

PSA Security Network Welcomes IPVisionSoftware's Virtual Video Recorder™

Electronic Security Industry's Largest Network of Systems Integrators to Offer Significantly Lower Cost Video Management Solution with Unparalleled Scalability

Tampa, FL, January 20, 2010 — IPVisionSoftware, the innovator in highly scalable, cost-effective IP video surveillance systems, announced its Virtual Video Recorder™ (VVR™) is now available through the broad base of system integration members of PSA Security Network(PSA).

Unlike all Network Video Recorder (NVR) / Digital Video Recorder (DVR) products which are rooted in a 50 year old CCTV recording architecture that creates a server-intensive bottleneck, IPVisionSoftware employs an open, but inherently different architecture. As a result, IPVisionSoftware's VVR™ video management solution virtualizes the video recording function thereby eliminating the need for servers used as DVRs and NVRs, without compromising video or system functionality. In many cases, IPVisionSoftware customers can enjoy savings of up to 66%, including commercial and enterprise-size organizations with distributed site challenges.

"Recognizing that PSA's network of highly respected systems integrators are dedicated to offering cost-effective security solutions, we are thrilled to have them embrace IPVisionSoftware's Virtual Video Recorder," said Mark Kolar, Executive Vice President of Strategic Alliances for IPVisionSoftware. "The combination of PSA members' experience and the compelling value of the VVR™ will allow customers in nearly all industries to more easily deploy IP video surveillance at a solution cost significantly less than NVRs, and in many cases less than DVRs," continued Mr. Kolar.

"We believe IPVisionSoftware's VVR architecture will benefit our members and their customers, particularly its capability to simplify operations by eliminating up to 90% of a system's servers," said Bill Bozeman, President and CEO of PSA. "The VVR is another technology innovation our members need to address their customer's' security challenges and budget constraints. The IPVisionSoftware VVR gives our members the flexibility to use a wide range of IP cameras, encoders and storage options, including legacy cameras and newer, high resolution, megapixel cameras".

To help accelerate each member's understanding of the IPVisionSoftware Virtual Video Recording solution, PSA and IPVisionSoftware have scheduled 8 PSA-member only webinars for late January and early February, as well as a training session during the May 2010 PSA-TEC event where IPVisionSoftware will be showing its VVR during PSA-TEC's exhibition.

About IPVisionSoftware

IPVisionSoftware provides an *easy to deploy and use* video surveillance platform that delivers *unparalleled camera and storage scalability* while *significantly reducing initial and ongoing system costs*. These benefits are achieved by leveraging an open, but inherently different architecture from the 50 year old CCTV technology used by all DVR and NVR products. IPVisionSoftware's Virtual Video Recorder™ architecture and software solutions can save customers 25% to 66%, including commercial and enterprise-size organizations with distributed site challenges. The Virtual Video Recorder™ (VVR™) is a complete software-only video management solution that centrally configures, indexes and manages network-distributed third party cameras or video encoders, video recordings, event messages and storage devices. IPVisionSoftware... *Save Money, Record Virtually* www.ipvisionsoftware.com/

About PSA Security Network

SA Security Network® is the world's largest electronic security cooperative. PSA encompasses more than 200 electronic security systems integrators, aligning them with over 200 manufacturing vendor partners. Together, PSA members are responsible for over \$1.7 billion in annual security systems design, installation, integration and

maintenance of access control, video surveillance, intrusion detection, fire, and life safety systems. PSA Security Network members combine the purchasing power and resources of the largest vendors with the strengths and personal attention to detail of locally-owned companies. These leading security systems integrators have access to the latest security products, best practices and other resources necessary to develop cost-effective security solutions.