

For Immediate Release



Genetec Introduces New Infrastructure Partner Certification Program

Brings predictability and efficiency to purpose-built high-performance storage for video surveillance systems. EMC Corporation, Veracity become first vendors to be certified.

MONTREAL, September 10, 2012 - [Genetec](#), a pioneer in the physical security industry and a leading provider of world-class unified IP security solutions, today announced its new Infrastructure Partner Program, a certification program designed to qualify solutions from storage vendors to ensure optimal use with Genetec's unified security platform, the Security Center. The certification program validates that purpose-built high performance storage solutions demonstrate seamless integration with Genetec software.

With increasing camera resolutions, longer retention periods and a need for more cameras in more places, the requirement for efficient, reliable and affordable storage solutions is becoming paramount. Interest in purpose-built high-performance storage also means that maintaining the reliability and predictability of these infrastructures and the software that's integrated with them is becoming much more complex. As a result, Genetec has introduced its Infrastructure Partner Program to help customers ensure the most efficient configuration of their installation and optimal tuning of their applications in this demanding environment.

"Storage can represent a significant portion of the cost of a video surveillance system and plays a critical role in ensuring its success. At Genetec, we understand that our customers need tried and tested storage solutions that work to easily solve their technology challenges and meet their business requirements," explains Pierre Racz, CEO. "Thanks to our solutions' open architecture, customers can select any Genetec certified storage vendors with the confidence that their product choices have met or exceeded our validation criteria, thereby giving them the best return on their investment."

To date, products from EMC Corporation and Veracity have received the Infrastructure Partner Program certification. All currently shipping scale out storage solutions from EMC® Isilon®, as well as Veracity COLDSTORE, have been certified by the new Genetec program

"Genetec's new certification program was designed to help us, the storage vendors, ensure that our products are optimized to work with the Security Center. Together as a team, we will be better equipped to guide integrators, consultants and end users to choose the best options, encouraging a better deployment and greater reliability from the solution as a whole, while significantly reducing support and maintenance needs. This means that our joint customers can put IT resources toward security while enjoying simplified storage and ease of management, thanks to the unified approach to security management from Genetec with scale-out NAS," said Sam Grocott, Vice President of Marketing for EMC Isilon.

"We are proud that COLDSTORE was one of the first storage systems to be certified by Genetec," said Scott Sereboff, CEO of Veracity USA, Inc. "With Genetec's new Infrastructure Partner Program, end users can now choose a solution with the confidence that the certified hardware will work easily with the Security Center. We feel participation in the Infrastructure Partner Program will optimize our work with Genetec on current installations, and we look forward to working together on more projects in the future."

Selected storage vendors participating in the new Infrastructure Partner Certification Program will have to follow a number of stringent procedures involving self certification, training, testing and evaluation of their technology by Genetec. Genetec will work closely with each partner to ensure a smooth process. Through collaborative efforts, the program will offer joint marketing opportunities for both parties, such as website listings, lead generation, trade show collaboration and much more, resulting in increased exposure to partners enrolled in the program. For further information about the Infrastructure Partner Certification Program please visit www.genetec.com/partners.

About Genetec

Genetec is a pioneer in the physical security and public safety industry and a global provider of world-class IP license plate recognition (LPR), video surveillance and access control solutions to markets such as transportation, education, retail, gaming, government and more. With sales offices and partnerships around the world, Genetec has established itself as the leader in innovative networked solutions by employing a high level of flexibility and forward-thinking principles into the development of its core technology and business solutions. Genetec's corporate culture is an extension of these very same principles, encouraging a dynamic and innovative workforce that is dedicated to the development of cutting-edge solutions and to exceptional customer care. For more information, visit genetec.com.

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