

Johnson Controls acquires Esotec to strengthen security portfolio

London, UK: April 16th 2021 – [Johnson Controls](#) (NYSE: JCI), the global leader for smart, healthy and sustainable buildings, today announced it has acquired Esotec, a leading provider of advanced security systems and integration, and managed services for government, national heritage and other high-profile facilities operators in the UK.

Oxford based Esotec’s services span installation, maintenance and support, and design and consultancy. A trusted integrator of security systems, Esotec’s experienced engineers deliver end-to-end security solutions including CCTV, intrusion detection systems (IDS), video analytics and remote monitoring. It offers 24-hour, year-round corrective and preventative maintenance and advice on bespoke upgrades, as well as comprehensive threat and vulnerability assessments utilising best-of-breed intelligent surveillance technologies.

“Esotec is an excellent business with strong customer relationships, that perfectly complements our UK security business,” said Richard Jones, General Manager, Fire & Security at Johnson Controls UK&I. “The team, led by Andy Durham and Dave Oliver, will bring invaluable skills and customer relationships to our existing team, and together we have a huge opportunity for growth over the coming years.”

Reaching a new customer base

The acquisition allows Johnson Controls to take advantage of Esotec’s deep understanding of security requirements in the high security domain and bring its specialist services directly to a nationwide customer base, rather than relying on subcontractors for installation service contracts. In addition, it brings opportunities for Johnson Controls to introduce OpenBlue Secure digital solutions, such as Active Responder and Risk Insight to new audiences and verticals.

The acquisition of Esotec provides a foundation for Johnson Controls to develop relationships with its specialised customer base in key account target verticals. This includes central government – where barriers to entry are typically high as a result of the security clearance required. Beyond this, Johnson Controls will also be positioned to build and develop relationships with Esotec’s network of commercial customers.

Furthermore, Esotec’s specialism complements the recent acquisitions of WOT Security and NT Security, adding strength to Johnson Controls’ electronic security capabilities in networked intrusion, CCTV and access control.

Business-as-usual for Esotec

In the immediate future, Esotec will continue operating as a separate business. Johnson Controls will work with the team over the next few months to identify opportunities to drive improvements in both customer and employee experience, and how best to integrate business activities.

The business’ founders and two primary shareholders, Andy Durham (Managing Director) and Dave Oliver (Director), will both remain at the helm to maintain continuity. Together, with the full Esotec team of highly skilled and experienced engineering and delivery teams, they will continue to deliver strong customer relationship management and will help to ensure the long-term success of Esotec.

The power behind your mission

“We are all extremely excited to be joining the Johnson Controls family,” said Andy Durham, Managing Director at Esotec. “We share the same ethos and values, and have a very similar culture to Johnson Controls, making the acquisition a natural fit for both companies. We now have the opportunity to improve the products offered to our specialised high security customers, and to develop more compelling, multi-faceted managed services and solutions.”

Terms of the acquisition were not disclosed.

For more information, please visit [Johnson Controls](#).

About Johnson Controls:

At Johnson Controls (NYSE:JCI) we transform the environments where people live, work, learn and play. As the global leader in smart, healthy and sustainable buildings, our mission is to reimagine the performance of buildings to serve people, places and the planet. With a history of more than 135 years of innovation, Johnson Controls delivers the blueprint of the future for industries such as healthcare, schools, data centers, airports, stadiums, manufacturing and beyond through its comprehensive digital offering OpenBlue. With a global team of 100,000 experts in more than 150 countries, Johnson Controls offers the world’s largest portfolio of building technology, software as well as service solutions with some of the most trusted names in the industry. For more information, visit www.johnsoncontrols.co.uk or follow us @JCI_UKI on Twitter.