



Valenza of Centennial Security Integration propels company forward and helps keep N.Y. secure

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Brian Valenza, president and COO of Centennial Security Integration, Inc. (CSI), is leading the way in strengthening residential and commercial security in Manhattan. At CSI, a leading high-end security systems integrator, Valenza has been capitalizing on his extensive military background as a former United States Navy SEAL to use the best new security technology in the best possible way. The most recent example: CSI designed and rebuilt the entire existing CCTV system in Manhattan's 532 room, 19-story Radisson Martinique hotel, installing a high-end IP video surveillance system. Valenza's focus on customer needs and desires, along with a larger goal of using technology to deter crime in New York City, has taken the company to new levels of success. "Our goal at Centennial Security Integration is to build a dynamic, aggressive technology based company. We use the most reliable, top of the line equipment, whether that's IP Video Surveillance, Access Control, or Building Intercom Systems and Biometrics. With our customizable security solutions, we can meet the needs of any customer," said Valenza. He adds, "Ultimately we want to protect people and their assets."

Eric L'Esperance, CSI's original founder and current CEO, founded the company as Total Security in August, 2004. Total Security was a small-scale security integrator that worked with real estate managers and developers in NYC. As the company evolved and expanded, L'Esperance realized that he needed to re-brand the company and bring on board a leader who could take the organization to the next level. L'Esperance changed the company's name to Centennial Security Integration, Inc. in 2005, and found the right person to run it soon thereafter. In December 2005, Valenza joined CSI as president and COO. "Right away I could tell he had the right determination, dedication and technological expertise to turn the company into a high-level security system integrator," said L'Esperance.

Valenza's extensive military background prepared him for his role at CSI. Valenza attended The U.S. Naval Academy in Annapolis and graduated in 1999 with merit and was assigned to the Navy Basic Underwater and Demolition/SEAL Training. During his 7 year career in the Navy, he was a member of SEAL Team Four and SEAL Team Two and was deployed as a platoon officer to Central and South America, Middle East, Europe, and Africa. During his time as a SEAL, he worked heavily in security and reconnaissance utilizing cutting edge video cameras and high powered optics. His team excelled in transmitting video via multiple RF and satellite communication media during various operations. "I was constantly working with the most advanced technology in the world, in some of the most pressure-packed situations," Valenza recalls. "This really gave me a sense of the importance of proper surveillance and security."

At the rank of Lieutenant, Valenza spent his final tour of duty of his Naval career at the Pentagon, and it was during his time there that L'Esperance approached him with the opportunity to take

partnership of the company. "I saw it as an opportunity with great potential and a chance to take what I've learned about proper security and protection in my career as a SEAL and help people in the civilian world," said Valenza.

Valenza knew from the start that it would be critical to build the right team at CSI. Christian Cahill became VP of operations and was responsible for running daily operations and handling quality control. Cahill, known for his relentless attention to detail, unmatched work ethic, and his ability to communicate effectively with clients, was a perfect fit. Cahill had worked part-time at Total Security prior to 2005 and assisted in daily operations and customer support. With the right team in place, CSI was ready to push forward and take over the security world.

The company's latest project with the Radisson Martinique in New York City has put CSI on the map. This landmark hotel (restored Beaux Arts Landmark) desired to upgrade their security system. The hotel was referred to CSI based on their outstanding reputation dealing with IP video surveillance solutions. In October 2008, The Radisson Martinique selected CSI to handle the integration and installation of a high-end IP video surveillance system throughout the hotel. The hotel is focused on the safety and security of its valued guests and the upgraded system allowed the hotel to maximize efficiency of this effort. The Manhattan hotel caters to business professionals and offers a fitness center, spa, gift shop, concierge services, jewelry store, business center, parking, and dining.

Over the last 3-plus years, Valenza has built a skilled and dedicated team of professionals that has allowed CSI to forge strong relationships within the hospitality, real estate management, and governmental markets. Within the public sector, CSI provides high level security system integration, programming, and training for agencies such as the DDC, DEP, HRA, NYCHA and is an approved SCA vendor.

Valenza's dedication, determination and technological expertise has allowed CSI to evolve into a high-end system integrator that installs video surveillance, access control, building intercom systems, biometrics, and intruder/fire alarm solutions. In a short amount of time, CSI has become well-known by major real estate and government agencies as a leading high-end security integrator. "We work every day to build upon on our knowledge base and technical expertise in order to provide the best possible solutions to our clients and create a more secure environment," said Valenza.

To see the high level video solutions that CSI offers, visit them at Booth #2306 at the upcoming Cooperator's 22nd annual Co-op & Condo Expo taking place on Tuesday, April 7th, from 9 a.m. to 5 p.m. at the Hilton New York at 1335 Avenue of the Americas (& 53rd St.). For further information on Centennial Security Integration, Inc., visit their website at www.csi-security.us.

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