

### For Immediate Release

#### **CNL Upgrades Partnership and Integrates IPSecurityCenter with Milestone XProtect**

**WOKING, UK and COPENHAGEN, Denmark - September 30, 2008. CNL, a leading developer of Integrated Security Management Software for control centres, has signed a Milestone Solutions Partner agreement with Milestone Systems, a global leader in open platform IP video surveillance management software.**

Since 2001, CNL has been a pioneer in the rapidly growing integrated IP-based security solution market. The company's flagship product, IPSecurityCenter™, is a unique Integrated Situation Management solution, which centralises all security applications to form an advanced command and control solution. This increases situational awareness, allows greater collaboration both within organisations and with Emergency Response Teams, and reduces the overall cost of security operations.

The new partnership status is in line with the shared CNL and Milestone vision for the open platform IP technology approach to customers' surveillance needs. This resolves the limitations caused by the closed proprietary systems that currently dominate the global security industry. True open platform IP video solutions provide the freedom to choose best-of-breed components and integrations with other systems for a future-proof system.

Keith Bloodworth, CEO of CNL says "As physical security and IT converge, the concept of proprietary systems is no longer viable. End users need integrated solutions which offer the collaboration, communication, flexibility and ROI required of any IT system. The only way they can effectively achieve this is by using an ISM type system, such as IPSecurityCenter. These systems rely on open, collaborative and mutually beneficial relationships with other technology manufacturers. Together with Milestone we are playing a key role in driving the IP based solutions that are improving efficiency and reducing operating costs in control rooms."

Milestone Systems is committed to delivering the best IP video solutions by stimulating a dynamic ecosystem of IP-centred security and business relationships. CNL has been a Certified Milestone Partner for many years and is now ramping up the relationship to a new level as a Milestone Solution Partner (MSP). MSPs are officially recognised and authorised integrators who provide value-added solutions with XProtect IP video management software, using the Milestone Software Development Kit (SDK) and rich Application Programming Interfaces (APIs).

Lars Thinggaard, President and CEO of Milestone Systems, says: "We understand that the cornerstone of successful growth starts with partnerships built on a stable foundation. With a proven business track record anchored to a robust and flexible technical platform, we embrace a maturing partner network by offering in-depth collaborations on Milestone integrated solutions, including educational programs, technical support and documentation, and special business development opportunities."

## Press Release

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CNL are currently working closely with Milestone to further develop the integrations between the companies' products. CNL will demonstrate IPSecurityCenter fully integrated with XProtect at the Milestone Integration Platform Symposium in Copenhagen October 2<sup>nd</sup> and 3<sup>rd</sup>.

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### **About Milestone**

Milestone Systems is a leading developer of open platform IP video management software. The XProtect™ platform is easy to use, robust and proven in more than 35,000 customer installations around the world. With support for the industry's widest choice in network hardware and integration with other systems, XProtect provides best-of-breed solutions to "video enable" organizations - reducing costs, optimizing processes, protecting people and assets. Milestone software is sold through authorized partners in 90 countries. [www.milestonesys.com](http://www.milestonesys.com).

### **About CNL**

CNL is a leading developer of Integrated Situation Management software and is a pioneer in the open platform IP-based security solution market. The company's flagship product, IPSecurityCenter™, is an Integrated Situation Management solution, which is the natural progression of PSIM software. Not only does it integrate security applications to form a command and control centre, it allows the control of BMS and other business systems. This increases situational awareness, allows greater collaboration both within and across organisations and reduces the overall cost of security operations. [www.cnluk.com](http://www.cnluk.com).

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