

TRUSTED LEGAL ADVISOR TO THE SECURITY ALARM, FIRE AND MEDICAL ALERT INDUSTRIES

Buchanan's Security Alarm, Fire and Medical Alert practice group has a long-standing national reputation in the security alarm, personal emergency response systems (PERS) and fire protection industries. Our practice is multi-faceted and includes the representation of electronic security, video surveillance, fire protection and PERS companies, as well as lenders, equity sponsors, trade associations and others involved in these industries. Our dedicated team of lawyers handles acquisitions, dispositions, financings, industry licensing, tax planning, litigation, employment law, customer contracts and data privacy matters, as well as clients' other day-to-day concerns.

BUCHANAN'S SECURITY ALARM, FIRE AND MEDICAL ALERT PRACTICE AT A GLANCE:



Our specialized knowledge of these industries, especially in the areas of purchase price calculations and formulas, borrowing base criteria and loan covenants, and regulatory and licensing matters, provides us with a unique ability to advise clients on a variety of transactional and other matters. Over the past 30+ years, our lawyers have been involved in hundreds of industry transactions, as well as a multitude of other projects and litigation matters, including:

- Representing buyers and sellers in asset and stock purchase and sale transactions
- Representing borrowers and lenders in various loan transactions
- Representing portfolio companies and sponsors in equity-raising transactions
- Representing third-party monitoring providers and their dealers in contract negotiations
- Representing trade associations, trade shows and insurance providers in a variety of transactional matters
- Representing clients with respect to identifying, obtaining and maintaining industry-related licenses
- Representing clients with respect to preparing form customer contracts
- Representing clients with respect to creating industry "dealer/sales" programs
- Representing clients in various litigation, arbitration and government investigations arising from alleged violations of consumer protection laws or related to customer disputes

Below are just a few matters we have handled on behalf of security alarm clients:

- Representing Rapid Fire Safety & Security, a fire protection, safety and security company, in its formation, capitalization and growth through acquisition, as well as with regard to its ongoing operational work, including licensing, customer contracting, employment and cybersecurity.
- Represented the owner of ADS Security in the sale of the company to Vector Security.
- Represented the owner of Eyewitness Surveillance in its combination with Stealth Monitoring to create a leading provider of technology-driven commercial video surveillance.
- Represented the former shareholders of MedScope America Corporation in the sale of the company to Medical Guardian. At the time of the sale, MedScope was a medical alert/PERS company that provided services in conjunction with MCOs, state Medicaid agencies and other health care plans and home health agencies.
- Represented Twin Point Capital in an equity investment transaction with Stealth Monitoring.
- Represented multiple sellers in transactions with Pye Barker/Mountain Alarm.
- Represented a security alarm client in obtaining over 35 state alarm licenses across the country and providing ongoing compliance counsel.
- Represented a search fund in its acquisition of a privately owned security alarm company and simultaneous execution of a revolving senior credit facility, as well as in subsequent add-on acquisitions.
- Served as special industry counsel to Vivint, Inc. in its \$2 billion acquisition by Blackstone Group LP.
- Representing the Electronic Security Association, the alarm industry's largest trade association, and various affiliates for the past 25 years.

Since 1996, Buchanan has co-sponsored the [Barnes Buchanan Conference](#), a financing and acquisition-oriented conference for the security alarm industry that is held annually at The Breakers in Palm Beach, Florida. Recognizing the real need within the security alarm industry for more financing sources, our lawyers were instrumental in creating a conference where members of the banking and investment community have the opportunity to meet with, and learn from, the industry's leaders. This deal conference is an informal setting where investors, lenders, borrowers, buyers and sellers can efficiently network.



Mary Ann Dunham

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Mary Ann is a corporate lawyer who oversees the delivery of legal services to companies of all sizes (startup to SDM Top 5) in the security alarm, fire and medical alert industries. Mary Ann provides counsel on a broad range of matters, including company formations, sales, acquisitions, joint venture and financings. Her work includes negotiating deal terms and drafting the related transaction documents (purchase agreements, noncompete agreements and loan agreements). She also quarterback teams of specialists within the firm to address employment, tax, cybersecurity, privacy, licensing and intellectual property issues. Mary Ann has extensive experience working with family-owned businesses and managing the governance and other challenges that they frequently face. Since 2010, she has also served on the Board of Directors of a family-owned manufacturing company. As a result, she has first-hand experience in the strategic decision-making that helps a company grow.



Robert A. Jones

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Rob has been a corporate lawyer for over 24 years, the last 18 of which have been devoted primarily to representing clients in the security alarm industry. Rob takes the lead in representing clients in acquisitions and sales of alarm and video surveillance companies and similar significant transactions. In addition, Rob drafts and negotiates various contracts, including dealer agreements, customer contracts, and monitoring and other service agreements. Rob also represents lenders and borrowers in financing alarm companies.



S. Bryan Lawrence

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Bryan has been a corporate lawyer for over 35 years, the last 30 of which have been devoted primarily to representing clients in the security alarm industry. In addition to handling hundreds of corporate transactions, Bryan also advises alarm companies on a variety of other matters, including tax planning, licensing, litigation and employment matters, noncompete enforcement, customer contracts, electronic contracting and other day-to-day concerns. He also represents the Electronic Security Association and is a frequent speaker at various industry events.