



DVTel Partners with Mitsui Bussan Aerospace Co., Ltd. for IP Video Surveillance Equipment Distribution

Partnership enhances DVTel's entry into the Japanese marketplace

Ridgefield Park, NJ, and Tokyo, Japan, March 10, 2011 — DVTel, Inc., a multiple award-winning market leader in Smart Security Solutions for video surveillance, announced today it has entered into a Value Added Reseller Agreement with Mitsui Bussan Aerospace Co, Ltd. to sell and support DVTel's suite of intelligent IP video security solutions in Japan.

DVTel recently released the Japanese version of its Latitude Network Video Management System (NVMS) V6.1.1 in anticipation of Mitsui's support in Japan. This release is part of DVTel's business plan to expand into the Japanese market, expanding penetration in the important APAC region. Major market segments served by DVTel in Japan include banking, manufacturing, healthcare and transportation.

DVTel's Smart Security Solutions include the flagship Latitude NVMS; the Solus Video Management System (VMS); the full line of Altitude IP Cameras including the newly released H.264 and High Definition (HD) families; IP encoders; ioimage intelligent video analytics; and the cutting-edge iSOC (intelligent Security Operations Center) command and control room applications including iPad, iPhone, and Google Earth apps.

"DVTel is honored to partner with Mitsui Bussan Aerospace for the expansion of IP video surveillance in Japan," said Avi Gerbi, DVTel Managing Director for APAC. "Mitsui is widely recognized as a leader in global businesses, and we look forward to working in close partnership to create safer and more secure environments in the region."

"Based on Mitsui's experience with ioimage intelligent video analytics products, it was a natural fit to move into DVTel's IP Cameras and Video Management System," said Osamu Aikawa from Mitsui. "DVTel is a proven IP Video platform, and we look forward to much success with the complete solution."

Mitsui has vast experience with ioimage installations in utilities, defense infrastructures, transportation and other business environments.

To get more information on how to purchase DVTel products from Mitsui Bussan Aerospace Co., Ltd., please go to <http://aerospace.mitsui.co.jp>.

About DVTel

DVTel develops, designs, and provides smart security solutions that help protect critical infrastructure -- in transportation hubs, city centers, nuclear and power facilities along with buildings and campuses of corporations, educational institutions and government

facilities. We tie together leading edge IP-based cameras and encoders, with built-in analytics capabilities that detect and report security threats, creating a powerful security “edge”. Using our Intellectual Property for the design and integration capabilities, we manage these edge devices through our versatile and highly scalable Latitude video management system. DVTel's solutions address the security needs of single locations requiring as few as two to three cameras, as well as those with global operations and thousands of video channels spread throughout a continent or around the world. For more information, go to www.dvtel.com. To follow on Twitter – go to twitter.com/DVTel_Inc.

About Mitsui Bussan Aerospace Co., Ltd.

Mitsui Bussan Aerospace Co., Ltd. was established in 1982 as a trading company specialized in the aerospace industries. Based on the experience of aerospace business which is closely related to public infrastructure, we have started new business operations in the areas of security and surveillance systems for the protection of important facilities such as Japan’s domestic energy facilities, various Japan Self-Defence Forces’ bases and facilities, electrical and water utilities, and public transportation systems. With DVTel’s IP-based security solutions such as IP-cameras, encoders and powerful video management software Latitude, we will continue to make broad contributions to protect customer’s assets and maintain social safety in Japan. For more information, go to www.aerospace.mitsui.co.jp

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