



**IMS Research Ranks DVTel Number One in North America**  
*NA market leader poised to take top spot in world market and shows significant strength in IP cameras and video servers*

**Las Vegas, NV and Ridgely Park, NJ, March 28, 2007** -- DVTel, Inc., multiple award-winning market leader in the development and delivery of intelligent security solutions over IP networks, today announced that IMS Research has confirmed the company as the number one provider of Open Platform IP Video Surveillance Management software in the important North American market. The IMS Research report, "The World Market for CCTV and Video Surveillance Equipment," was published in December 2006.

A mere tenth of a percentage point in market share separates DVTel and the other major player in the IP Video Surveillance global market—a significant achievement given the competition's length of time in the worldwide market. In addition to IP Video management software, DVTel also demonstrated Top 10 global market share in IP cameras and video servers.

"DVTel was one of the first companies to market with a video surveillance system running on IP networks," said Simon Harris, senior analyst at IMS and principal author of the report. "It is one of the few companies that offers a truly integrated solution for IP video surveillance, including network cameras, encoders/decoders, management software, and video analytics. We also have taken note that in the last year DVTel has added IP access control to their strong portfolio of products."

"The IMS Report confirms the leadership position that we set our sights on from our first day," said DVTel President and CEO Eli Gorovici. "We have pursued the same strategy of open architecture and highly-flexible platforms that provide our customers with the freedom to choose system hardware and the freedom to focus on their business, while we provide security piece of mind. Our North American leadership and our strong global market position are clear validation of our IP-based, open architecture solutions. Now with the addition of IP Access Control, we are committed to leading the way with the next generation of 'Unified' security solutions."

**About IMS Research**

IMS Research is a leading market research provider to the global electronics industry. Founded in the late 1980s it has established a reputation for providing reliable, highly detailed market data. IMS' research portfolio extends to areas such as semiconductors, industrial automation, communications, automotive, consumer, power electronics, security and identification and medical. Its Security & ID group produces global market data for a wide range of security related products, including access control, video



surveillance, intruder alarms and fire detection. Further information can be found at [www.imsresearch.com](http://www.imsresearch.com).

### **About DVTel**

DVTel is ranked #1 in market share in North America by IMS Research for the Network Video Software market. With more than ten awards for products and innovation, DVTel is both a pioneer and the dominant market player in the creation, development, and delivery of Multi-source Intelligence Systems over IP networks. Our software-based solutions create superior value by providing customers a unique level of freedom to focus on what's most important—their primary business goals.

DVTel's unified intelligent Security Operations Center (iSOC) V5 combines Longitude IPAC, Latitude Network Video Management (NVMS), video analytics capability, as well as other powerful management modules to create a rich integration platform that offers a single, highly intuitive graphical user interface. iSOC V5 is the only open standards, IP-based security management center that unifies all video, audio, data, access control, trend analysis and alarm management functionality into one enterprise physical security center.

DVTel is leading the transition from closed, proprietary security systems to open, standards-based platforms. Our unified solutions leverage existing network infrastructure while providing unmatched levels of flexibility, scalability, cost-effectiveness—all backed by superior customer support. We are the solution of choice worldwide for mission critical and enterprise level installations and our systems are found in thousands of installations around the globe.

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