

## **IVC/Longwatch combination already producing results**

### ***IVC bringing advanced video solutions to customers; revenue and R&D expenditures up***

**Newton, MA – July 18, 2011** – IVC 's acquisition of Longwatch Inc. early this year is already providing significant benefits for customers as well as expansion of revenue and R&D for IVC.

Sales booked in the first half of 2011 were more than double the first half of 2010. "IVC is continuing to strengthen our position as a leader in industrial applications of IP video, building on our engineering strength and the application knowledge of our sales team. The Longwatch acquisition is fully integrated and there are a number of projects underway building on the technology base of both companies," says IVC CEO, Norman Fast.

Some of these current projects include:

- Two major oil companies are testing the Longwatch technology for sending video over low bandwidth connections together with IVC IP camera systems. These are focused on monitoring of drilling sites where there is need for centralized viewing of remote sites which have limited bandwidth available for video
- A leader in oil services is developing an advanced system for centralized well monitoring over satellite connections where there is a need for very low latency over a low speed connection. IVC/Longwatch engineers have provided a significant reduction in latency. This system is expected to be widely deployed later this year.
- Several manufacturers involved in batch production are deploying IVC industrial grade cameras in harsh environments together with the Longwatch Video Historian software to provide archival / forensic records of each production batch, integrated into their SCADA systems.
- A public waterworks has added Longwatch Micros to their existing IVC video system to receive video clips of alarms from remote facilities that have low bandwidth unreliable connectivity.

Company R&D expenditures are up 65% with major expansion in both software and hardware engineering. Bill Richards, IVC's VP of Engineering states, "We continue to expand our line of ATEX and Class 1 Division 1 and Division 2 certified cameras. We have several patents pending on advanced technologies we have developed. These technologies will be



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incorporated into a new line of light weight, portable PTZ and fixed explosion-proof cameras, and a line of very low-power, cooled cameras for remote monitoring in desert environments.”

IVC plans to introduce several new HD cameras this quarter and new software releases in Q4.

### **About Industrial Video & Control Company**

Founded in 2001, Industrial Video and Control is a leading supplier of cameras and video systems specifically designed for industrial applications. An ISO 9001 certified company, IVC provides IP-based video solutions by combining high-quality cameras, enclosures, and software for industrial, commercial, and military applications. IVC’s success in the market has been driven by high quality products, cost-effective solutions, and outstanding service. Based in the greater Boston area, IVC provides solutions to customers around the globe.

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