

Press Information

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Controlware Announce New UK Country Manager

Controlware announce the appointment of Mark Harraway as UK Country Manager

Leading IP CCTV specialists Controlware have appointed Mark Harraway as Country Manager for the UK. Mark brings over 6 years CCTV / IP CCTV and Wireless industry experience to the role and will be responsible for managing UK operations including sales, marketing and technical support.

Firmly rooted in both the local and global economies, Controlware provides advanced surveillance solutions that deliver increased performance and flexibility while reducing costs. By assisting distributor, integrator and reseller partners with technical design and support Controlware ensure the delivery of innovative solutions that provide a real-world return on investment.

Mark joins Controlware from Axis Communications, a global market leader in network video products, where he spent 2 years developing and expanding their sales channel in a senior role.

“We are delighted to welcome Mark to our team. He has strong industry and channel experience and the vision, customer focus and leadership skills to develop and drive the business by building on the successes of the past to meet the challenges of a growing and competitive market. His background will enable him to immediately contribute to the company.” said Bernd Schwefing, Chief Operating Officer.

At Controlware Mark is responsible for expanding the company's value distribution and reseller channel and supporting existing channel partners to fulfill growing customer demand for advanced IP CCTV solutions. Central to the solutions Controlware provide is the Cware open management platform that enables users to benefit from solutions that are future-proofed. Cware is open standards based and supports integration with leading vendor codec's and cameras, applications such as access control and intruder alarms, and technologies such as H.264 and Intelligent Video Analytics.

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“I am really looking forward to this exciting new challenge. Our Cware solution platform is easy to use, flexible, scalable and cost-efficient. Cware enables us to help our partners and their customers meet the surveillance requirements of today, through integration and migration, and also tomorrow through the ability to future proof their systems. When you add our very experienced pre and post sales technical support team I think Controlware can really help the UK market adopt IP based surveillance solutions” said Controlware Country Manager, Mark Harraway.

For further information about IP CCTV solutions 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 Group, with headquarters close to Frankfurt/Germany, is a leading independent system integrator since 1980. In this time, 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 management and network video solutions Controlware offers a range of turnkey solutions that can be uniquely customized to exact requirements.

Controlware ensures customers benefit from the highest quality solutions through partnerships with leading manufacturers and also innovative start-up companies. With expert local sales and service teams of more than 580 employees, backed up by two global Technical Assistance Centres, Controlware ensures 24x7x365 coverage for customers throughout Europe, North America, Asia and Australia. The Controlware Group includes several subsidiaries, e.g. ExperTeach GmbH (providing multilingual IT seminars), Networkers AG (specialists for your networking needs) and Productware GmbH (R&D of our own products). Controlware are winners of the Best Project at the IFSEC awards in 2007 and 2008, and the Best Enterprise Solution at the European IT Excellence Awards.

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