

# Brinks Home Security Announces Long-Term Contract with Largest Dealer, Skyline Security

*Partnership Will Increase Profitability and Lay Foundation for Shared Growth*

DALLAS--(BUSINESS WIRE)-- Monitronics International, Inc. and its subsidiaries (doing business as Brinks Home Security®), (“Brinks Home Security” or the “Company”) (OTC: SCTY) today announced it has reached an agreement on a new long term contract with its largest Authorized Dealer, Skyline Security (“Skyline”), that extends their partnership for another five years. The new agreement is expected to improve the Company’s overall profitability through a reduction in the up-front cost to acquire accounts while providing Skyline with an increased share of long-term revenues.

“We are very pleased to continue our partnership with Skyline,” said William Niles, Chief Executive Officer, Brinks Home Security. “With an unwavering commitment to quality and customer service, Skyline and its leaders understand and support our mission of providing the best customer experience in the smart home security industry. I look forward to working with Skyline CEO, Edwin Arroyave, and his team to build upon the outstanding foundation and trust we have established between these two terrific organizations. Together we are stronger.”

With a nationwide footprint, Skyline has one of the largest door-to-door sales organizations in the smart home security industry.

“Edwin Arroyave, Stewart Powell, and the entire Skyline team are the best around, and I appreciate the trust they’ve placed in us,” said Wade Gibson, Senior Vice President of Network Sales, Brinks Home Security. “Together, we are building America’s best dealer program and we look forward to a meaningful, industry-leading collaboration.”

The agreement is part of Brinks Home Security’s ongoing strategic efforts to transform the dealer model by creating mutually beneficial partnerships that improve the Company’s profitability while providing dealers with more predictable long-term cash flows.

“I’m incredibly proud of what we’ve accomplished as partners over the last few years, and I look forward to leveraging those efforts to provide the best customer experience in the industry,” said Edwin Arroyave, Founder and Chief Executive Officer, Skyline Security. “Serving others and protecting people is why I started this business and I believe the security and peace of mind we provide our customers has never been more valuable.”

## **About Brinks Home Security**

Brinks Home Security (OTC: SCTY) is one of the largest home security and alarm monitoring companies in North America. Headquartered in the Dallas-Fort Worth area, Brinks Home Security secures over 900,000 residential and commercial customers through highly responsive, simple security solutions backed by expertly trained professionals. The company

has one of the nation's largest networks of independent authorized dealers and agents – providing products and support to customers in the U.S., Canada, and Puerto Rico – as well as direct-to-consumer sales of DIY and professionally installed products.

To learn more about Brinks Home Security or how to become an Authorized Dealer, Partner, or Representative, visit [brinkshome.com](http://brinkshome.com) or [brinkshome.com/partners](http://brinkshome.com/partners).

### **About Skyline Security**

Founded in 2004, Skyline Security is a trusted name in the home security and smart home space. The company is headquartered in Los Angeles, California and boasts a national footprint — protecting hundreds of thousands of families and businesses across the United States. Skyline has been named one of *Inc. Magazine's* Fastest Growing Private Companies in America three years in a row. To learn more about Skyline Security, visit [skylinesecurity.com](http://skylinesecurity.com).

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### **Media Contact**

Beekeeper Group

[teambrinks@beekeepergroup.com](mailto:teambrinks@beekeepergroup.com)

703-975-3979

### **Investor Contact**

Erica Bartsch

Sloane & Company

[ebartsch@sloanepr.com](mailto:ebartsch@sloanepr.com)

212-446-1875

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