



Lenel Systems International Inc.

Overview

Lenel Systems International Inc., a high-tech security systems firm, was founded 13 years ago by husband and wife Rudy and Elena Prokupets. The couple immigrated to the United States from Russia more than two decades ago.

The company's brand-name OnGuard product line is an ever-expanding range of security measures, including those designed for access control, alarm monitoring, credential management, detection of intruders, asset tracking, and visitor management. The product line's other applications encompass digital video management, remote administration, IT security, and biometrics, among others.

Lenel, based in Perinton, has more than 100 employees, and more than 8,000 system installations in 74 countries. Some of the most security-conscious organizations in the world — including the New York City area's three major airports, JFK, LaGuardia and Newark — are Lenel clients.



History

Founded in 1991, Lenel launched its OnGuard security product line in 1995. Building upon the company's previous experience in multimedia software development, Lenel swiftly became a leader in using technology to protect an organization's people, property and assets.

Information technology and networking are critically important to today's corporate infrastructure. Lenel's products are grounded in IT standards, and the company's experience as a software developer has enabled it to be embraced by the IT community.

By using the latest software industry practices and standards in the development of its applications, Lenel's pioneering efforts have brought the power of leading-edge technology and the flexibility of open-systems architecture to a historically proprietary security market.

Situation Analysis

Lenel has become the company of choice for numerous firms and organizations, including Microsoft, the U.S. Department of Defense and the U.S. Navy. Lenel has been included for each of the past three years on both the Inc. 500 and the Deloitte & Touche/Forbes Technology Fast 500 lists, which rank the fastest-growing corporations in the nation.

In addition, Lenel has ranked among the top 10 Rochester-based fast track companies for the past three years, and has received industry awards for technological innovation.

Lenel sells its product primarily through resellers across the country, and around the world.

The company's vision is to build Total Security Knowledge Management Solutions™ by seamlessly integrating technologies in an open-architecture environment. Lenel's products are designed to optimize productivity and returns on investments in security management for users and value-added resellers alike.

The Lenel OnGuard product line offers an all-encompassing security environment for multi-server systems. Benefits to the customer include total security management with centralized administration, high performance and reliability and scalability as needs grow beyond the initial installation.

Beyond its technology, Lenel also boasts an entrepreneurial culture that promotes innovation and teamwork through its meritocratic structure and lack of bureaucracy. Nearly all Lenel employees are incentivized through a corporate employee stock-option program and through Lenel's bonus and profit-sharing plan.

Conclusion

Throughout its history, the employee turnover rate has been nearly negligible, especially among its executives and research-and-development staffs. Few layers of management and an open-door management policy let each Lenel employee feel the importance of his or her role in the momentum of the organization.

This low turnover rate, combined with the company's breadth of experience, suite of applications, and proven track record for growth show that Lenel is a respected player in the high-tech security industry and as such, a leader in Rochester's security cluster.