

# Security Defense Technologies Announces Nigeria Market Launch For Dual Use Technology

/EINPresswire.com/ Security Defense Technologies leads key West African market entry effort with its defense & security contractor global sales model for dual use technology

Security Defense Technologies announced today the launch of a new business development initiative for Trace Detection Sciences. Focused on key markets in EMEA with high profile security challenges, SecDefTech will function as a trusted agent resource for a client that manufacturers trace detection equipment. The company will complement its client's broader global sales efforts for its narcotics and [explosive trace detection](#) technology.



Initial efforts are focused on the volatile Nigerian market where multiple insurgencies are being fueled by the broader insecurity in the Sahel region to the north. Boko Haram attacks have often used explosives as a weapon of choice and identifying explosives threats is integral to maintaining security. The [explosive detection](#) technology incorporates various innovations which enhance reliability and accuracy, even under difficult field conditions.

Ed Marsh, founder of Security Defense Technologies comments, "This is the sort of assignment at which we excel. Our model allows us to incorporate multiple disciplines into an effective global market development strategy on behalf of clients. Combining B2B and B2G marketing localization, international sales channel management expertise, export management and security & defense experience, we're able to craft a program from scratch or supplement a client's existing efforts." He continues, "Nigeria, West Africa and even Africa as a whole offer enormous commercial opportunity for American businesses. We're excited to not only help raise market awareness for the only IMS ETD solution made by a US-owned company, but also to support efforts by Nigerian authorities to ensure security for broader trade and development efforts."

Nigerian companies and federal government officials interested in industry leading, TSA-

approved narcotics and explosives detection technology are invited to contact the company to arrange a meeting to discuss applications for counter-terrorism, aviation security, air cargo screening, critical infrastructure and force protection applications. Commercial applications include facility security for churches, energy infrastructure, luxury hotels and other high profile facilities.

American security and [defense contractors](#) eager to diversify their revenue stream as defense spending gradually falls should contact Marsh, a former airborne ranger infantry officer, to discuss how SecDefTech's agile model may support their efforts.

About Security Defense Technologies – An SDVOSB owned company, Security Defense Technologies assists manufacturers of innovative, technology rich, non-lethal dual-use security and defense technologies in growing global B2B and foreign government markets. Leaders in R&D and manufacturing that have primarily focused on US Government business development can diversify for growth and sustainability. SecDefTech offers a flexible model combining experienced consulting in key global biz dev disciplines with a global rep model that complements existing efforts and accommodates various strategic models.

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