

Press Information

January 2009

Controlware celebrates significant milestone

Leading IP CCTV specialist Controlware Communications has reached a significant milestone by supplying over 35,000 CCTV digital video channels in Europe.

Helmut Woerner, Chief Executive Officer of Controlware says, "Naturally, we are delighted to reach this landmark sales figure. We are extremely proud of this achievement and the role that Controlware has played in transforming the efficiency of CCTV operations for so many businesses".

Reaching this milestone only serves to further cement Controlware's position as a technology leader in the delivery of security surveillance solutions.

Comprehensive Solutions

Controlware provide video transmission, management, recording, and video content analysis systems. With extensive experience in communications networking, technical expertise enables Controlware to not only supply products but also assist with design, integration, and support of advanced surveillance solutions. With a worldwide network of key technology and channel partners Controlware is the supplier of choice for digital / IP CCTV solutions, enhancing security while ensuring peace of mind.

Verint Systems – whose video intelligence solutions are distributed by Controlware – commends the achievement with David Parcell, Managing Director, EMEA stating, "Controlware's extensive technical expertise combined with its comprehensive range of products and services make it an important partner of ours. We extend our congratulations on this key milestone, which marks the company's dedication and commitment to customers."

Paul Wong Managing Director of Bosch Security Systems said "On behalf of Bosch Security UK I would like to congratulate Controlware on reaching a significant milestone. As a leading Bosch Security Systems Dealer (BSSD) in the UK and having worked with Bosch products for a number of year's customers are guaranteed quality and reliability backed by unrivalled levels of support. "

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Market Growth

“The Network Video Management market in Europe was valued at nearly \$400 million in 2007 and is expected to reach \$970 million by 2011. Although the industry will witness a slowdown with growth rates dropping to 25% in 2009 from a high 35% in 2007, it is expected to regain its momentum by 2010,” says Archana Rao, Senior Research Analyst for Frost & Sullivan Electronics & Security group.

To build on the successes of the past and to meet the challenges of a growing and competitive market Controlware has used its leverage as a security solutions leader and innovator to introduce Cware, the next generation open management platform that provides the basis for world-class surveillance.

Cware is an advanced management platform that is user-friendly and highly resilient providing exceptional control of viewing, recording and video playback features. Open architecture provides endless integration possibilities not only for equipment like analogue / IP cameras or codec’s but also for access control / building management systems and third party analytics vendors. Together with Innovative tools that enable operators to navigate and control video better than ever before a unique licensing system based on the number of cameras and concurrent users keeps costs down making Cware cost-effective as well as the most innovative management solution around.

Continued Success

“Reaching this significant milestone for video channel sales comes on the back of some prestigious award winning projects and these achievements are a testament to the dedication of Controlware, our partners and customers,” said Bernd Schwefing, Chief Operating Officer.

Firmly rooted in both the local and global economies, Controlware’s technical knowledge and innovative approach to the design and delivery of security solutions has reaped several prestigious awards. In 2007 Controlware won the IFSEC Best Project award with partner’s ntl:Telewest Business for an IP CCTV network for North Lanarkshire Council. The same award was won in 2008 with a solution for St Pancras International, a project that also netted the Best Enterprise Solution at the European IT Excellence Awards 2008.

For further information about IP CCTV products and services please visit Controlware’s new UK website at www.controlware.co.uk or the International site at www.controlware.com.

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Editors Note:

Controlware GmbH, with headquarters close to Frankfurt/Germany, is a leading independent system integrator. Since its inception in 1980 Controlware has accumulated extensive experience in the design, delivery and maintenance of advanced but cost-effective IT networking solutions. By specializing in the integration of communication solutions, application delivery, physical security, IT security, management and network video solutions Controlware offers a range of turnkey solutions that can be uniquely customized to meet exact requirements.

Controlware ensures customers benefit from the highest quality solutions through partnerships with leading manufacturers and innovative start-up companies. With expert local sales and service teams of more than 580 employees, backed up by global Technical Assistance Centers, Controlware ensures 24x7x365 coverage for customers throughout Europe, North America, Asia and Australia.

The Controlware Group also includes several subsidiaries including ExperTeach GmbH, a leading provider of multilingual training services; networking specialists Networkers AG and R&D communications experts Productware GmbH.

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