

THE SPY 360

A PERFECT FIT FOR ESA'S GROWING COMMUNITY



ESX 2025
JUNE 16 - 19

COBB GALLERIA CENTRE
ATLANTA, GEORGIA

The ESA member family continues to grow, and we're incredibly pleased to welcome this new ESA member company - The Spy 360. Led by CEO Rachelle Shields, who has accrued over 16 years of security industry experience, the Huntington, Indiana-based company offers a full suite of physical security services for residential and commercial customers.

Video surveillance, alarm systems, access control, and monitoring are all part of The Spy 360's Network Security services. And like so many independently owned security integration companies, The Spy 360 is sharply focused on delivering excellent customer service, from the initial consultation to the installation and maintenance of their security systems.

As any business owner will attest, however, the advantages of aligning with like-minded professionals are far-reaching. Shields recognized the many benefits that can be leveraged with ESA membership. "I had heard incredibly positive things about ESA, and I started thinking, 'Let me check into it,'" she says. "I saw all the benefits that ESA offers its members, such as

of ESA gives me opportunity to be on board with all the up-to-date systems that are coming out."

Shields adds that she's taking advantage of ESA's industry-specific insurance program. ESA's Security America insurance program is designed specifically to relieve electronic security, life safety, installation, and

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the insurance, the certifications, and educational offerings, and I realized that this is something I really need to be involved with. It is tough to keep up with all the innovative technology; I like to be on top of it and being a part

monitoring businesses from everyday risk. Lines of A rated insurance coverage include General Liability, Errors & Omissions, Umbrella/ Excess, Commercial Auto, Workers Compensation, and Cyber Liability.

The educational offerings and certifications ESA provides was another key driver that catalyzed The Spy 360's to join the Association. "I'm looking to put some of my employees through the schooling that ESA offers to familiarize them more with the newer technologies," she says.

ESA's National Training School (NTS) provides industry-leading classroom, online, and virtual live instructor-led courses. Its training and certifications are deemed industry standards in the ever-advancing security and life safety industry. Member companies know firsthand that NTS is the most recognized training entity in the industry by AHJ's for state licensing and licensing renewals.

NTS courses are especially relevant to ESA members because they've been curated by deeply experienced security industry professionals. They impart practical skills and knowledge pertinent to their required jobs and responsibilities. Courses continue to evolve to stay in step with industry codes and technologies.

The Spy 360 looks forward to leveraging all the other significant benefits that come along with their ESA membership. They span the Member Savings program, advocacy,

sales team development, networking and the sharing of best practices, and valuable industry resources and information. ESA membership also exponentially elevates brand awareness by exposing nearly 100,000 consumers and business owners to member companies each year via its public-facing brand Alarm.org.

Shields is excited at the prospect of attending ESA's annual Electronic Security Expo (ESX) this year. It provides an ideal forum for security

professionals to learn about the latest technology introductions, acquire proven business strategies and new insights based on best practices, and interact with peers to grow a trusted network. ESX 2025 will be held June 16th through 19th at the Cobb Galleria Centre in Atlanta, Georgia.

ESA PROUDLY WELCOMES THE SPY 360 TO ITS FAMILY OF MEMBER COMPANIES!

