



## **PIVOT3® SERVERLESS COMPUTING™ ELIMINATES THREE RACKS OF SERVERS IN LARGE SURVEILLANCE APPLICATION**

### **Pivot3 Virtual NVRs Save Casinos More Than US\$300,000**

**Palo Alto, Calif.** – February 10, 2009 – Pivot3®, Inc, the market leader in High-Definition Storage™, today announced that three Choctaw Casinos have chosen Pivot3 Serverless Computing™ for a large-scale video surveillance expansion project in Oklahoma. By deploying virtual network video recorders (NVRs) on the Pivot3 Serverless Computing platform in place of physical servers, the Stringtown, McAlester, and Grant casinos stripped out approximately 90 Dell servers from the project. In addition to the green benefits of nearly 70 kilowatts saved, the casino saved more than US\$300,000 in lower acquisition costs, lower surveillance data center build-out costs, and reduced power and cooling.

“Serverless Computing changed the game for us,” said Jason Pritchard, integration manager, Choctaw Nation. “We have been able to cut costs at the same time that we are increasing the quality of the storage that supports our surveillance needs. The high scalability and green benefits of the Pivot3 integrated storage and server platform were strong selling points for us, as we can expand the system efficiently in power, space, cooling and cost over the long term.”

“Everybody is looking for ways to do more with less,” said Michel Chalouhi, director of product management at Genetec. “The Serverless Computing platform frees up dollars that would otherwise be spent on servers. We are seeing more customers look to open-system solutions because of the improved technology and the cost savings that result. In these times, cost savings and green benefits ring true to our customers.”

“Serverless Computing and the use of virtual NVRs allow surveillance users to change the way they think about storage and server infrastructure,” said Lee Caswell, co-founder and chief marketing officer of Pivot3. “In the past few years, most customers cut costs by replacing proprietary servers with industry-

standard servers. Serverless Computing is the next big wave of open-systems integration that will make surveillance systems more affordable.”

Pivot3 Serverless Computing is the first and only clustered storage solution that simultaneously runs NVR applications on IP SAN hardware. These virtual NVRs eliminate the need for standalone physical servers and dramatically reduce the cost, power, space and failover benefits of surveillance installations.

### **About Pivot3**

Pivot3 is the fastest-growing surveillance storage company, with its award-winning products widely deployed in the gaming, homeland security, public safety, education and transportation markets. The company’s innovative and patent-pending RAIGE® architecture offers advanced availability, massive bandwidth for video applications, large scaling of capacity, and an intuitive interface for ease of use. The Pivot3 core product lines are High-Definition Storage™, a clustered iSCSI SAN, and Serverless Computing™, the industry’s first combined NVR/SAN product, which consolidates NVR servers into the High-Definition Storage IP SAN platform for real savings of cost, power and cooling. To learn more about Pivot3, visit [www.pivot3.com](http://www.pivot3.com).

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PR Agency for Pivot3:

Georgiana Comsa

ClassyTech PR

(408) 435-1500

[Georgiana@classytech.com](mailto:Georgiana@classytech.com)