

S.A., Austin firms collaborate on wireless security product

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San Antonio-based **Armida Technologies** is teaming up with an Austin-based company to combine technologies for a turnkey wireless access control product.

Under the agreement, Armida Technologies and Austin's **BlueWave Security** will create a product, dubbed Security-In-A-Box, using video verification, surveillance and wireless access control.

The integrated product will cut the cost of physical access control dramatically, according to Sloan Foster, chief marketing officer for Armida Technologies. She says traditional access control for one door typically runs about \$4,000. With the new wireless Security-In-A-Box, the cost is closer to \$1,500 per door because it eliminates cables and wires in traditional door security.

BlueWave Security will market the product through its 1,000 dealers nationwide. The product will be available by the first quarter of 2008.

"It's a big collaboration from a business standpoint as well as the fact that we are an Austin company and San Antonio company coming together," Foster says.

Founded in 2004, Armida Technologies develops products that deliver high-quality video surveillance over standard wireless networks for commercial, industrial and government customers. The company is located near the San Antonio International Airport and has about six employees. BlueWave Security specializes in unified physical and IT security products including the hardware and software for wireless access control doors.

The integrated product will feature wireless access control hardware and software along with video surveillance cameras that will converge into a central control box. That information can be monitored via computer by security personnel.

Although specific numbers are not yet available, Bill Lawrence, CEO of Armida Technologies, says collaboration will no doubt boost his company revenues in the next year.

"The long-term potential is huge," he says. "We are estimating (the partnership) represents several million dollars of business."

Lawrence declined to reveal revenue or sales figures.

Working together

Lawrence says the partnership will help his company grow tremendously. Until now, Armida Technologies has been strictly in the video surveillance industry.

"It certainly expands our market to access control markets," he says. "It will expose us to a much broader range of customers."

Mance Harmon, president and CEO of BlueWave Security, says the collaboration gives his company a complete solution to physical security.

"What interests me about Armida's technology is that they help us fill out the full-access control security solution," Harmon says.

According to Harmon, there are two major components to physical security.

One is access control, which his company covers, and the other is a video network, which Armida Technologies has developed.

"It's an ideal fit for us," he says.

Lawrence says the collaboration is a milestone for his small company and says the opportunities are endless with the integrated product.

Harmon agrees and says the partnership makes sense.

"We have enjoyed working with them, it's an ideal fit from a technology perspective," Harmon says. "Both companies are focused on the next wave in the physical security industry."