

The **SIGNET** Circular

SIGNET Celebrates 35 Years of Excellence



In October of 1974, Charles Caron founded SIGNET Electronic Systems, Inc. His goal was to create and build a responsive, customer-friendly, service organization. Throughout the 1970's, Mr. Caron worked diligently toward this goal, supporting his family and the families of SIGNET's five team members.

Today, SIGNET is proud to support 130 team members and their families. The legacy of SIGNET's success is based on Mr. Caron's dedication to what he believed in and the devotion to his client base. The fact that SIGNET has become and continues to be recognized as a Top 50 Systems Integrator throughout the country is not by chance. SIGNET is a 35-year success story because it reflects Mr. Caron's moral values and ideals.

Sadly, Charles Caron passed away in December of 2008. Bradford Caron has been with SIGNET since 1987, and has assumed the role of President. SIGNET looks forward to continuing to build relationships with team members, clients, partners, and the community for the next 35 years.

Community Service Committee is Created

SIGNET recognizes its sense of corporate responsibility to the community by donating time and money to worthy charities and by providing a stable source of employment.

SIGNET believes that each of its team members are blessed, and that we all have a responsibility to support the community in whatever fashion we are able.

With the recent formal publication of SIGNET's Mission Statement and Core Values, President Bradford Caron has established a three-member Community Service Committee. The purpose of this committee is to choose events and charities that will summon the maximum generosity, interest, and participation of SIGNET team members.

The committee just finished raising \$15,000 for the Boston Breast Cancer 3-Day. A five-member team will represent SIGNET at the 60 mile walk the end of July.

SIGNET's Participation in Upcoming Trade Shows

SIGNET is committed to supporting local industry organizations. If you plan on attending the following annual trade shows, please visit the SIGNET display booth or if you would prefer to schedule a private appointment, please contact Linda Anderson at 800-444-9614, extension 1315 or linda.anderson@signetgroup.net.

Massachusetts Secondary School Administrators Association

July 29 – 31, 2009

Seacrest Resort & Conference Center, North Falmouth, MA

Massachusetts Organization of Nurse Executives (MONE) Fall Educational Meeting

Friday, September 11th

Four Points Sheraton, Norwood, MA

Rhode Island Health Care Association (RIHCA) 23rd Annual Trade Show and Awards Luncheon

Friday, September 18th

The Crowne Plaza, Warwick, RI

The New England Healthcare Engineers' Society 2009 Fall Conference and Technical Exhibit

September 27 – 30, 2009

The Crowne Plaza Hotel, Warwick, RI

Service Sales Growth Results in Newly Created Director Position

The need to deliver a high level of client service is essential to the continued success of SIGNET. The anticipated growth of the Service Division, fueled by the focused efforts of the Service Sales team, has resulted in the need for a newly created management position of Director of Service Operations. SIGNET is proud to have Jim Lynch join the SIGNET Team.

Mr. Lynch is an experienced service-oriented professional, joining SIGNET from International Electronics, Inc. (IEI) in Canton, MA, a provider of security solutions for commercial, industrial, institution and government markets, where he was the Director of Product Management for the past 10 years. Prior to IEI, he was the Manager of the Customer Services Group of Fire Control Instruments, Inc. (FCI) in Waltham and was the General Manager and Vice President of Sales and Marketing for Sonitrol of Southeast Massachusetts, providing integrated security and fire solutions to commercial end users. Mr. Lynch is also a licensed security system contractor and holds his MBA from Babson College. His operational and business development experience combined with his industry expertise will prove to be a valuable resource to SIGNET's client base and will be an asset towards the success and the continued growth of SIGNET.

If Mr. Lynch may be of assistance to you or you would like to further discuss the expansion of SIGNET's Service Division he may be reached at 800-444-9614, extension 1237, or jim.lynych@signetgroup.net.

SIGNET Secures a Large Project at Northeastern University



When Northeastern University looked for a solution to provide an intercom system for their new twenty-two story, 1000 room Dormitory located in the International Village in Boston, they looked no further than SIGNET.

The solution that SIGNET recommended was based on the new NEC Corporation SV8100 Communications Servers which would lower the total cost of ownership and provide an improved IP networkable platform moving forward to replace the existing legacy systems. Additional benefits included: a "green" design encompassing reduced environmental footprint (60% less power), an IT-friendly 2RU space saving design utilizing only 7.5 square feet, a 5 year equipment warranty, a software feature set with IP networking built-in, and new cost efficient NEC Phones with speed dial (and one-touch 911 capability to be added at later date).

A project of this magnitude attracted many competitors and various solutions, but after meetings between SIGNET, the consultant and the Northeastern University decision-makers, the project was awarded to SIGNET.

NEC's Regional Manager, Al Liebmann, states *"this project is the largest of its kind for NEC and opens up a new vertical market for the NEC SV8000 Communications Servers"*.

SIGNET Electronic Systems, Inc.

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