

For Immediate Release

CNL and Pelco form Technology Partnership

Clovis, CA and Woking, UK - January 12, 2010 – CNL, a world leader in developing Physical Security Information Management (PSIM) software, announces it has formed a technology partnership with Pelco, Inc. by Schneider Electric, a world leader in the design and development of next-generation video and security systems, as CNL joins the Pelco Partner First Program.

CNL recently integrated several key Pelco video products into its PSIM platform, IPSecurityCenter. This strategic partnership will see CNL integrating with other leading products from Pelco. It will allow further sharing of SDKs, DDKs and APIs, creating greater integration possibilities between them.

The two companies have a shared view of distributed intelligence for physical security, a move away from proprietary technology, which has long been a limiting factor in truly collaborative physical security operations. As part of its Open Systems Provider vision, Pelco launched the Partner First Program, to build technology relationships with key security vendors, opening up its eco system and allowing its users to build integrated best-of-breed security solutions.

“Pelco has long demonstrated its commitment to being an Open Systems Provider with successful integrations and partnerships in a wide range of areas, including Command and Control and PSIM,” says Stéphane Lantoine, Pelco API Business Development Manager EMEA. “We see this security enabling technology as a way of allowing physical security to engage with wider business operations.”



by Schneider Electric

“We are delighted to partner with Pelco. Not only is it a leading company with a clear vision of the future of security, it is perhaps one of the most recognized names in the global security industry,” says Matthew Kushner, CNL President, Americas. “In an age of increasing demand for interoperability between all business systems, this is a very positive step forward. It will help build security systems that are connected, intelligent and most importantly, more secure. The use of IPSecurityCenter will allow users of Pelco’s products to integrate with other security systems to form a complete security management system. It also allows further future integration possibilities with other business systems, such as BMS, HR and Logistics.”

The IPSecurityCenter platform is aimed at bridging the narrowing gap between physical security and IT. It creates network-centric, completely connected solutions that allow distributed intelligence—whether video, audio or data, with no proprietary restrictions. Answering the need to modernize aging physical security processes to meet new demands, it is being embraced by some of the leading organizations in the world.

About Pelco

Pelco, Inc. by Schneider Electric is a world leader in the design and development of video and security systems ideal for any industry. Pelco produces the security industry’s most respected offering of discreet camera domes and enclosures, video matrix systems, next-generation digital video recorders, Full HD LCD displays and megapixel cameras, IP solutions and fiber optic



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transmission systems for video/data – and much more. For additional product or company information, please visit www.pelco.com. To learn more about the Pelco Partner First Program, simply visit www.partnerfirst.pelco.com.

About CNL

CNL is a world leader in developing 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. Their 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.

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