

## **Varghese Joins Infinova as Regional Sales Manager - Middle East & Africa**

MONMOUTH JUNCTION, NJ - February 16, 2010 - Infinova today announced that Gigu Varghese has been hired to develop sales and marketing activities for Infinova in Africa and the Middle East. The new regional sales manager will be responsible for the entire range of Infinova products, including IP, megapixel and analog surveillance cameras and components, camera accessories, monitors, power supplies and fiber optic communications devices as well as customized solutions. Varghese will concentrate on business growth predominantly within the African continent but will also cover the entire region, providing services to existing Infinova distributors and developing new distributors in markets where Infinova does not presently have representation.

"Gigu looks forward to showing architects, consultants, engineers and integrators throughout the Middle East and Africa how Infinova helps them to easily make the leap from analog to IP video surveillance," emphasizes Milind Borkar, Infinova vice president, sales - Middle East, Africa and India. "He will demonstrate how Infinova integrators are able to tailor solutions by mixing and matching a variety of camera types, including both analog and digital models, with resolution levels, day/night operation, wide dynamic range (WDR) and color so they can say 'yes' to many more types of projects."

Varghese has over six years of sales and marketing experience in the security industry, having worked with some of the leading system integrators in the region, most recently as sales manager with one of the most respected security systems integrators in Kuwait. He has closely interacted with a wide variety of international security systems manufacturers in a wide spectrum of applications, including CCTV, integrated access control and alarm monitoring, parking control, weapons and explosion detection, high security vehicle barricade and others.

To find Infinova distribution organizations throughout the world, go to [www.infinova.com](http://www.infinova.com) and click Sales Contacts.

### **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, megapixel 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 ensure 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."