

Arecont Vision Costar Increases US Northeast and Eastern Canada Coverage with Addition of John Sprague

New sales leader John Sprague brings experience in sales and education to customer sales support role in Northeast US and Eastern Canada for AV Costar

LOS ANGELES, CALIFORNIA, UNITED STATES, November 27, 2018 /EINPresswire.com/ -- Arecont Vision Costar, [the leader in network-based video surveillance solutions](#), announces the appointment of John Sprague as Regional Sales Manager. Mr. Sprague is responsible for customer and partner sales support across the Northeastern United States and Eastern Canada. The company is a new business unit of [Costar Technologies, Inc.](#) (OTC Markets Group: CTSI) that first launched on July 13th, 2018, and is continuing to expand its sales and support teams across the Americas.

"The Northeast US and Eastern Canada is an important growth region with a large, diverse Arecont Vision customer base already leveraging our products for their video surveillance," said Kyle Parker, Vice President, Americas Sales. "John's previous experience with our successful MegalP™ megapixel product line and in addressing customer needs makes him an ideal choice for this assignment."

Mr. Sprague most recently was a Territory Manager with manufacturer's representative Southeast Security Products, where he assisted end user customers, sales partners, and industry consultants with the sale of Arecont Vision and other security products. Previously, his career included a decade of educational assignments, as a professional teacher, coach, and administrator in New York and Georgia.

"John has already proven his ability to educate customers and partners in the benefits of Arecont Vision Costar products and services," stated John Bujarski, Senior Sales Director, Eastern US and Canada. "I have no doubt that he will quickly become invaluable to our Northeast customers and partners in designing and demonstrating solutions utilizing our new [Total Video Solution™](#)."

The Total Video Solution is a comprehensive product offering introduced by the company in the first half of 2018. It includes the original MegalP single-, dual-, and multi-sensor megapixel cameras that are used around the world by customers, as well as the new world-class ConteraIP™ single- and multi-sensor cameras, advanced ConteraVMS™ software, cloud-managed ConteraCMR™ video recorders, and ConteraWS™ web services. Customers can select a complete system from Arecont Vision Costar, or integrate their choice of components with existing cameras, VMS or NVR systems, and infrastructure via ONVIF compliance. The Technology



John Sprague returns to AV Costar sales & customer support

Partner Program and the MegaLab™ test facility has also been used by dozens of other industry leading vendors to go beyond ONVIF standards, ensuring the best possible integration with Arecont Vision products.

“I’m truly excited about the opportunity to bring the newest Arecont Vision Costar products to customers across my region,” stated Mr. Sprague. “The new company blends the best of the original product line with an entirely new portfolio of offerings that meet additional customer needs.”

Mr. Sprague earned both a Master of Science and a Bachelor of Arts degree from Molloy College.

Visit Arecont Vision Costar online at www.arecontvision.com to learn more, or find sales contacts around the world at <https://www.arecontvision.com/where-to-buy.php>.

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ABOUT ARECONT VISION COSTAR

Arecont Vision Costar, LLC, a Costar Technologies, Inc. company (OTC Markets Group: CSTI), is the leading US-based manufacturer of high-performance IP cameras and video surveillance solutions. The company offers two complete megapixel camera families – the MegaIP™ series includes Made in USA, cyber-secure MicroBullet®, MicroDome®, MegaBall®, MegaDome®, MegaVideo®, MegaView®, and SurroundVideo® models, plus the world-class ConteraIP™ series dome and bullet models. Both camera families offer single- and multi-sensor choices that are integrated with the ConteraVMS™ (video management system), ConteraWS™ (web services), and the ConteraCMR™ (cloud-managed video recorder) series for traditional or cloud-based video surveillance solutions as part of the Total Video Solution.

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John’s previous experience with our successful MegaIP™ megapixel product line & in addressing customer needs makes him an ideal choice for the AV Costar Northeast US & Eastern Canada regions.”

Kyle Parker, VP, Americas Sales, Arecont Vision Costar

Arecont Vision Costar supports integration with leading 3rd party products through the Arecont Vision MegaLab™ and via ONVIF compliance.

CAUTIONARY ADVISORY REGARDING FORWARD-LOOKING STATEMENTS

You should not place undue reliance on any forward-looking statements contained in this press release. The Company assumes no obligation to update forward-looking statements to reflect actual results, changes in assumptions, or changes in other factors affecting forward-looking information, except to the extent required by applicable laws.

The Total Video Solution from Arecont Vision Costar

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