



PSA SECURITY NETWORK ACQUIRES USAV AND CI EDGE

WESTMINSTER, CO – May 1, 2017 – [PSA Security Network](#) today announced it has acquired [USAV](#), a closely knit team of professional audio-visual (ProAV) integrators. USAV's affiliate [CI Edge](#), a buying group designed to support middle market commercial technology integrators, was also acquired as part of the transaction.

USAV is a premier ProAV membership organization that bonds independent member companies into an elite industry team. Founded in 2001 with only seven members, today USAV has 57 Integrators throughout the U.S. and Canada, as well as partnerships with 19 top ProAV suppliers, and six service providers. In 2016, USAV integrators collectively serviced 88 percent of the top 25 and 84 percent of the top 50 major metropolitan areas in the U.S. CI Edge was founded by USAV's executive team in 2015 as the only buying group for small and mid-sized commercial integrators. CI Edge provides benefits uniquely tailored to members including buying programs that connect members directly to top technology providers.

PSA Security Network is the world's largest electronic security cooperative, owned by the most progressive integrators throughout North America. Combined, PSA members boast over 300 branch locations, employ nearly 6,000 security industry professionals and are responsible for over \$3.5 billion annually in security, fire and life safety installations. The purchase of USAV and CI Edge supports PSA Security Network's plans for growth in the ProAV sector which was [announced in November 2016](#).

"We are delighted to welcome USAV and CI Edge into PSA Security Network," said Bill Bozeman, president and CEO of PSA Security Network. "Their vendor relationships and integrator business models are right in step with what we were looking for in a partner in the AV space. With the low voltage integrator industry continuing to expand and consolidate at a rapid rate, we strongly believe that these two companies will be a perfect addition to the PSA family."

USAV and CI Edge will continue to operate under their respective brands and the existing management team at USAV will continue to run the day-to-day operations of the AV business. K.C. Schwarz, CEO of USAV, and Chris Whitley, Founder and CFO of USAV, will join PSA's management team. K.C. brings over 30 years of technology experience, with 11 of these in the AV industry. Chris brings to bear 24 years of finance, accounting, and technology experience, with 16 of these in the AV industry specifically.

"We are excited for this new step in USAV and CI Edge history. USAV and CI Edge were founded on the premise of providing programs that help integrators improve their overall effectiveness. Now members will benefit from PSA's broadened platforms in new and exciting ways," said USAV CEO K.C. Schwarz. Chris Whitley, USAV's Founder

added, “Since the beginning USAV has focused on long-term partnerships with integrators, manufacturers, and distributors. This new chapter with PSA will continue such focus and expand our collaboration efforts with their infrastructure and dedication to education and training.”

USAV will operate out of the PSA’s main corporate office in Westminster, CO. For more information about the transaction, visit www.psasecurity.com.

About PSA Security Network

PSA Security Network is the world’s largest electronic security cooperative, owned by the most progressive integrators throughout North America. Combined, PSA members boast over 300 branch locations, employ nearly 6,000 security industry professionals and are responsible for over \$3.5 billion annually in security, fire and life safety installations. PSA’s mission is to empower its owners to become the most successful systems integrators in the markets they serve. PSA brings this mission to life by partnering with industry leading product and solution providers, delivering unparalleled education and training programs and by offering a variety of distinctive services that can enhance any company’s operations. Learn more at www.psasecurity.com.

About USAV

USAV bonds ProAV affiliates into an elite industry team. With integrator members through the U.S. and Canada, partnerships with top ProAV [manufacturers](#) and [service providers](#), and alignment with leading [industry associations](#), the advantage USAV provides is unparalleled by any other industry association. USAV Integrators provide clients with the benefit of a nationwide network of ProAV specialists and personal relationships with local AV experts. Founded in 2001, USAV has provided a unique advantage to its affiliates for over a decade. For more information, visit www.usavgroup.net.

About CI Edge

CI Edge was founded in the fall of 2015 as the only buying group supporting small to mid-sized commercial technology integrators. Members have direct access to buying programs with top technology suppliers and are part of an extensive national network of integrators. For more information, visit www.ciedge.com.

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