



DVTel Acquires Leading Access Control Company SAI

Two leading, open standards platforms now merged into one—offering end users a complete IP video and access control solution

Las Vegas, NV and Ridgefield Park, NJ, April 5, 2006 -- DVTel Inc., multiple award-winning market leader in the development and delivery of intelligent security solutions over IP networks, today announced that it has acquired Security Applications, Inc. (SAI). SAI designs and develops a high-end, IP-based access control system that encompasses PLC control, video badging, visitor management, time & attendance, alarm management and identification server software to drive the integration of physical security with IT security. DVTel has acquired SAI's assets in full and will maintain the company's operations at its current Fishkill, NY offices.

“Our acquisition of SAI will have a major impact on the security industry,” said Eli Gorovici, DVTel President and CEO. “DVTel and SAI share the same IP-centric vision: offering a more complete picture and set of capabilities than are available anywhere today. The new, unified DVTel-SAI platform is better positioned to address the present and future video, access management, authentication, and business intelligence needs of our customers than any of the typical bolted-together integrations end users have had to settle for.”

A leading innovator in open architecture-based systems for more than 20 years, SAI has proven to be the most powerful, reliable system available for a wide range of demanding customers including Verizon, where SAI maintains thousands of locations and tens of thousands of readers.

At the John Jay College of Criminal Justice in New York City, the SAI system is integrated with video surveillance and is critical to the safety of over 18,000 students, staff, and faculty at four separate campus buildings. Isabelle Curro, Deputy Director of Security, said of SAI, “I’ve been in the security industry for 20 years, and the SAI security solutions and staff are incredible. The SAI system is fast and reliable, and the installation and system performance to date has been totally problem-free.”

The SAI IP-based open platform is hardware agnostic and works seamlessly with most of the leading field panels including the latest from HID (VertX), as well as Mercury Security and others. The company's multi-tiered architecture uses web-enabled Linux network appliances to scale from single site installations to globally connected enterprises, while eliminating proprietary wiring by extending IP networking infrastructure directly to the door.

Dave Swartz, Vice President of SAI, commented on the fit between the two companies, “Both DVTel and SAI have focused on open software-based technology instead of proprietary hardware-based systems. Both companies' software management systems work with multiple hardware vendors: DVTel works with multiple vendor IP cameras

and IP video encoders and SAI with multiple vendor access control panels and card readers. Our common vision and proven track records put us in the position to lead the industry with the first truly unified IP video and access control system.”

The SAI solution fits seamlessly into the DVTel intelligent Security Operations Center (iSOC), forming a single unified, open-standards platform that offers end users the choice to buy a unified solution or video and access control as separate components. DVTel is the recognized leader in providing superior IP video solutions, and the SAI acquisition adds a standardized authentication access management component that makes the iSOC a complete, even more powerful turnkey solution.

Swartz concluded, “We both believe that products must be IP-based and open in both computer platforms and security hardware. Together, we envision a future dominated by open platforms for computers, operating systems, storage systems, and field security hardware.”

About DVTel

DVTel is leading the transition from closed, proprietary security systems to open, standards-based platforms. We are the solution of choice worldwide for mission critical and enterprise level installations because of our unified command and control operating platform. Our systems are found in thousands of installations around the globe.

DVTel’s software and hardware components are unified into the intelligent Security Operations Center (iSOC) V5 platform, which enables the end user to operate, monitor and administer all video, audio, access control, visitor management, credential creation, analytics and alarm monitoring assets—anytime, anywhere. The iSOC V5 is the first unified services platform that offers a complete rules-based, distributed architecture. With the most innovative products and world class service giving you the freedom to run your business...that’s a complete solution and The Complete Picture.

DVTel, iSOC, Latitude, Longitude, Altitude, SceneTracker, CaseBuilder, Mentor, NetTalk are registered trademark of DVTel Inc. all other company names and products are trademarks or registered trademarks of their respective companies.

About SAI

Security Applications, Inc. (SAI) was founded in 1981 as a software development company. Since that time, SAI has focused on the design and development of security management products. SAI offers products that integrate Access Control, Video Surveillance, Alarm Monitoring, PLC Control for Courts and Prisons, Video Badging, Visitor Management, Time & Attendance, and Identification Server Software for integrating Physical Security with IT Security. SAI’s software is offered on both Linux and Windows platforms. SAI’s products provide a wide range of features, unequalled reliability, unlimited scalability, and the best price/performance in the industry.

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