Featured Products!

SES has the products you need. **No Matter What.**

SES

“At Lima Security, we are a family company and have used SES as our distributor for over 20 years. Tom and his fabulous crew at SES Indianapolis go above and beyond to help our company. Their dedication to our business will carry us into the future.”
— Brad Pugh, Owner Lima Security Sons Bryan and Tyler (the future of Lima Security)

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419-222-1250
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SES has the products you need. **No Matter What.**

SES

“SES is crucial to my business. We have used them for 34 years and they have never failed us. The sales staff is top notch and always there to help us.”
— Blank Name from Blank

YOU CAN COUNT ON SES
No Matter What.

SES Featured Products

CRIMSON
Articulating Mount for 13" to 40" Flat Panel Screens

MINUTE MAN
Line Interactive UPS

ATHERTON
24" LED 16:9 Display Panel

WANGO
20' Certified Premium HDMI Cable with Ethernet

See Pages 17 and 18 for more details.

Our Customers

Helping you

GROW YOUR BUSINESS

SES Project Solutions



We can assist with bid submittal(s)



We will assist with research & planning



We will work with vendors for best pricing



We will review project specs



Help secure financing & working capital



Follow up & assist with any technical support

We have your back, No Matter What!

THE KEY TO GROWING YOUR BUSINESS



We have...

The products you need.
The trainings necessary to help expand your markets.
The knowledgeable staff to get you the right products for the job.
The experience to guide you.
The resources to help you win bids.

SES has the skills to help you grow your business,

No Matter What.

Contact us today: sesonline.com

Categories



**Home Convenience
and Interactive**



Central Vac



Environmental



CCTV/VIDEO



Fire and Life Safety



Access Control



**Intrusion
Burglary**



**Intrusion
Detection**



**Intrusion
Wireless**



**Intrusion
Personal Protection**



**Intrusion
Alarm Transmissions**



Network / Structured Wiring



**A/V Communications
Home Entertainment**



**A/V Communications
Distributed Amps**



**A/V Communications
Comm/Phones**



Tools & Hardware



Wire & Cable



Power

Vendor Partners

Honeywell

Alhua
TECHNOLOGY

Johnson
Controls 

 **NORTEK**TM
SECURITY & CONTROL

 **uniview** **tec**

 **VANCO**[®]
ADVANCING...CONNECTIVITY 

 **Kidde**
 United Technologies

ASSA ABLOY

DSC

ZKT **ECO**
USA

 **NAPCO**

 Paxton

Line Card

2024 Vendor Line Card



SES carries products across a wide range of categories.

Intrusion
Fire & Life Safety
Video Surveillance
Access Control
Home Entertainment
Commercial Audio
Voice Communication

Home Automation
Networking/Structured Wiring
Power
Wire & Cable
Safety Equipment
Hardware/Tools

2GIG (Nice)

Adams Rite (ASSA Abloy)

Adept Audio

Aeotec

Aiphone

Ajax

AI Next (formerly Aleph)

Alarm Controls (ASSA Abloy)

Alarm Lock

Alarm.com

AlarmSaf

Altronix

Alula

American Comm. Networks

Arteco

ASSA Abloy

Atlas IED

ATV

August Locks (Yale Real Living)

AVE Multiview

AWID

Beale Street Audio

Belden (ICM)

BES Manufacturing

Blustream

Bogen Communications

Bosch Security

Brady

BRK Electronics

Cable Tie Express

Camden Door Controls

Cap America

Carlson

Cellar Saver

Chugai (CBC)

Coast Cutlery

Code Locks

Comelit

Command Access Technologies

Comnet Comm Networks

Costar (Quantum Group)

Crimson AV

Dahua Technology

Dakota Alert

Damac

Davantis

Denon Electronics

Detex

Digital Watchdog

Ditek Surge Protection

Door King

dormakaba

Dortronics Systems, Inc.

Drainvac

DSC (JCI)

Edwards

Eero

Elk Products

EnGenius

ETS (Electronic Technical Services)

Ethereal

Evax Systems by Potter

Exacq (JCI)

Eyez-On

Fire Fighting Enterprises

Fire-Lite Alarms

Garret Metal Detectors

Garvin A Southwire Business

Gentex Corporation

Google Nest

GRI (George Risk Industries)

Hayden Central Vac

HES (ASSA Abloy)

HID Global (ASSA Abloy)

Hitachi Cable

Hochiki

Honeywell Cable

Honeywell Commercial Security

Honeywell Fire Products

Honeywell Power Products

HSI Fire & Safety Group

Idemia

IDP Americas Inc.

Inaxsys

Infinias (3x Logic)

Inovonics

Intrasonic

InVid Tec

Ion Security

ITSS

Jasco Products

Kaadas

Kantech (JCI)

KBC Networks

Keri Systems

Keyscan (dormakaba)

Kidde

Kwikset

Labor Saving Devices

Leviton

LH Dottie

LifeSafety Power

LiftMaster

Linear (Nice)

LogicMark

Louroe

Lutron

M2M Services

Macurco (Aerionics)

Mag Daddy

Magnasphere

Maxwell Alarm

MD Manufacturing

MG Electronics

Mier Products

Minuteman

Mircom

Mongotel

Mul-T-Lock

Napco Security

Nascom

National Training Center

Nice

Nitek

NVT Phylbridge

On-Q (Legrand)

Optex

Optoma Technology Inc.

Pach and Company

Panamax

Paxton Access

Platinum Tools

Polk Audio

Potter Signal

Power Cell

Power-Sonic

Preferred Technologies (Cartell)

Pro Control

Prodata Key

Proficient

Progressive (Textron)

PulseAudio

Qolsys

Quest Technology

RBH USA

RCI (dormakaba)

Remeo Wire & Cable

Ring

Rip-Tie

Rokonet (Risco Group)

RTI

Russound

Safety Technology Intl. (STI)

SB Scandinavia AB

Schlage

SDC- Security Door Controls

SDI Fire

Se Kure Dome

Seco-Larm USA, Inc.

Secura Key

Securitron (ASSA Abloy)

Signamax

Silent Knight

Southwire

Southwire Tools

Space Age Electronics

Speco Technologies

Street Smart (Honeywell)

Suprema

Sure Action

Surebonder

System Sensor

Takex America

Talk-a-Phone

Tamron

Tektone

Telular (Ametek)

Terminus

Texcom

The Housing Company

TRENDnet

Triplett

Tripp Lite

Trovac

United Security Products

Universal Power Group

Universal Remote Controls

Uniview Tec

Vanco

Ventra Technology

Veto Pro Pac

Video Mount Products

Videofied

Videogenix

Viewz

Visonic

Vitek

Vivotek

Wheelock (Eaton)

Wilson Electronics

Winland Electronics

Xantech

Yale Locks

Yuasa Batteries

ZK Teco USA

Re-Cap

TO SUMMARIZE

SES treats our customers' business like it's our own business. We are the independently-owned wholesaler of low-voltage electronics that provides exceptional customer service and advice to dealers and installers. We serve as a trusted resource and partner for selecting and installing top-of-the-line equipment.

WHAT WE DO

Give the assistance, expertise and products (solutions/ systems) to help our customers build a sustainable business. The proof is that we:

- Give customers honest feedback
- Treat everyone equally no matter the size of their business
- Understand the customer's' needs first
- Are available to our customers at all hours
- Provide ongoing staff training
- Recommend the right mix of products and services
- Ask the right questions

HOW WE DO IT

Provide the right services, education and training to build mutual trust and understanding. The proof is that we:

- Become the customer's warehouse/JIT inventory/logistical support
- Provide working capital (net accounts & project job financing) to support our customers' business
- Ensure all employees are well trained

- Leverage customer feedback
- Partner with vendors for new product education
- Provide after hours training; Q&A for sales team with vendors
- Offer vendor webinars for employees and customers
- Share experience and knowledge between sales and customers

WHY WE DO IT

Because we are a family business that treats our customers and employees like family. The proof for customers is that we:

- Provide focused & special attention to our customers
- Are friends and confidants of our customers
- Always encourage feedback and open communication
- Have frequent and personalized communication with our customers

Love to see our customers grow and succeed in their business, while continuously growing with SES.

The proof for employees is that we:

- Provide great and personalized onboarding
- Have an average employee tenure of more than

- 10 years
- Don't treat our employees as expendable
- Provide a clear pathway for growth
- Are always here and available to help
- Offer growth opportunities based on skills, not number of years of service
- Treat employees like family, not a number
- Offer an SEP program where we put in 100% of the contribution towards eligible EE retirement - funds invested at the direction of the employee
- Provide medical, dental and vision benefits
- Have bonus opportunities for all employees and share our profits with those who helped create them
- Offer a competitive compensation structure