

**Paul Baxter**

Paul Baxter, a former apprentice, has been promoted to the newly-created role of head of service and maintenance for Evolution Security, the international integrated security and fire solutions business.

Having started in the security industry in 1990 at the age of 18, Baxter joined Evolution in 1998 as an installation engineer, gaining valuable front line experience.

Promoted to project manager and, more recently, senior project manager, Baxter has been providing direct support to the business' operations director on a number of the larger sites for which Evolution is directly responsible.

In his new role, Baxter is overseeing the rapid expansion of the service and maintenance operation which consists of a dedicated team of service and maintenance engineers. He'll also be working closely with the technical support team members.

Evolution's engineers enjoy the highest levels of security clearance, enabling them to work in the most sensitive of environments.

"Our teams not only provide service and maintenance,"



explained Baxter. "They also advise our clients on new technology and thinking, and appropriate modifications or upgrades that may further enhance systems' reliability and performance, reduce energy consumption and, ultimately, cut back on our customers' service and maintenance bills."

Richard Lambert, managing director at Evolution Security, explained to The Paper: "Creating this new position is a clear signal of the importance we attach to service and maintenance as an essential part of our total solution."

**Chris French**

Aico, a specialist in fire and carbon monoxide (CO) protection products, has announced a significant expansion of its sales teams following record growth during 2015.

Neal Hooper, director at Aico, has commented on the appointment of these key additions. "Aico enjoyed several key product launches last year which have been extremely well received and, in the case of AudioLINK, won several awards. We're a progressive and innovating company, but we also recognise the fundamental role customer support plays in our success. We place it at the very core of our business strategy. Expanding our sales teams will offer further improvements for our dedicated support structure."

Aico's well-established network of Regional Specification Managers (RSMs) has been expanded to include Chris French for the South East, Lewis Roberts for South London, Tina Mistry for North London and Dan Thomas for Wales and the Borders.

Aico RSMs actively provide national coverage and support for Housing Associations and Local Authorities, so too electrical contractors working for them, driving the specification of Aico alarms.

A more recent addition to the sales structure, Aico's Regional Distribution Managers (RDMs) have proven to be extremely effective in providing support for wholesalers in the form of training, education and in-branch merchandising. The RDM team has been strengthened through the addition of three new employees: Tony Masson as RDM for the Midlands and the East, Carl Connelly as RDM for London and the South East and Andrew Sturgess as RDM for South Wales/South West.

The Sales Support Team, which is based at Aico's head office in Oswestry, has also been expanded to provide support for all aspects of the sales operation and work closely with the larger RSM and RDM teams.

Last, but by no means least, former RSM Stephen Paskell has been promoted to join James Cavan as national sales manager.

Neal Hooper concluded: "At Aico, we believe it's not just about producing the best quality products. We pride ourselves on the support we offer to customers, and we're delighted to continue to lead in this area."

Aico is a wholly-owned subsidiary of Ei Electronics. All of its alarms are designed and built in Ireland to meet UK standards and regulations.

**Julian Costley**

LawyerFair, the online matching service for businesses and lawyers, has announced the appointment of former Thomson Reuters executive Julian Costley as the company's chairman.

Bringing in Costley has further strengthened the Board and marks the beginning of an accelerated growth path just a few weeks after Simon Mead's placement as commercial director for the thriving business.

"Julian is a former senior executive at Thomson Reuters, BSB (later BSKyB), France Telecom and latterly E\*TRADE UK," commented LawyerFair's CEO Andrew Weaver.

"He brings extensive media and online consumer marketing expertise to LawyerFair, and at the same time boosts our plans to deliver real change in the UK's corporate legal procurement process. We're shaking up the way companies buy legal services, enabling better advice, improved service and lower costs, while at the same time bringing great clients at a lower acquisition cost to law firms."

Weaver also informed The Paper: "Julian's experience of causing positive disruption to markets is absolutely aligned with our goals."

Speaking about his new appointment, Julian Costley explained: "There's nothing more rewarding than joining a team of highly motivated, successful and creative professionals. Andrew Weaver's LawyerFair operation exhibits exactly that. The brand is already hugely respected in the market by corporate customers and legal industry observers alike. On top of that, the business' growth metrics are very impressive. My key task is to join the team and begin to add even further momentum."



**Neil Hughes**

Integrated security solutions developer TDSi has appointed Neil Hughes as its new channel partner manager. As well as taking a central role in the company's channel partner relations, Hughes is now a key contact for partners/customers in the north of the UK.

Reflecting upon TDSi's latest recruit, managing director John Davies told The Paper: "Neil's appointment is an important part of our ongoing and evolving commitment to offer expert support to our channel partners."

Davies added: "Our partners are a vital ingredient for our success. Neil will be on hand to offer direct support for our Gold and Platinum partners, bringing considerable skills from previous roles with security manufacturers, systems design and installation businesses. We all welcome Neil to the TDSi team and know that he will be a great asset to our business and our partners alike."

Hughes will be working in close partnership with TDSi's southern channel partner manager Alex Rumsey, covering the UK and beyond and providing business, technical and marketing assistance to the company's broad network of specialist partner organisations.

Hughes stated: "It's an exciting time to join TDSi, with considerable investment in new products and R&D and many future plans for the business."

**Tony Norton**

HBL Security has announced that Tony Norton, previously of Videcon and AData, now joins the team as regional sales manager. Focusing on the new Uniview partnership with HBL Security, Norton will be covering the South of the UK where he'll be working with HBL Security's partner brands on a regional level.

Ashley Cardno, divisional director of HBL Security, told The Paper: "Tony brings with him over 30 years of industry experience having worked at both CCTV manufacturers and in the distribution sector. With our existing brand portfolio which now includes Uniview, we're all extremely excited about the year ahead."

Tony Norton explained: "This is a very exciting time at HBL Security, especially with the addition of the Uniview IP range, and I'm so pleased to be part of the business. The addition of the Uniview range to the already varied and substantial offering we have proves that HBL Security can be the professional installers and integrators' choice of supplier when it comes to their CCTV requirements."

HBL Security, which is part of the Philex Group of companies, operates from Blackpool with facilities in Bedford and product sourcing offices in both Hong Kong and China.

Established back in 1965, the business has traditionally served the leisure and hospitality install industry with TV, satellite, AV and CCTV product ranges. It currently offers a range of major security brands including Uniview, for which it serves as the official UK distributor.



**John Symons**

DVS Ltd, one of the UK's fastest-growing distributors of electronic surveillance products, has appointed John Symons as area sales manager to maintain its growing customer base.

Symons is joining DVS Ltd to support the business' Southern UK customers and brings with him a wealth of industry knowledge having previously worked at Norbain.

There has been substantial growth at DVS Ltd since the company's inception back in 2003, and this appointment confirms the business' commitment to sustaining a relevant and knowledgeable team.

DVS Ltd is Europe's largest HIKVision distributor and known for both its pre- and post-sales support. The company has nearly doubled its sales team in the last year.

Commenting on his appointment, John Symons told The Paper: "Having seen the company's growth and having heard about the support DVS offers its customers, joining the business really was an easy decision to make. It feels good to have teamed up with an experienced group of sales professionals who offer great customer service. I very much look forward to getting stuck in and growing what's an already successful business."

On Wednesday 16 March, DVS Ltd held its first Open Day alongside HIKVision, ARC Monitoring and Optex. The event was focused on the business' many customers present in Wales. There was a series of presentations and live demos of the latest security systems.

**Igor Piroli**

Asset Control, the provider of financial data management solutions and services, announces the appointment of Igor Piroli as Chief Technology Officer (CTO) to be based at the company's Netherlands technology hub.

As CTO, Piroli takes responsibility for the overall leadership of engineering R&D and will work closely with Product Management and Technical Services to drive continued growth and solutions innovation.

Piroli holds a Master's degree from the University of Siena, and has 15 years' experience in technical and management thanks to roles at enterprise software companies including Kadme AS (where he served as both development manager and principal engineer).

In his most recent role, Piroli was head of software development at Tieto Energy Components where he managed a distributed matrix of R&D teams and led work on reshaping the product range and strengthening the company's market-leading position.

On his new appointment, Piroli stated: "Asset Control has a long-standing reputation within financial services for its 100% commitment to clients and a deep knowledge of financial data. I'm really thrilled to be joining the team, especially as the company pushes forward into the next phase of its product strategy."

The past year has seen significant additions to Asset Control's product range, including the new AC Risk Data Manager in addition to the popular AC Data Service Manager.

**Nick Folland**

Nick Folland, a business leader and fully-qualified solicitor, has been appointed as the new CEO of the Crown Prosecution Service (CPS).

Folland joins the organisation this month and will report directly to the Director of Public Prosecutions (DPP). He takes over from Peter Lewis, who's retiring after nine years as CEO.

Folland joins the CPS following a long and successful career in the private sector. In times gone by, he was an Executive Board Member, General Counsel, Company Secretary and Corporate Affairs Director with Kingfisher plc between 2007 and 2013, and also led the legal and company secretariat teams.

Folland joined The Co-operative Group as Chief of Staff to the CEO in 2013, where he was part of the team brought in to rescue the bank and reform The Co-op. At a later juncture, Folland was promoted to the role of chief external affairs officer.

This corporate professional is a member of the Halley Project Board of the British Antarctic Survey and also a member of the Natural Environment Research Council. In his spare time, Folland is an experienced and accomplished Triathlon competitor.

He was appointed following fair and open competition in accordance with the recruitment principles of the Civil Service Commission. Folland's appointment has been confirmed by the Prime Minister David Cameron.

The CPS consists of 13 areas, each headed by a Chief Crown Prosecutor.

**Peter Riddell**

Matthew Hancock, the Minister for the Cabinet Office, has announced Peter Riddell as the Government's preferred candidate for the role of Commissioner for Public Appointments.

Riddell is currently the director of the Institute for Government and was previously a journalist and political commentator for 40 years.

The next step is for him to attend a pre-appointment hearing with the Public Administration and Constitutional Affairs Committee on Monday 21 March.

The recommendation follows a fair and open recruitment exercise carried out in line with the principles of the Code of Practice for Ministerial Appointments to Public Bodies (as published by the Commissioner for Public Appointments).

The current Commissioner, Sir David Normington, has held the post since 2011 and will step down at the end of March. The new Commissioner will have an important role in helping to implement Sir Gerry Grimstone's review of public appointments.

Matthew Hancock stated: "I'm delighted to announce Peter Riddell as the preferred candidate for Public Appointments Commissioner. Over many years, Peter has demonstrated insight, judgement and integrity. He has the expertise and character to make an excellent Public Appointments Commissioner, and I'm very pleased to recommend his appointment."

Riddell once chaired the Hansard Society, a non-partisan charity which promotes understanding of Parliament.

**The Paper**

**Editor**  
Brian Sims BA (Hons) Hon FSYI  
0208 295 8304  
07500 606013  
brian.sims@proactivpubs.co.uk

**Contributors**  
Pete Conway, Andy Clutton

**Design and Production**  
Matt Jarvis  
0208 295 8310  
matt.jarvis@proactivpubs.co.uk

**Managing Director**  
Mark Quittenton

**Chairman**  
Larry O'Leary

The Paper is published fortnightly by Pro-Activ Publications Ltd

© Pro-Activ Publications Ltd 2016

All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means electronic or mechanical (including photocopying, recording or any information storage and retrieval system) without the prior written permission of the publisher

The views expressed in The Paper are not necessarily those of the publisher. The Paper is currently available for an annual 'kickstarter' subscription rate of £99.00

www.thepaper.uk.com

