

## **PIVOT3® JOINS THE MILESTONE SOLUTIONS PARTNER PROGRAM AND THE IP USER GROUP TO EXPAND ITS EUROPEAN OUTREACH**

### **Company to Demonstrate Serverless Computing™ Solution at IIPSec 2009**

**Palo Alto, Calif.** – January 27, 2009 – Pivot3®, Inc, the market leader in High-Definition Storage™, today announced that the company has joined the Milestone Solutions Partner Program and the IP User Group as part of its international expansion. Pivot3 is also announcing the company's participation at IIPSec 2009, taking place at NAC Stoneleigh Park, Coventry, United Kingdom, on January 27-29, 2009. Pivot3 will be demonstrating its award-winning Serverless Computing™ solution at booth 121.

"Pivot3 came to market with a powerful storage offering for IP video installations, delivering combined hardware of both servers and storage in a physical rack," said Martin Kaufmann, Milestone MSP program manager. "This provides a solution that is easy to install, configure and manage for our joint customers, offering the best of all worlds with the Milestone open platform freedom of choice and the Pivot3 minimal use of resources."

The Milestone Solutions Partner Program (MSP) enables system integrators and equipment manufacturers to develop security or other business solutions that are integrated with the Milestone IP video management platform. The MSP program offers access to the Milestone Software Development Kit (SDK) with Application Programming Interfaces (APIs) for making integrations, programming support, and marketing cooperation.

"Milestone continues to be a leading partner and, as one of the early pioneers in the open-systems model, is an ideal partner for Pivot3," said Lee Caswell, co-founder and chief marketing officer of Pivot3. "The cooperative work we are doing with Milestone allows our joint worldwide customers to take advantage of Milestone's leading-edge video surveillance applications with the added safety of proven, highly scalable storage from Pivot3."

Pivot3 is also announcing its new affiliation with the **IP User Group**, a dedicated Security Technology Forum providing education on IP within physical security applications. "I welcome Pivot3 to the IP User Group and I am looking forward to learning from their experience in the data storage industry," said Andy Hennings, membership secretary at the IP User Group. "Data storage is a major part of a video

surveillance project, and I know our members will be able to take advantage of the industry insight that a leading-edge surveillance storage company such as Pivot3 will provide.”

Pivot3 Serverless Computing is the first and only clustered storage solution that simultaneously runs NVR applications on IP SAN hardware. Server virtualization has been one of the most quickly adopted technologies in information technology, but has been little used in surveillance, because of the unique requirements of the market. Serverless Computing uses this technology in a new way to bring the cost, power, space and failover benefits to large-scale storage consumers. Like the best innovations, Serverless Computing has obvious, clear benefits that customers quickly understand and that impact the bottom-line.

### **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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