

Feenics Inc. Unveils its CloudForce Alliance Program

New partner program is designed to distinguish and build a community of Feenics' best in class systems integrators

Ottawa, Can. – January 20, 2021 — Feenics, an Ottawa based provider of forward-thinking Access Control as a Service (ACaaS) solutions, today announced the creation of its CloudForce Alliance Program. CloudForce is a premier partner program designed to distinguish best-in-class systems integrators whose performance, investment in supporting Feenics' customers, and commitment to promoting cloud-based solutions align with Feenics' core principles and philosophies.

"We are thrilled to launch a program that delivers many benefits to both our end-user and VAR customers," stated Sam Shalaby, CEO for Feenics, "first and foremost, we envision that the presence of a CloudForce Alliance shield will signal to the end-user community that they are in good hands when partnering with a CloudForce member. They can be confident that the integrator has made significant investments to optimally support their needs."

"CloudForce is a way for Feenics to recognize and reward our elite performers whose loyalty to Feenics AND commitment to their customer's success creates a win-win scenario for everyone involved within the Keep ecosystem," added Jeff Ross, Director of Global Marketing for Feenics "our aim is to build a tight knit community of elite system integrators who can collaborate with each other on cross regional projects, share best practices amongst themselves, and leverage each other's expertise to best serve the interests of our collective end-user customers."

The unique benefits offered by Feenics are only enjoyed by those alliance members that qualify for this program. A sample of benefits include lead generation, collaboration opportunities with other alliance members, and direct involvement with product strategies.

"When we made the decision to create a partner program, it was imperative that it was not like most cookie cutter programs in the market today," stated Paul DiPeso, Executive Vice President for Feenics "for this program to be meaningful, it needs to deliver value to our end-user community as well as our partner community. Our vision is that end-users will recognize the value of partnering with a CloudForce member and that our systems integrator community will see equal value, and thus make achieving this status a priority in their organization."

Systems integrators and end-users interested in learning more about CloudForce can reach out to one of Feenics' Regional Sales Managers for more details.

Feenics continues to fortify its position as an ACaaS market leader. They are a Mercury Platinum level partner, International Organization for Standardization [ISO 9001:2015](#) company, and certified as a FICAM & FIPS-201-2 compliant solution. Feenics was recently awarded a 2020 [CyberSecured Award](#) from *Security Today* in the Access Control category. In addition, the company ranked No. 231 on the Globe & Mail Report on Business 2020 Top 400 List of fastest growing Canadian companies.

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 cloud solutions are 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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