



## **PIVOT3 EXPANDS WORLDWIDE SALES TEAM TO SUPPORT GROWING HIGH-DEFINITION VIDEO STORAGE MARKET**

Houston, Texas – June 18, 2008 – Pivot3 Inc, the inventor of the award-winning High-Definition Video Storage™, today announced the expansion of its U.S. and international sales force to meet the growing storage demand of bandwidth and capacity-intensive environments such as video surveillance. Pivot3, which recently won new contracts in the gaming, homeland security, public safety, education, and transportation sectors, is now ramping up the sales team to support the strong customer need for its leading-edge storage solutions. The company is announcing today that Kirk Brown, Carl DeGroat, Michael Schaeffer, and Stu Taylor have joined the Pivot3 sales team, comprised of physical security and storage experts.

Kirk Brown, director of critical infrastructure sales, brings more than 24 years of experience in the security integration market place. Brown's critical infrastructure focus includes airports, seaports, petrochemical, hydro, energy, water/waste and correctional institutions. Brown recently served as senior account executive and regional sales manager for Adesta LP in Northern California, and sales and market manager for National System Integration. Brown is located in Northern California, and can be reached at [kirkb@pivot3.com](mailto:kirkb@pivot3.com) or (510) 427-9802.

Carl DeGroat, director of government sales, has 20 years of experience in the storage industry, including 15 years in federal sales. DeGroat is responsible for all nationwide municipal and state government sales, as well as all federal and military customer opportunities. Prior to joining Pivot3, DeGroat worked at Adaptec, SysKonnnect, Inc. and Zenith Data Systems, where he focused on federal sales through channel partners, system integrators, distributors, value added resellers and OEMs. DeGroat is located in Washington D.C. and can be reached at [carld@pivot3.com](mailto:carld@pivot3.com) or (540) 338-4877.

Michael Schaeffer, national gaming director, has 20 years experience of sales and sales management, covering the video surveillance and gaming markets. He was most recently regional manager and director

for DVTel, a leading NVR company. Prior to that, Schaeffer was a sales manager at Vicon, one of the pioneers in large-scale, custom video surveillance solutions. Schaeffer is based in Southern California and can be contacted at [michaels@pivot3.com](mailto:michaels@pivot3.com) or (714) 892-4220.

Stu Taylor, international sales director, brings 30 years of experience in video and international sales roles with companies such as Quantum 3D, Orad, Parallax Graphics, Anark Corporation, Caligari, Gavilan Computers, Intel and AMD. Taylor can be reached at [stut@pivot3.com](mailto:stut@pivot3.com) or at (831) 724-9702.

“The worldwide market for external storage is growing at 72.7 percent according to IMS Research, and Pivot3’s High-Definition Video Storage is directly in the sweet spot of that growth,” said Lee Caswell, founder and chief marketing officer at Pivot3. “We are delighted to add this group of talented sales people to our team to make sure we service the surging demand for our large-scale video-optimized storage solutions.”

#### About Pivot3

Pivot3 invented the award-winning High-Definition Video Storage, delivering more than sixteen times the performance at half the cost of traditional solutions, to uniquely solve the storage needs of bandwidth and capacity-intensive environments such as video surveillance. The company is the fastest-growing storage company in the video surveillance market, and its leading-edge storage technology has been deployed in gaming, homeland security, public safety, education, and transportation markets. For more information, please visit [www.pivot3.com](http://www.pivot3.com) or call (877) 574-8683.

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