



**DVTel Appoints KLM Marketing and STS as Manufacturer Representatives**  
*New Firms Support Increased Sales Efforts in the Mid-Atlantic Region*

**Ridgefield Park, NJ, January 20, 2011** — DVTel, Inc., a multiple award-winning market leader in Smart Security Solutions, announced today they have signed KLM Marketing and STS Sales and Marketing as Mid-Atlantic Manufacturer Representatives. KLM Marketing will support all activity in the region including Virginia, Washington DC, Maryland with STS Sales and Marketing working in Delaware, Pennsylvania and Southern New Jersey.

Both firms will be representing DVTel's Smart Security Solutions which includes Latitude Network Video Management (NVMS), Solus Video Management System, ioimage intelligent video analytics, advanced security control room applications and the full line of H.264 based High Definition (HD) IP Cameras. DVTel's Smart Security Solution is the only open standards, IP-based security management center that not only unifies DVTel solutions, but integrates third party video, audio, data, access control, trend analysis, alarm management functionality and more into one enterprise physical security operations center.

"This is a synergistic partnership," said Kristian Gragg, Partner at KLM Marketing. "DVTel's Smart Security Solutions fits a key area where our customers are looking for strong IP video surveillance products – from small system solutions to those that are more enterprise in nature. We are excited to be working with DVTel to help deliver the next generation of IP-based systems."

"There is a considerable demand in our region for IP-based video surveillance solutions, and DVTel's offering is perfectly suited to our customer needs," said Rich Huttick, Principal at STS Sales and Marketing. "Given the fact that DVTel has over 5000 systems in the field today worldwide, working with the Smart Security Solution gives us the confidence of knowing we are offering a proven solution to our dedicated customers."

"KLM and STS are enthusiastic firms with extensive experience in representing premier physical security equipment manufacturers," said John Whiteman, Vice President of Strategic Programs. "These new partnerships will bring extended support to DVTel customers in the Mid-Atlantic Region. By teaming with experienced manufacturer's representatives like these, DVTel is assured that our Smart Security Solutions will reach the best security dealers and integrators within the market and will provide their customers with exceptional service and support."

DVTel will be teaming with these regional manufacturer's representatives to work with local Value Added Resellers (VARs) in selling and supporting the complete DVTel Smart Security Solutions product suite. We will be announcing a series of joint roadshows in 2011. KLM is located in Richmond, VA and STS Sales and Marketing are located in Warminster, PA.

## **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](http://www.dvtel.com). To follow on Twitter – go to [twitter.com/DVTel\\_Inc](https://twitter.com/DVTel_Inc).

## **About KLM Marketing**

Headquartered in Richmond, Virginia, KLM Marketing drives sales and marketing initiatives for leading security manufacturers in the U.S. Mid-Atlantic region. The company will represent DVTel in Virginia, Maryland, and Washington DC. The dynamic and dedicated team at KLM Marketing sells security solutions in key vertical markets including government, education, and healthcare. For further information visit: [www.klmmarketing.net](http://www.klmmarketing.net).

## **About STS**

Based in suburban Philadelphia, STS Sales and Marketing represents leading and cutting edge manufactures in the Electronic Security Industry. STS has added DVTel to their portfolio of premier manufactures in their Southern New Jersey, Pennsylvania and Delaware Territories. STS strives to be the best at what we do by being available, visible and accountable to our Distributors, Dealers and Manufactures, with a strong emphasis on customer service and support. Please feel free to visit us at [www.stssalesandmarketing.net](http://www.stssalesandmarketing.net).

DVTel, Smart Security Solutions, ioimage, iSOC, Latitude, Longitude, Altitude, SceneTracker, CaseBuilder, Mentor, and NetTalk are registered trademarks of DVTel Inc. All other company names and products are trademarks or registered trademarks of their respective companies.

## **FOR MEDIA INQUIRIES PLEASE CONTACT:**

Kim Robbins  
DVTel, Inc.  
201.708.9820  
[krobbins@dvtel.com](mailto:krobbins@dvtel.com)