



**Terry Vellek Joins DVTel as New Vice President of Sales—Americas**  
*Veteran Lenel executive to head up North and South American sales teams*

**Ridgefield Park, NJ, April 15, 2008** -- DVTel, Inc., multiple award-winning market leader in the development and delivery of intelligent security solutions over IP networks, today announced that Terry Vellek has joined DVTel in the new position as Vice President of Sales for the Americas.

Vellek comes to DVTel with over 25 years of IT-based industry experience. In his 10 years at Lenel, Vellek first grew his regional sales territory over 700%; then, after taking over as VP of Sales, he was part of the leadership team that grew total company sales more than 10-fold. Prior to his tenure at Lenel, he spent 15 years with Digital Equipment Corporation (DEC).

“I am very excited to take the next step in my career with the #1 IP video company in North America. We will continue to focus on our unified solution offer, with DVTel open platform that includes IP to the door access control, IP video management and analytics solution, along with our more than 100- product suite of IP cameras,” commented Vellek. “I’ve watched DVTel for the past few years as the company has evolved from a video-based solution to a comprehensive, unified intelligent security operations center. This company has accomplished sales growth of 50% or more year after year and has created a lot of good industry buzz. I look forward to being an integral part of this great team.”

Eli Gorovici, DVTel President and CEO, “Terry was very successful at bringing to market a cutting edge access control product and helping customers make the technology shift from proprietary legacy access control systems to a Microsoft windows platform. We are now experiencing a similar situation as we push through the next industry trend by moving from MS windows to the .NET platform and IP to the door. With his exceptional industry experience and sales knowledge, Terry is going make DVTel’s great sales organization even better, and he is going to be key to our continued growth and leadership.”

**About DVTel**

DVTel has the largest installed base of end-to-end IP physical security solutions in the world and is the recipient of over ten awards for products and innovation. As the pioneer and 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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