

**20** GSL  
MOST **INNOVATIVE**  
**COMPANIES**  
OF THE YEAR 2020

# AVTECH

It's Modern Take on Facility Protection is Transforming  
How We Approach Data Loss



**Richard Grundy**  
COO

**Anne Sigourney**  
CFO

**Michael Sigourney**  
CEO

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**T**he harsh truth about the world we live in is the fact that it is perimeter less. To add to that, the world is forever evolving. Security is a genuine concern. While the focus is primarily on data loss, often security of the facilities and the premises are left out of the equation. It is high time that we shift our priorities and look at other available options.

Rhode Island based AVTECH Software is revolutionizing security protocols with their proprietary technology that can help you save the big bucks on combating unexpected downtime resulting in data loss.

Read on to know more.

With remote working, the defenses are somehow lowered. But is it? The perimeter for organisations have suddenly grown tighter in terms of security but the perimeter of opportunities to advance their infrastructure has widened considerably. The question arises, what can they do?

Enter AVTECH. Founder and CEO Michael Sigourney has an interesting take on business continuity that he has been executing with his products. "AVTECH was founded to help protect computer networks and data centers against data loss and downtime by monitoring conditions and sending alerts when potential issues were detected. As technology evolved and internet usage grew exponentially, the need to protect data centers, server rooms, and other critical facilities grew as well. Room Alert quickly became a worldwide leader in the environment monitoring market, and our international sales were aided by our growing network of authorized AVTECH Resellers around the world."

The era of traditional security software is long gone. And the thing about innovation is you barely realise the magnitude with which you can impact your customers. "When organizations think about data loss and security, they often consider traditional security hardware and software that go a long way towards protecting their networks and data, but don't monitor or report on environment conditions that can lead to data loss just as easily as a cyber security incident. With more organizations being cognizant of how important a business continuity plan is, we're seeing much faster proactive adoption of environment monitoring, rather than an organization purchasing Room Alert after they've already experienced significant downtime."

But what does it take to create a product that can transform the world? Sigourney made a solid case advocating that his employees are his biggest asset. "Our team is by far and away the biggest asset to AVTECH. We have an extremely talented and diverse group of employees that have been with us for many years. They



**Whoever said innovation during the pandemic is a challenge can effectively look at AVTECH for a dose of motivation.**



know each other's strengths and weaknesses, and most importantly, how to work together towards a common goal. "

To facilitate trust, the communication must be a two way street. Sigourney adds effective communication to the mix with an open door policy. "Our management has always had an open door policy when it comes to giving all staff members the opportunity to provide feedback and input on our products and our company as a whole. Additionally, many of our departments have regular meetings to discuss their projects and update everyone on what's in the pipeline. A number of features in our products and our software have been a direct result from ideas our employees have brought to the table."

AVTECH's recent release is the Room Alert PRO line. A combination flagship Room Alert 32S, 12S and 12SR monitors, the product is ideal for not just midsize to large facilities, but also multi-site organisations. With a strong response to the products, they have been shipping the orders to organizations that want to follow DFARS, NIST SP 800-171, and ISO/IEC 27000 best practices.

In the wake of the pandemic, they have also launched Mobile UV System to help sanitize and sterilize facilities. The Mobile UV System leverages UV-C light to kill bacteria and inactivate viruses, and is proven to have a 99.9% effectiveness in killing microbes. "By rolling the Mobile UV System from room to room and simply setting a timer based on the size of the room, users can assure their staff, customers, patients and more that they are taking the most advanced step possible to protect their well being." Clearly, this product is relevant to a number of institutions and public places, such as schools, hotels & restaurants, medical offices, day care centers, gyms and more to evoke trust and create an airtight sterilisation procedure.

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## About AVTECH Software, Inc

AVTECH Software (AVTECH), a private corporation founded in 1988, is a computer hardware manufacturer and software developer. Our Room Alert ® products monitor computer rooms, data centers, pharmaceutical, cold storage and other facilities for conditions such as temperature, humidity, power, flood, smoke, air flow, room entry, motion, cameras and more. Alerting, logging and graphing are standard for all models.

AVTECH's RoomAlert.com Account service allows users to manage Room Alert from anywhere in the world. This powerful service allows access from any browser or mobile device over the web with the same user experience device to device. With no software to install, configure or manage, RoomAlert.com makes it easier than ever to get started monitoring your most important assets.

Device Manager™ is AVTECH's 'IT & Facilities Environment Monitoring' software. Device Manager runs as a Windows service and will automatically discover devices across the network, log and graph sensor data, alert users when environmental events occur or thresholds are passed, and allows reporting, auto response, and more. Automatic corrective actions resolve issues for a lights out response, allowing 'Disaster Prevention' instead of 'Disaster Recovery'.

AVTECH has end user customers located in 187 out of 196 countries, including organizations in every industry and on every continent. AVTECH products are heavily used by the Fortune 1000, Pentagon, United Nations, U.S. Government, U.S. Military, educational institutions, businesses of all types and sizes, and many others.

AVTECH products are available worldwide from professional IT and facilities resellers, or online at AVTECH.com. To learn more about any AVTECH product or request a reseller in your country, visit us online at AVTECH.com or call 888.220.6700 / 401.628.1600. Our team is happy to assist you and thanks all of our valued customers for their many years of loyalty.

AVTECH has more innovative solutions under their belt. "Our team has been hard at work at our new software package Room Alert Manager, which is the successor to the Device Manager software that many of our customers use for Room Alert management, alerting, and reporting. Room Alert Manager will have a lot of the same features and options that our customers use on a daily basis, with some new additions and improvements that include a much higher level of integration with our Room Alert Account dashboard, secure authenticated firmware updates and more. We are excited for all of our recent releases as well as our upcoming product launches that will allow our users even more features and options to proactively monitor their facilities to help prevent costly environmental downtime." **GSL**

[www.AVTECH.com](http://www.AVTECH.com)

