



PIVOT3 LAUNCHES PARTNER PROGRAM FOR THE PHYSICAL SECURITY MARKET

Spring, Texas – June 19, 2007 – Pivot3 Inc, the inventor of virtual distributed RAID, today announced details of its partner program targeting the physical security market. The program is designed to assist resellers, integrators and solution providers in offering leading-edge IP storage cluster solutions to end-users in the physical security market – such as video surveillance – while building profitable service margins. The recently announced Pivot3 RAIGE™ (RAID Across Independent Gigabit Ethernet) Storage Cluster is able to support up to five times more data streams and store up to twice the data of controller-based alternatives.

“Networked storage is often new territory for surveillance users,” said Jasper Bruinzeel, vice president marketing and sales of CelPlan. “We have found the Pivot3 product to be very easy to implement in our customers’ heterogeneous environments, which is vital for organization that do not have storage experience and specialized storage administrators. Also, Pivot3 is a great partner, who always brings qualified leads to us and then helps us close the business.”

“Pivot3 is a storage company applying their technical prowess to solving real-world problems in physical security,” commented Wes Perry of iWatch Solutions, a security consulting firm and Pivot3 reseller. “I have watched them do it and it is helping me to differentiate my proposals.”

“Now our bids for new projects are much more competitive. We consider this our strategic advantage. We offer a complete solution that includes our own Central Management System (CMS) and the Pivot3 storage backend, and we feel we are offering high functionality at a very competitive price point,” said David Carreon, vice president

of sales at Insight Video Net, a provider of video management software systems. “We are very comfortable with this product and see this as a low-risk business decision for IVN.”

“The Pivot3 storage team is working with technology, application and business partners to deliver complete solutions to video surveillance and other data-intensive environments, ensuring that joint customers receive maximum value for their investment while channel partners increase their margins,” said Jeffrey Bell, vice president of marketing at Pivot3. “The simplicity of our solution allows a single part number for bidding and scaling with the option of building a strong, new service revenue stream.”

The Pivot3 Partner Program includes important elements such as:

- Two levels of resellers (Preferred and Premier) with generous discounts
- Qualified sales lead generation and lead distribution to partners
- Joint marketing and selling with the Pivot3 team
- Sales training and access to dedicated Pivot3 sales representatives
- Opportunity protection and additional discounts through deal registration
- Referral fees for non-reseller partners
- 24X7 access to the Pivot3 partner website with useful tools and information
- Ongoing web-based and onsite training

For more information about the Pivot3 Partner Program, go to

<http://www.pivot3.com/partners>, email sales@pivot3.com or call 1-877-5-PIVOT3.

About Pivot3

Founded in 2003, Pivot3 has developed the first successful implementation of distributed block-based data protection utilizing software-based virtual RAID controllers. The company’s block-based infrastructure virtualization solutions reduce costs by up to 50 percent and allow systems to deliver up to five times the performance with superior data protection. With several patents pending, the company boasts strong intellectual property and is backed by Lightspeed Venture Partners and InterWest Partners. For more information, please call 1-877-5-PIVOT3 or visit the company’s website at

www.pivot3.com

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