Infinova Partners with DELL for Server and Storage Solutions

Infinova and DELL join hands to provide its partners a one stop solution for Video Surveillance, Server and Storage needs. With this association, their partners would now be able to target small scale, mid-sized and large scale installations, with a bundled solution of Infinova Video Management software and DELL Server and Storage Options available for each of these segments, and that too at an affordable cost. **Infinova and DELL** will closely work together to ensure deliverance of complete support to their partners into the designing, implementation and pricing support for all their projects.

Infinova is a one source solution provider for a complete range of CCTV surveillance system, fiber optic communication and security management software. Infinova's best-in-class solution encompasses a wide spectrum of product technology to meet the security needs of government, industry, banking, retail, and service companies across the globe. Infinova's industry experience in HD Megapixel, IP, Analog and Fiber Optics reinforces its reputation for flexibility with both integrators and end users. With its latest acquisition of Canadian Based Surveillance Company **March Networks**, the combined ranking now stands among the top 10 largest video surveillance security players in the industry. Since Infinova is a manufacturer, they have full control over the design and specification of its products. This gives their channel partners, the flexibility to meet specialized project requirement, where customized solutions are needed.

Dell, an information technology company, provides a range of technology solutions worldwide. The company offers rack, blade, tower, and hyperscale servers for enterprise customers and value tower servers for small organizations, networks, and remote offices; networking solutions; and storage solutions, including storage area networks, network-attached storage, direct-attached storage, and backup systems. In addition, the company offers support and extended warranty services, enterprise installation services, and configuration services; and infrastructure and security managed services, cloud computing and infrastructure consulting services, and security consulting and threat intelligence services. Further, it provides applications services, such as application development and maintenance, application migration and management, package implementation, testing and quality assurance functions, business intelligence and data warehouse solutions, and application consulting services; business process services comprising back office administration, call center management, and other technical and administration services; and system management, security software, and information management services. It serves corporate businesses; educational institutions, government, health care, and law enforcement agencies; small and medium-sized businesses; and consumers directly, as well as through retailers, third-party solution providers, system integrators, and third-party resellers.

Infinova and DELL will be catering to its customers and channel partners across Africa, ME and SAARC countries.