

Feenics Appoints Physical Security Industry Veteran Dan Cosgrove as Midwest US Regional Sales Manager

Cosgrove joins the company with long-time experience in the integrator and manufacturer space.

Ottawa, Can., September 16, 2020—Bringing wide-ranging physical security experience in both the system integrator and software manufacturing sales disciplines, Dan Cosgrove has been appointed Midwest US Regional Sales Manager for Feenics, Ottawa, Can. Feenics will look to leverage Cosgrove's 20+ years of end user and channel management experience, having held strategic sales positions at well-known companies including ADT, Red Hawk, Brivo, and most recently Open Options.

Feenics, maker of the award-winning Keep Access Control as a Service (ACaaS) software platform, will charge Cosgrove with implementing effective strategies to both support, and expand upon, the Keep installed base in the Midwest. For Cosgrove, it's the chance to get back into the cloud / access control as a service (ACaaS) space and promote of the superior advantages offered with the Keep by Feenics™ hosted access control platform.

"I'm totally stoked to be joining Feenics and can't wait to start promoting the value of cloud-based physical access control systems," said Dan Cosgrove. "We are going to see much greater demand for cloud-based solutions in our post-COVID world and I'm excited to be on that leading edge!"

Dan said he is also eager to help system integrators better understand how to leverage the recurring revenue model offered by Keep by Feenics' ACaaS platform.

"Dan's passion for Access Control as a Service and his intimate knowledge of the Midwest made him a perfect fit for Feenics," said Paul DiPeso, Executive Vice President, Feenics. "his philosophies for how to best service end users as well as help provide a better financial model for system integrators will deliver a win-win scenario for all parts of our go to market model."

Cosgrove's territory includes the states of Ohio, Kentucky, Tennessee, Michigan, Indiana, Wisconsin, Illinois, Minnesota, Iowa, Missouri, Nebraska, and Kansas.

Feenics has continued its steady upward growth and visibility, adding key management positions and was recently certified as an International Organization for Standardization [ISO 9001:2015](#) company. In addition, the company was awarded a 2020 Platinum [Govies Award](#) from *Security Today* in the Access Control Software/Controllers category.

About Feenics

Feenics is paving the way for the future of physical security with innovative cloud-based access control solutions. Feenics is the maker of Keep, a cloud-hosted platform that provides extreme scalability, unprecedented flexibility and advanced security in ACaaS applications. It integrates native visitor management and a RESTful API that allows simple integration of complementary systems and open hardware devices, resulting in a lower total cost of ownership. Keep by Feenics offers on-site servers or offsite cloud deployment, hosted by Amazon Web Services. Leveraging Authentic Mercury Security open field hardware, Feenics works with industry leading video, intrusion

and wireless lock manufacturers, delivering robust solutions through its value-added reseller partners around the world. For more information, visit feenics.com.

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