



For Immediate Release

Genetec Launches New AutoVu Premier Partner Category for Mobile LPR Specialization

Montreal, Canada, May 29, 2012 — Genetec, a pioneer in world-class unified IP security solutions, announced today the launch of the AutoVu Premier Partner category for North America. The new partner category complements Genetec's Channel Partner Program by offering end-users access to channel partners who have been recognized by Genetec to be highly skilled and qualified in the installation, maintenance and support of AutoVu mobile license plate recognition (LPR) solutions.

Based on regional market demand, Genetec has formed strategic alliances with seven organizations under this partner category. The partners are Avrio RMS Group, Buffalo Grove, IL; Sentry Control Systems, Van Nuys, CA; Dana Safety Supply, Greensboro, NC; ESI Companies, Memphis, TN; SecureWatch 24, New York, NY; MPH Industries, Owensboro, KY; and InterCel, Montreal, Canada. These AutoVu Premier Partners have been exclusively enlisted to handle municipal and university parking enforcement and law enforcement projects within their designated territories; however they are not limited to the mobile LPR product line. In some cases, these partners are also certified for Genetec's IP video surveillance and access control, offering installation and maintenance services for all core systems found within the Security Center unified platform.

"Like many other high-tech in-vehicle solutions, there is a certain skill set required to install a license plate recognition system in mobile applications," said Larry Legere, Director of Sales for AutoVu at Genetec. "To better service our end customers and ensure even more successful mobile deployments of our LPR solution, we have formed mutually beneficial partnerships with some of the most competent mobile experts in the industry."

Since launching the AutoVu SharpX, the world's smallest HD license plate recognition camera, over a year ago, Genetec has captured a lot of attention from cities and universities looking to enhance efficiency in enforcing parking regulations. Forward-thinking law enforcement agencies were also captivated by the AutoVu SharpX's small form factor and unmatched plate reading performance.

Although the AutoVu LPR solution can be installed in fixed applications for access control, security or intelligent transportation systems (ITS), heightened demand from mobile applications prompted Genetec to form a channel of partners that could help accommodate this growth and enhance the service level to their customers.

Initially, the new AutoVu Premier Partner category is strictly designated for the North American market. However, Genetec has plans to leverage this strategy internationally as the demand for mobile LPR solutions grows in other regions around the world.

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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