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**Arteco extends distribution network in Italy thanks to partnership with Dodic**

Arteco, leader in the industry of Video Event Management Software (VEMS), is proud to announce a new strategic distribution partnership with Dodic in Italy.

Dodic is a well-known distributor and has been on the market for over 30 years, selling security systems and industrial automation products. Its branch offices are located in the Lazio region: near Frosinone in the North region of Rome, as well as the south, and in Latina. Its product line spans from CCTV to access control, from intrusion detection to fire safety products, and from home to building automation.

The partnership between Arteco and Dodic will strengthen the VEMS offer for system integrators and clients in the Lazio region, thanks to Dodic's strong local presence and to Arteco's intuitive IP solution offering. Furthermore, both companies will be in a position to exchange resources related to sales and marketing, as well as supply technical assistance and customer support as required to local staff and clients alike.

Valentina Campo, Inside Sales and Distribution Manager for Southern Europe at Arteco commented: "Client service and quality technical assistance, along with continuous training and project management make Dodic a highly valued partner for Arteco; the wide range of products and solutions provided by Dodic goes hand in hand with Arteco's objectives to integrate our VEMS in a qualified product line and I am quite excited about the new partnership. We are also enthusiastic about organizing a roadshow at Dodic's branch offices to be held before the end of the year so that we can present our solutions directly to Dodic's clients in Lazio.

“The distribution agreement with ARTECO will allow us to provide complete and qualified solutions to our customers,” declared Simone D’Andrea, general Director of Dodic. “So far this year our IP related video security product turnover has reached over 50% of the total and is expected to increase so inevitably we needed to extend our offer to include image recordings and VMS solutions, increasing quality and performance. The partnership with Arteco, leader in the field of VEMS, will allow us to offer high quality IP solutions integrated directly in our security products. I am personally convinced that the relationship with Arteco will help our company reach the important goals we have aimed for at the beginning of the year”.

### **About Arteco**

Founded in 1987, ARTECO is a global provider of Video Security products based in Faenza, Italy with US operations in St. Louis, MO. With a focus on Ease of Use and Event Resource Management, Arteco’s Research and Development principles have united world-class, state-of-the-art video analytics and video management software on a single-platform at competitive pricepoints to standard Video Management Software (VMS) products. Arteco views video analytics as an enhancement to the video security experience and not as a costly addition or complication to standard video management. Arteco products are available through their dedicated team of certified Integrator partners around the world, including the United States, Italy, South Africa, Poland, Canada, and Mexico. For more information about Arteco’s Video Event Management Software (VEMS) solutions, please visit [www.arteco-global.com](http://www.arteco-global.com) and follow on social media channels.

### **About Dodic**

Dodic has been a distributor of security systems and industrial automation since 1975 and has now become leader in the distribution of security systems and video surveillance equipment in the Lazio region in Italy. The company headquarters are situated in Frosinone, with office and

warehousing space amounting to over 1400 square meters; in addition, the 3 branch offices of Rome North region, Rome South region, and Latina allow us to replicate our logistical distribution network, continuous training programs, and technical assistance in the whole Lazio region. Our headquarters and branch offices are all equipped with showrooms and specific areas for live demonstrations; moreover, our qualified technical personnel are ready to provide pre and post sales assistance to all of our clients. Finally, our commercial staff and technological partners are the main drivers to successfully market our products in the region.

Visit [www.dodicelettronica.it](http://www.dodicelettronica.it) for further information.