

**For Immediate Release****CNL Launches Technology Alliance Program**

**WOKING, Surrey – September 1, 2010 - CNL, a world leader in Physical Security Information Management (PSIM) software, is pleased to announce the launch of its Technology Alliance Program (TAP). CNL has taken a lead in the PSIM market by initiating this program. It will allow greater interoperability between disparate security technologies, giving End Users the ability to create optimised solutions for risk reduction within their organizations.**

With increased End User demand for PSIM solutions, security system manufacturers are realizing the benefit of inclusion within these large enterprise PSIM deployments. The TAP program builds on the work CNL has achieved



Technology  
Alliance Program

with manufacturers who share a common view on open and interoperable security systems. It recognizes the strategic value of partner's products and enables greater integration between technologies. This is achieved by creating a formalized relationship between CNL and these manufacturers, providing a host of benefits for these organisations including;

- Opportunity for joint demand generation through CNL's Channel Alliance Program
- Inclusion in large PSIM deployments
- Ability to influence the IPSecurityCenter™ Framework to provide competitive advantage
- Creation of Partner Solution Guides
- Joint marketing participation at strategic events
- A certified support statement
- CNL's Driver Development Kit (DDK), enabling partners to generate their own IPSecurityCenter drivers – a truly open approach
- Inclusion on the CNL website
- Invitation to the annual CNL TAP event

Greg Knight, CTO at CNL comments "Having recently taken on the role of CTO at CNL, one of my first tasks is to manage the increasing number of requests we receive from manufacturers wanting to integrate their products into our PSIM platform. Many of them have recognized that together with their own security applications, tight integration with IPSecurityCenter provides an increase in available market with a stronger strategic value proposition. It allows them access to enterprise wide security hardening programs, Homeland Defence projects and Critical Infrastructure Protection opportunities that are increasing demanding COTS solutions. Added with the IP migration options PSIM provides, they appreciate the increased management of complex business requirements and the tightly coupled security operations.

"We value the investment these manufacturers have made and continue to do so in identifying customer requirements and enhancing these with added features and functionally gained by the integration with their products. At CNL we are committed to delivering the enhanced capabilities of their solutions within IPSecurityCenter and have therefore taken the step to create an "open" methodology to improve the integration process."



For further information on the CNL TAP program and to find out how you can become a member email [tap@cnlsoftware.com](mailto:tap@cnlsoftware.com).

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**About CNL**

CNL is a world leader in Physical Security Information Management (PSIM) software. Its award winning technology is deployed to secure cities, critical resources and global commerce. CNL's software sits at the heart of some of the largest, most complex and ground-breaking security integration and business value initiatives in the world. Its work with leading organisations is helping to shape the future of security by offering thought leadership on key issues such as energy reduction, process compliance and business advantage in converged environments. For more information, visit [www.cnlsoftware.com](http://www.cnlsoftware.com).

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