



**ENGINEERED
PROTECTION
SYSTEMS, INC.**

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Statewide Success for The State Bank

Fenton, Mich.-based The State Bank is one of the state's oldest names in personal and business banking. In an era when the large national

banks change hands (and names) with surprising frequency, The State Bank remains fundamentally the same bank it was when it opened its doors to

the Fenton community in 1898. Its focus on personal relationships and a high level of personal service separate it from the pack in today's fast-paced age of online banking.

Yet, The State Bank is not a small operation. In fact, it ranks among Michigan's largest independent community banks with nine locations including Holly, Linden and Grand Blanc and another seven locations among its Davison State Bank and West Michigan Community Bank partners. All three bank brands make up Fentura Financial, Inc., which employs more than 200 people.

Tara Lee is one of those employees. She has been with the company for nine years, the last three as chief security officer for The State Bank and Fentura Financial. Despite the state-wide scale of her job responsibilities, the security detail is largely handled by her one-person team.

"It's true we are a large operation when you look at the number of locations we have," said Lee. "But it's really an ideal situation because we have the resources of the big banks but the personal attention that has been a State Bank staple. I'd be willing to bet our employees know each and every customer by name."



The security systems are one area where The State Bank mirrors even its largest competitors. EPS provides burglary and fire safety systems that integrate with the latest in video surveillance and access control technology to create an ultra-safe environment for customers and employees alike. EPS manages the Access Control administration on Lee's behalf, which is an important service that she has come to depend on.

"Most card access systems are still administered at the keypad," said Lee. "So, if an employee was terminated I used to have to remove that employee's information at the keypad on the wall, which meant a lot of time just in travel for me. With the EPS system, I simply log on to the EPS website, enter the employee information, and within an hour everything is handled remotely. I really can't imagine it any other way, particularly when you consider employee access is just one aspect of my job."

The other area Lee has historically relied on EPS is the counsel of salesman Mike Wright.

"I stepped into this position out of necessity," Lee says of her "temporary" assignment for a former employee who previously held her position. "I was in management training at the time and I had zero experience in security devices," she said. "Mike knows everything imaginable about video cameras and hardware devices and how they all work together, and over the years he's provided some trusted counsel that has allowed us to design our systems. And he's always willing to work with my budgets, which is important to me."

It's fair to say Lee's transition from management trainer to security expert has gone smoothly; The State Bank has had just one robbery in her nine-year career and even then an EPS camera helped secure an arrest shortly afterwards. It's the kind of record that speaks volumes about the job Lee and EPS are doing for the Fentura family of banks.



RESIDENTIAL SERVICES

Heat & Smoke Detection
Intrusion Detection
Furnace & Sump Pump Failure Monitoring
Emergency Medical Alert
Carbon Monoxide Detection
Video Surveillance

COMMERCIAL SERVICES

Video Surveillance Systems	Holdup Alarms	Guard Tour Monitoring
Access Control Systems	Safe & Vault Monitoring	Fire Testing
Heat & Smoke Detection	Power Monitoring	Preventative Maintenance
Fire Systems Monitoring	Industrial Process Monitoring	Mandated Inspections
Intrusion Detection	Furnace & Boiler Monitoring	Elevator Monitoring

New Offices for Gaylord



The EPS office in Gaylord, Mich. has moved from 104 South Elm Street to a new space at 1234 South Otsego Avenue. The new office represents a substantial expansion—from 500 square feet to nearly 2,500—and allows for additional storage

and meeting space for the sales and technical staff employed there.

“We opened our first Gaylord office just a couple years ago so that we could better service the growing number of clients we had in that region,” said Kevin Carlson, president of EPS. “I didn’t expect we’d outgrow that space so quickly, but it’s a great problem to have. We have room to add staff in the future and we also have a greater visibility in terms of traffic. It’s a great location.”

The office move was completed last month. If you are interested in visiting our new location, or would like to meet with our Territory Sales Consultant, please call Doug Slagel to schedule an appointment.



LOCATIONS

Grand Rapids

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Phone: 616.459.0281
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Traverse City

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Traverse City, MI 49686
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Petoskey

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Gaylord

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Kalamazoo

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EPS is Now a Samsung Dealer



EPS is partnering with one of the world’s most recognized brands, Samsung Electronics, to offer its new state-of-the art DVR designed specifically for high-end Video Surveillance systems.

The SAMSUNG SHR-8000 series DVR offers high performance digital video, but at lower costs compared to other DVR systems.

The SHR-8000 series DVR’s technology is a recording solution with extended storage capabilities designed to achieve real time, high quality 480ips at D1 (704 x 480) resolution recording for any demanding security application. An end-user can easily transfer video recording to a USB drive for police or court purposes.

The SHR series DVR’s allow the user to record live video onto a hard drive while reviewing the previously recorded images without compromising speed. In addition, it features Net-I, a viewer software and web browser which allows for administration of video from anywhere in the world.

This is as fast as it gets, so if you’ve been thinking about an optimized, high-speed, remote administered Video Surveillance system, the barrier to entry has just been lowered. And for existing customers, the SHR-8000 integrates with many industry cameras currently on the market, so a system upgrade is more affordable than ever before.

Our technical staff and sales teams are ready to answer any questions you may have about the new Samsung DVR systems. Call us at 800.966.9199 or send us an email at sales@EpsSecurity.com to get more details.

