

*Chelmsford, Mass., April 21, 2015*

## **Axis announces further expansion of Business Development group in North America**

### **Systems and Solutions team expands with new teams under the leadership of Patrik Pettersson and Bruce Stewart; Alex Walthers to manage Application Development Partner (ADP) Program**

Axis Communications, the global leader in network video, today announced further expansion of its North America Business Development group to include more focus on partnerships, solutions and professional services.

“Axis has always been a long-term company and this further expansion to better serve our partner ecosystem is continued proof of that commitment. We view our leadership position in the security industry as one built on trust and want to continually work to move our industry forward,” said Scott Dunn, director of business development solutions and services, Axis Communications, Inc.

#### **Patrik Pettersson – Manager, Professional Services**

Patrik Pettersson was promoted to manager of the newly formed Professional Services team to develop new services for Axis’ architect and engineer (A&E) and systems integration communities. As part of the Systems and Solutions team within business development, Pettersson will report to Ryan Gregory and manage solutions engineers, system architects and product analysts. Pettersson brings knowledge and experience to his new role after nearly 10 years with Axis in various positions, including retail business development, managing the Technology Partner Program and, most recently, product analyst.

“The enterprise space continues to grow with ever evolving technology advancements and new partnerships,” said Pettersson. “We feel that we can bring a new level of services utilizing our knowledge and tools to assist our partner ecosystem to efficiently design solutions and deliver them to the marketplace to win more business.”

#### **Bruce Stewart – Manager, Access Control**

Bruce Stewart was promoted to manager for access control, following the successful launch of access control products in North America. Stewart was promoted last year to business development manager for access control as part of the newly formed Systems and Solutions team. In his new role, he will continue to report to Ryan Gregory and drive Axis’ efforts in the access control market with a team of regional business development specialists.

“Since Axis’s entry in to access control in 2013, we are seeing the market’s acceptance and demand of open, IP-based physical access control systems,” Stewart said. “Having a dedicated team for access control will help us continue to educate the industry and strategically target this

market.”

**Alex Walthers – Business Development Manager, Application Development Partner (ADP) Program**

Alex Walthers was promoted to business development manager for the Application Development Partner (ADP) Program. Walthers first joined Axis in a marketing business development role before moving to the business development team as an account executive for business development programs. In his new role, Walthers will continue to report to Robert Muehlbauer, Business Development Programs Manager, and will focus on driving strategic partnerships with Application Development Partners. “Our ADP partners are essential to leverage the value of our open VAPIX API interface and our close collaboration will enable a broad array of cutting-edge solutions across our industry segments,” said Walthers.

Patrik Pettersson, Bruce Stewart and Alex Walthers are all based out of the North American headquarters, located in Chelmsford, Mass.

***For further information about Axis Communications, please contact:***

*Kelley Brescia, Axis Communications, Inc.*

*Phone : 978 614 2137, Email : [kelley.brescia@axis.com](mailto:kelley.brescia@axis.com)*

*Matt Flanagan, fama PR, Inc.*

*Phone : 617 986 5002, Email : [axis@famapr.com](mailto:axis@famapr.com)*

***About Axis Communications***

*Axis offers intelligent security solutions that enable a smarter, safer world. As the global market leader in network video, Axis is driving the industry by continually launching innovative network products based on an open platform - delivering high value to its customers and carried through a global partner network. Axis has long-term relationships with partners and provides them with knowledge and ground-breaking network products in existing and new markets.*

*Axis has more than 1,900 dedicated employees in more than 40 countries around the world, supported by a network of over 75,000 partners across 179 countries. Founded in 1984, Axis is a Sweden-based company listed on NASDAQ Stockholm under the ticker AXIS. For more information about Axis, please visit our website [www.axis.com](http://www.axis.com).*