

## Infinova in the News-February 2010 Newsletter

### **December 09 introducing Infinova's Megapixel and IP Product Family**

[http://www.sptnews.ca/component/option.com\\_seyret/Itemid,132/id,32/task.videodirectlink/](http://www.sptnews.ca/component/option.com_seyret/Itemid,132/id,32/task.videodirectlink/)

The last quarter had some great press coverage for Infinova with our tour to meet the press and introduce them how Infinova is enabling its integrators to help their customers make the leap from analog to digital surveillance. We also gave them a heads-up on the new Infinova family of megapixel and IP products, including the new V1770 HD Megapixel PTZ Dome camera that we will be introducing at Infinova's trade shows around the world.

We talked with the editors of Security Products, Government Video, Security Technology Executive, Canadian Security, SP&T News, Security Dealer, SDM and Security, Securityinfowatch.com, Ventas de Seguridad, Security Sales & Integration, Security Systems News/Security Director News, Network Centric Security, Stores, Frost & Sullivan and IMS Research.

A highlight of the tour was our video interview discussing "when is the right time to move to IP" with Jennifer Brown, editor, Canadian Security and SP&T News. See it here:

[http://www.sptnews.ca/component/option.com\\_seyret/Itemid,132/id,32/task.videodirectlink/](http://www.sptnews.ca/component/option.com_seyret/Itemid,132/id,32/task.videodirectlink/)

Check out the other great news coverage on Infinova below.

### **Migrate to IP at Your Own Pace**

<http://www.securityinfowatch.com/security-watch>

[SecurityInfoWatch.com](http://www.securityinfowatch.com) newsletter

"Infinova's Mark Wilson...visited SD&I's HQ in Arlington Heights, Ill., as part of a media tour, making several announcements during the visit. He related plans to start a new advertising campaign under the catch phrase "Should Your Customers Make the Jump to IP?" as well as strategies to launch a new line of megapixel cameras at ISC West in March in Las Vegas."

See rest of article and photo at

<http://www.securityinfowatch.com/security-watch>

### **Megapixel Market Drives IP Surveillance**

<http://www.experteditorial.net/securitysquared/2009/12/megapixelmarket-drives-ip-surveillance-1.html>

[ExpertEditorial.net](http://www.experteditorial.net), Steven Titch - December 2009

"The global video surveillance market grew just 3 percent in 2009. The growth rate for global IP video surveillance equipment, however, is likely to exceed 15 percent...forecasts 27 percent compound annual growth between 2009 and 2012. It sets the current U.S. IP surveillance market at \$13 billion."

Titch covers Wilson's visit in depth:

<http://www.experteditorial.net/securitysquared/2009/12/megapixelmarket-drives-ip-surveillance-1.html>

### **Infinova Showcasing Analog-Digital Co-Existent Surveillance System at ISC West**

<http://www.governmentvideo.com/Blogs.aspx?id=91226&blogid=524>

Government Video, Sanjay Talwani - January 2010

"Analog surveillance gear doesn't have to disappear when a system advances to IP. At ISC West, Infinova will show its V2216 VMS (video management system), which makes it possible for IP and analog surveillance cameras and equipment to co-exist and be managed as a single seamless solution."

Here's what GovernmentVideo.com has to say:

<http://www.governmentvideo.com/Blogs.aspx?id=91226>

<http://www.governmentvideo.com/Blogs.aspx?id=91226&blogid=524>

**Infinova unveils V6201 series fixed 1.3 megapixel color cameras**

<http://www.gsnmagazine.com/node/19779>

Government Security News - January 2010

"The company (Infinova) characterizes the new series as offering excellent image quality at high frame rates, with a high signal-to-noise ratio that makes it easy to discern image details."

See the full coverage at

<http://www.gsnmagazine.com/node/19779>

**Infinova-a leader in H.264 discussions**

<http://www.ventasdeseguridad.com/201001263484/articulos/enfoquesmiscelaneos/seguridad-de-alta-definicion.html%20>

Ventas de Seguridad - January 2010

[In English] "Mark Wilson, Infinova, stressed the importance of the number of pixels and frame rate (maximum frequency per table): "The reason people use HD cameras has to do with their property in pixels and 16:9 in the frame rate of 30ips, which is important for places like banks as in the casinos and places where it is necessary to follow the activities very closely."

See the entire article at

<http://www.ventasdeseguridad.com/201001263484/articulos/enfoquesmiscelaneos/seguridad-de-alta-definicion.html>

Case histories, always a hit

We can't provide the industry with enough case histories. If you are involved with an installation, check and see if we can do an article on it. Simply email Wilson at [markw@infinova.com](mailto:markw@infinova.com).

**Infinova hybrid surveillance solution deployed at Nanjing Olympic Sports Center**

[http://www.securitypark.co.uk/security\\_article264082.html](http://www.securitypark.co.uk/security_article264082.html)

[www.securitypark.co.uk](http://www.securitypark.co.uk) - December 2009

The 222-acre Nanjing Olympic Sports Center, one of China's largest, consists of several best-in-class public sports venues including a large multipurpose stadium with a capacity of 80,000, an indoor gymnasium with a capacity of 15,000, an aqua-center with four pools and a tennis center with 20 professional courts, plus a technical operations center and related facilities.

See the case study at

[http://www.securitypark.co.uk/security\\_article264082.html](http://www.securitypark.co.uk/security_article264082.html)

**Hybrid surveillance for Nanjing Olympic sports center**

[http://www.securityworldhotel.com/int/news.asp?YearSearch=2009&category=1&company\\_id=0&id=47731](http://www.securityworldhotel.com/int/news.asp?YearSearch=2009&category=1&company_id=0&id=47731)

[www.securityworldhotel.com](http://www.securityworldhotel.com) - December 2009

Infinova announces that analog video, fiber and Ethernet have been combined to create a hybrid surveillance solution for the 222-acre Nanjing Olympic Sports Center, one of China's largest.

See the case study at

<http://www.securityworldhotel.com/int/news.asp?YearSearch=2009>

[http://www.securityworldhotel.com/int/news.asp?YearSearch=2009&category=1&company\\_id=0&id=47731](http://www.securityworldhotel.com/int/news.asp?YearSearch=2009&category=1&company_id=0&id=47731)

## **A&E community**

### **Infinova Creates A&E Consultants' Website to Download Specifications and Drawings**

<http://www.tmcnet.com/submit/2009/12/15/4532423.htm>

[www.tmcnet.com](http://www.tmcnet.com) - December 2009

Infinova today announced that it has made A&E Consultants' jobs easier by providing a single location on its website that provides all the information they need to create and specify a video surveillance system.

See the article at

<http://www.tmcnet.com/submit/2009/12/15/4532423.htm>

## **Speakerships & Presentations**

### **Infinova to Hold In-Booth Seminars at ISC West**

<http://www.tmcnet.com/submit/-infinova-infinovato-hold-in-boothseminars-isc-west-/2010/01/21/4582653.htm>

<http://www.tmcnet.com> - January 2010

Infinova today announced that, at ISC West in Las Vegas March 24-26, 2010 at its Booth # 5123, it will hold a series of seminars showing attendees on how integrators can help their customers make the leap from analog to digital surveillance easier and less costly.

See the article at

<http://www.tmcnet.com/submit/-infinova-infinovato-hold-in-boothseminars-isc-west-/2010/01/21/4582653.htm>

### **Should you jump to IP? - Presentation at Intersec Dubai 2010**

Intersec Dubai 2010 Forum - January 2010

Regional Sales Manager-Europe Ciprian Suciuc held a seminar that provided a guide for security managers on how to reduce costs and extend the life of existing surveillance equipment when migrating from analog to IP surveillance systems.

### **Look for these Infinova articles in the near future!**

- Security Dealer - February - Fiber
- Security Products e-newsletter - February - Q&A on new family of IP and megapixel products
- Security Technology Executive/Security Dealer Video Supplement - March - Case History: University of South Florida
- Security - March - Escala property management case history
- Security Technology Executive - April - Checklist on what homeland security end-users are specifying
- Security e-newsletter - Storage Options
- Security - May - Megapixel camera applications

**Complete details are at [www.infinova.com](http://www.infinova.com).**

### **About Infinova**

By helping integrators provide their customers with best-in-class, large and small video surveillance solutions, Infinova helps integrators generate more business by being able to say "yes" to a broad scope of projects. Infinova provides IP and analog surveillance cameras and components, camera accessories, monitors, power supplies and fiber optic communications devices as well as customized solutions. Infinova partners with brand-leader manufacturers to create turnkey solutions and tests and verifies the functionality of their partners' solutions when integrated with Infinova products. Infinova works diligently to assure integrators can provide affordable solutions and is acknowledged in the industry for their exceptional customer service programs. With such customer focus, Infinova is often called "the integrators' manufacturer."