

## **DataDirect Networks (DDN) and DVTel Team to Provide World's Most Scalable and Cost Optimized IP Video Surveillance Solution**

### ***DataDirect Networks' Award-Winning S2A and SFA Content Storage Solution and DVTel's Latitude Video Management Enable Customers to Build "Pay as you Grow" Surveillance Infrastructure***

**CHATSWORTH, CA and RIDGEFIELD PARK, NJ — (May 16, 2011)** — DataDirect Networks (DDN), the world's largest privately-held information storage company, and DVTel, Inc., the multiple award-winning market leader in Smart Security Solutions for video surveillance, today announced a massively scalable video surveillance management infrastructure with guaranteed frame quality and 100% protection against data corruption.

With this unique product offering, customers can seamlessly expand from a few hundred to tens of thousands of end-points in step with budgets and growing requirements. As customers add cameras and sensors, they simply add capacity to their current data storage infrastructure.

This "Pay as you Grow" model is based on the integration of DDN's S2A6620, S2A9900 and SFA10000 information management systems with DVTel's Latitude Network Video Management System (NVMS) V6.1 and eliminates over-provisioning, thereby saving customers up to 200% on system maintenance, cooling and valuable datacenter floorspace.

"We are very excited about this joint product offering as there is no other video surveillance solution on the market today that provides the business value that DDN and DVTel can provide," said Harvey Kohli, Vice President of Business Development for DDN's Physical Security Business Unit. "Customers can now access video content much faster and more reliably, regardless of the growth in the number of end-points."

"DVTel's large, enterprise customers benefit from the 'Pay as you Grow' model, not just for budget reasons, but as an added protection to their investment. The DDN/DVTel embedded solution builds on an intelligent storage appliance that scales from 100TB to 3.6PB, so our customers only pay for storage when the system demands it. Simply add more drives whenever needed," said Paul Smith, EVP of DVTel. "Today, more than ever, our customers are seeking a cost effective way to manage expansion of their surveillance initiatives. DDN provides the storage platform to address the need."

Leveraging the integrated DVTel-DDN surveillance architecture, customers can:

- Massively scale DVTel's Smart Security Solution and support video surveillance deployments to tens of thousands of cameras
- Guarantee quality of service with no frame dropping; regardless of any hardware and/or software failures.
- Accelerate access to video surveillance data with archive retrieval rates of over 1GB/s per system and latency as low as 1ms.
- Achieve 300% greater performance efficiency and NVR scalability compared to iSCSI-based methods of CCTV video storage.
- Enjoy a smaller footprint that cuts cooling costs and datacenter floorspace

#### **About DataDirect Networks**

DataDirect Networks (DDN) is the world's largest privately held information storage company. We are the leading provider of data storage and processing solutions and services that enable content-rich and high growth IT environments to achieve the highest levels of systems scalability, efficiency and simplicity. DDN enables enterprises to extract value and deliver results from their information. Our customers include the world's leading online content and social networking providers, high performance cloud and grid computing, life sciences, media production organizations and security & intelligence organizations. Deployed in thousands of mission critical environments worldwide, DDN's solutions have been designed, engineered and proven in the world's most scalable datacenters to ensure competitive business advantage for today's information powered enterprise. For more information, go to [www.ddn.com](http://www.ddn.com) or call +1-800-TERABYTE (837-2298).

#### **About DVTel**

DVTel develops, designs, and provides smart security solutions for video surveillance 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 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](http://www.dvtel.com). To follow on Twitter – go to [twitter.com/DVTel\\_Inc](https://twitter.com/DVTel_Inc).