



FOR IMMEDIATE RELEASE

## DW® Names Additional Sales Engineer to Support Partner Integrators Pre- and Post-Sales

Brian Denmeade Excels at System Planning and Troubleshooting



**Brian Denmeade**

**Cerritos, CA (July 25, 2024)** – [Digital Watchdog® \(DW\)](#), the industry leader in digital recorders, surveillance cameras, perimeter protection devices, system peripherals and related management software, announces the appointment of Brian Denmeade to the team of Sales Engineers dedicated to supporting the DW sales team and partner integrators.

As a DW Sales Engineer, Mr. Denmeade will help with the planning of systems and overcoming technical issues with existing systems, create training materials and author technical collateral.

“Our Sales Engineers have been a tremendous success for DW and our customers,” said Steve Adamczak, Vice President of Sales — North America, Digital Watchdog.

“Brian’s many years of experience and great attitude are a welcome addition to the team.”



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Mr. Denmeade brings an impressive array of certifications, technical skills, and management experience that are invaluable to DW and our customers. Before joining DW, he held significant roles at CBC AMERICA LLC, where he served as a Field Application Engineer, Pre/Post Sales Support, and a member of the Product Management Team, and at Vicon Industries Inc., where he was a Supervisor, Sr. Tech, Technical Writer/Trainer, and QC.

In his management and project roles, Mr. Denmeade has excelled as a Field Application Engineer and Jr. Project Manager. He has provided training and design consulting for video surveillance systems, developed training materials and multi-tiered training programs, managed daily vendor interactions for product development, supervised and trained over 40 technicians, and created documented procedures for audit, repair, RMA, and parts departments.

### **ABOUT DIGITAL WATCHDOG**

Founded in 1987, DW® is a leading manufacturer of NDAA/TAA-compliant complete surveillance solutions, delivering easy-to-use, resource-saving artificial intelligence (AI), stunning image quality, advanced hardware capabilities, superior video management, reliable customer support and the lowest total cost of deployment for IP megapixel, Universal HD over Coax® megapixel, and legacy analog applications. DW's catalog includes perimeter protection devices including motion detectors, illuminators and horn speakers, as well as an NDAA-compliant elevated skin temperature system. With offices in Cerritos, California and Tampa, Florida, and manufacturing facilities in Seoul, Korea, DW is committed to delivering powerful security solutions to its customers worldwide.

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### **For Images or More Information:**

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