

For Immediate Release

CNL signs up iValue InfoSolutions as Indian VAD

Bangalore, India and Woking, UK - February 16, 2010 – CNL, a world leader in developing physical security information management (PSIM) software, has signed a national distributor agreement in India with iValue, one of the fastest growing VADs in India. iValue InfoSolutions is focused on helping customers identify, manage & protect “Digital Assets” which are key business differentiators, thus protecting and growing business across India and SAARC geographies.

As the convergence of logical and physical security continues, iValue are increasingly getting involved in distributing IP Based physical security products to the Indian market.



The new partnership is aligned to the shared CNL and iValue vision for a holistic view towards corporate security using an open platform solution, to provide the freedom to choose best-of-breed components and to integrate with other systems for a future-proof solution.

“India is a major market for us. We have some of our largest and most deeply integrated deployments there; in fact it is safe to say these are some of the largest physical security integration initiatives in the world” comments Keith Bloodworth, CEO of CNL. “There is considerable interest in our software, so this partnership will ensure we have a local partner with relationships at key accounts across the right verticals, helping us to jointly address customers & partners, maximising reach and coverage in India.”

Speaking on this, iValue’s CEO, S. Sriram said: “Over the last several years we have been helping customer’s effectively protect and manage information assets. We are extending our offering to help our customers protect all their assets through effective physical security infrastructure management since impact to business due to compromise of security is similar, both in physical and virtual world. Recent spurt in natural calamities and activities of anti social elements has made scientific management of IP based physical security a top priority across companies. Command & Control solution from CNL will help organizations centrally manage multiple sites to effectively address all types of physical threats in an automated way. Our partnership with CNL will help customers centrally manage their IP based physical security infrastructure in line with business needs.”

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About iValue InfoSolutions

A premium technology enabler, iValue InfoSolutions drives adoption of cutting edge technology solution & services through the entire life cycle stages for IT Security, Storage & Managed enterprise wireless space.

With a Mission to empower organisations effectively manage their “Digital Assets” which are critical business differentiators, for protecting and growing the business, iValue offers solutions & services that are aligned & optimized for customer business needs through its partnerships. The team at



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iValue have proven track record of creating robust & scalable delivery models for niche & emerging solutions/services, while continuing to provide additional growth for matured solutions.

iValue forged & nurtured relationships with over 20+ premium technology partners & done business with 275+ unique partners over last 7 quarters. iValue has direct presence across 10 cities in India. Visit us at www.iValue.co.in or write to us at info@iValue.co.in for more details.

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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