

services. Early adopters of these technologies will be poised for strong growth in the foreseeable future.”

ESA President Marshall Marinace, president of Marshall Alarm Systems Inc. in Yorktown Heights, N.Y., says increased demand for lifestyle features benefits consumers and security companies.

“This is a very exciting time for our industry as it evolves from installing and monitoring traditional **security systems** to integrating and monitoring complete technology solutions for residential consumers and commercial end users. Companies interested in diversifying their offering and boosting RMR have moved quickly to add additional IoT devices and services,” Marinace concludes.

**sensors and electronic locks to name a few,” says
ESA Executive
Director and CEO
Merlin Guilbeau**



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