



For Immediate Release

Genetec Launches Training Partnership Program to Expand Training Services Worldwide

Montreal, Canada, April 5, 2012 — Genetec, a pioneer in the physical security industry and a leading provider of world-class unified IP security solutions, announced today the launch of its Technical Training Partnership Program. The program aims to provide select organizations with the tools and resources necessary to deliver technical certification training for video surveillance and access control to customers. In turn, this allows Genetec to continue to meet the increasing demand for more classes and expand its training services to areas of the world where the regional presence and cultural knowledge are an asset.

Genetec's Technical Training Partnership Program is open to organizations that have the highest level of technical capabilities and training expertise. Once in the program, organizations will assign trainers who must undergo our Trainer Certification which will detail the standards and expectations that must be met for all technical and user courses. Upon completion of the course, attendees and their respective organizations become *Genetec Certified Trainers* for the specific solutions and versions.

As part of the Training Partnership Program, organizations will be responsible for scheduling trainings, organizing venues, processing registration and providing the training courses. However, to maintain consistent certification standards, Genetec will continue to handle certification exams and to issue training certifications. Genetec's continued responsibility in hosting exams and issuing training certificates is a key element of the program that ensures individuals are certified by equal standards which are overseen by Genetec.

"There has been an ongoing surge in the requests for our training courses and in order to fulfill this demand, it just made sense to ally with organizations who are skilled and knowledgeable in IP security technology and technical training," said Jean-François Lemire, Manager, Professional Services at Genetec. "We have already tested the program internationally in areas that require more localized experts and have seen great success. So we look forward to seeing the same results worldwide."

Although Genetec trainers are able to cover a vast majority of international destinations and accommodate diverse languages, initial deployments of the program in regions throughout Europe and Australia have supplemented training efforts and offered advantages to all involved parties. At the outset, the new program will continue to target remote regions or areas of the world where the demand for training is high. Ease of access to classes, increased frequency of courses and cultural and linguistic tailoring are all benefits offered to students under the new program. For more information on Genetec's Training Partnership Program, please contact your Genetec sales representative.

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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