



DVTel, Inc. rolls out Software as a Service in select markets

A Business Model that Makes Good Dollars and Sense for Many

Ridgefield Park, NJ, March 18, 2010 -- DVTel, Inc., multiple award-winning market leader in the development and delivery of intelligent security solutions over IP networks, is announcing today it will offer its award winning Latitude Video Management System as a Hosted, Managed Video Surveillance Offering in select markets thereby enabling systems integrators, ISPs, and Telcos to offer their enterprise customers hosted video as a service to leverage the complete benefits of a network video management system hosted off-site.

By offering SaaS, or, as DVTel coins it – Hosted, Managed Video Surveillance, DVTel provides customers with a network video management system configured centrally by the experts. Customers will then have complete control and access to their video data, hosted at an off-site location.

The benefits of a hosted, managed network video surveillance solution includes better access to the application for remote workers, decreased risk of a failed or delayed deployment and instant access to the latest product enhancements. The service is rented on a monthly basis thus spreading system expenditures over a period of years; the system is maintained for the customer, relieving the customer's internal staff, and it delivers a variety of Service Levels for both the service and equipment including cameras, encoders, and local archivers, to name a few. This service also provides greater flexibility with fluctuating video and bandwidth demands, such as for applications that have high peaks in usage followed by relative quiet.

“Setting up a network video management system and ensuring systems integrator technicians are properly trained can be challenging,” said Paul Smith, Executive Vice President of DVTel, Inc. “With DVTel’s Hosted, Managed Video Surveillance Service Offering, our Partners can manage and provision the system for each customer centrally. A small staff can be trained in system configuration, and they get to do this work every day, since they are doing it centrally for many different customer sites. This reduces the number of technicians requiring training and it puts the system configuration into the hands of engineers who do this every day and not once a month or less, thus improving on their proficiency and productivity.

A second benefit of the centrally managed system is that the DVTel reseller can offer remote management and system maintenance monitoring to its customers to offer a higher level of system availability. The remote system maintenance center will know of system troubles before it impacts the customer’s investigation and response efforts. This offering truly capitalizes on the benefits of a network video management system. This is a service offering that we believe will become the wave of the future.”

DVTel's first customer of the offering is Telmex, the Tier 1 Telephone Service Provider in Mexico, and with operations as a telecommunications products and services company in countries throughout Latin America. Telmex has begun offering enterprise customers, such as retail chains, banks with 100s of bank branches, and many fortune 1000 enterprise customers a hosted network video management system.

You can see the solution in action at Expo Seguridad at booth # A2 in Mexico City – April 20 – 22.

About DVTel

DVTel's unified intelligent Security Operations Center (iSOC) V6 combines the Latitude Network Video Management System (NVMS), Longitude IP Access Control, ioimage video analytics intelligence, as well as other advanced applications to create a rich integration platform that offers a single, highly intuitive graphical user interface. iSOC V6 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 offers a complete line of security level IP cameras to compliment the complete solution and is also integrated with hundreds of cameras from multiple manufacturers.

Our unified solutions leverage existing network infrastructure while providing unmatched levels of flexibility, scalability, cost-effectiveness—all backed by superior customer support. DVTel is a proud member of both ONVIF and PSIA. 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. For more information, go to www.dvtel.com. To follow on Twitter – go to twitter.com/DVTel_Inc.

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