

EPIC SECURITY SYSTEMS (ESS)

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Keywords: Security management systems (SMS), intrusion detection systems, access control systems, badging systems, badge readers.

History: Epic Data Inc., sole owner of ESS, was founded in 1974 and has attained the stature of industry leader in the field of electronic data collection. In recent years Epic has grown as a systems designer and integrator, culminating in the development of the comprehensive and integrated Security Management System. This growth path reflects Epic's long and successful relationship with U.S. DoD contractors such as Northrop, Martin Marietta, General Dynamics and Boeing.

Products: Manufacture badge readers (mag stripe, proximity, wiegand) and systems software. Sell other hardware such as motion sensors, mag locks, alarms, biometric devices, video systems, badging systems etc.

Capability: Epic Data manufactures rugged badge readers, including the controllers and networks to support them. ESS has designed and built a strong software product and customizes it to meet individual requirements. Epic integrates these with other devices such as video, motion sensors, biometrics etc. to form a complete turnkey system. Epic typically takes prime contractor responsibility for all aspects of the security system.

Experience: Epic has data collection installations on four continents with strong growth in the European and Australasian markets. Major SMS installations are with General Dynamics, Fort Worth Division (protecting "black" programs in several installations), Bell Canada, Toronto, and American Airlines, Dallas. SMS meets the most stringent U.S. Government requirements for security of National Defence information under DIAM 50-3 and the FAA's requirements under 14 CFR Part 107.14.

Plant Size: 40,000 square feet

Average Work Force: 200 - 250

Gross Sales: \$30 M

Export Sales: \$25 M

Export Markets: Developed countries worldwide

Ratio Commercial/Defence: 80/20

Joint Ventures: Marketing agreement with General Dynamics Fort Worth

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