

## **Infinova Completes First Mexican Certified Integrator Program Training**

MONMOUTH JUNCTION, NJ - May 3, 2011 - Infinova today announced that 12 of Mexico's leading integration companies have just completed Infinova's Technical Product Certification training program which began March 2011. These integrators are now the backbone of an 'Elite' partners' program instituted in Mexico in which only the top rated integrators were selected. As a result of their becoming certified, only these Elite partners are permitted to quote and install the Infinova video solution while being fully backed by Infinova.

"Infinova not only supports its Elite partners but works side by side with them to make sure the entire Infinova system is working at optimum for the end-user," explains Adolph Salas, Infinova vice president, sales, Latin America and the Caribbean. "Infinova provides Elite certified integrators with hands-on, in-field engineering and phone support during pre-sales, design and negotiation, and post-sales stages of the project."

Security integrators that become members of Infinova's Elite Certified Integrator program also receive differentiated pricing, warranties, products and services. The program offers these integrators features that will put them at a more competitive level. It provides a higher level of service for their customers and helps to further educate their staff.

"When one considers that all of our dealers and integrators, certified or not, already get our advanced replacement program in which we ship a replacement camera on notice instead of waiting until the damaged unit reaches us, you can only imagine how powerful this program is," Salas adds.

According to Salas, one of the highlights of the Elite Certified Integrator Program is that those certified will also get an enhanced warranty, an additional year on top of Infinova's standard warranties as well as co-op marketing support. Integrators joining the program are required to complete Infinova's Technical Product Certification. Continuing solution and product training is provided through conferences, newsletters, regional meetings and webinars that will help certified integrators better educate their own staff. They will also have opportunities to meet and exchange ideas, experiences and solutions with their peers.

"We want to continue raising the bar for service in the Mexican surveillance industry by partnering with the best-trained, most dependable and innovative integrators in our industry," emphasizes Salas.

More information on Infinova video systems is available by going to [www.infinova.com](http://www.infinova.com).

### **About Infinova**

With solutions that enable end-users to extend the life of their existing analog equipment by having it co-exist with their new IP video equipment, Infinova provides core equipment for video control rooms, megapixel, IP and analog surveillance cameras, specialized cameras, fiber optic communications products and