



Lenel Systems International Inc.

CORPORATE OVERVIEW

PERPETUAL INNOVATION





Lenel Development Philosophy

Standards-oriented, Feedback-driven Development - Lenel develops using a standards-oriented approach that meets the demands of today's security customer, serving both their immediate and long-term interests. Application critical customer feedback helps ensure that Lenel's products provide solutions for the most sophisticated applications. Lenel consistently designs products that adhere to industry standards for networking, databases, computing, storage and inter-business system communications. **Lenel develops for the future.**

Open Architecture

Lenel protects customer investments through open architecture in software design and hardware support, providing indispensable value as a customer's investments in Lenel solutions expand and evolve. Lenel solutions are designed to grow as the customer's security system grows. Whether that growth entails expansion of an existing system or the addition of new system modules, Lenel solutions will enable them to achieve their security objectives while minimizing risks commonly found with proprietary systems. **Lenel is the open standard.**

OnGuard OpenAccess™ Alliance Program

In the spirit of open architecture, Lenel has committed to fulfilling customers' demands for integration through the OnGuard OpenAccess Alliance Program. Open to any manufacturer who pledges to continuously provide interfaces that support each OnGuard version, the Program reinforces Lenel's belief that the customer should determine which products best meet their requirements. Lenel supports this initiative by making the OnGuard APIs available to participants. Any manufacturer, whether it offers complementary or competing technology, is welcome to join. **Lenel makes partnering easy.**

Total Cost of Ownership

Lenel develops to industry standards, allowing customers to work with familiar technologies such as Microsoft Windows, Microsoft SQL Server and Oracle. In every instance, customers can choose to furnish their own computing power for desktops and data centers through their traditional acquisition vehicles. For example, Lenel offers solutions such as IP video management that enable customers to leverage their established purchasing vehicles for computing and storage. Customers who have adopted Oracle as their corporate standard for databases can use Oracle for their Lenel solutions. **Lenel reduces cost.**

Seamless Integration

Each module in the Lenel product suite can be deployed as a stand-alone application or can be seamlessly integrated with any other applications in the suite. For example, OnGuard users can implement a stand-alone digital video solution, or can seamlessly integrate it with access control. All OnGuard products are developed using a single body of source code. They are designed to work together and share the same database, user interface and reporting mechanisms. **Lenel defines integration.**

Interoperability

Data accuracy is crucial to the success of any security system. Lenel solutions include tools to ensure that the customer's security system data can be shared with any business information system, regardless of the objective. Data from external sources such as provisioning systems, human resources databases and web portals can be imported into Lenel systems. Imported data can include new cardholder information, visitor profiles or new event information used for forensic investigations. **Lenel sets the standard for interoperability.**

Ease of Use

Lenel solutions are built with the user in mind, and contain mechanisms that make system operation efficient and straightforward. Most critical actions can be accomplished with one or two mouse clicks, ensuring that operators can perform critical monitoring activities even in high pressure situations. Additionally, each application includes an interactive online help resource that can be accessed by clicking on the area of the screen in question. **Lenel makes security easy.**



Company Mission

Lenel's mission is to provide innovative and superior solutions that enable organizations to protect their people, operations and information.

Lenel accomplishes this through relentless development of new security technology for the global marketplace. Lenel solutions are designed to leverage the customer's IT infrastructure and standards, thus providing improved automation, responsiveness and productivity.

Lenel's greatest asset is its people. The company sustains a unique and thriving culture through a devotion to entrepreneurship, continuous learning, reinvention and adaptation, all tied to a drive to realize customers' needs. Lenel employees act like owners and are empowered to make a difference. The Lenel team is comprised of a well-balanced mix of experienced industry and corporate veterans, new recruits from leading educational institutions, and highly-charged technology/customer service enthusiasts.

About Lenel

Lenel Systems International is a global leader in the development and delivery of scalable, integrated systems for the commercial, industrial, and institutional security markets, with nearly 13,000 system implementations in more than 75 countries. Headquartered in Rochester, New York, Lenel has additional operational centers in London, Beirut, and Hong Kong, and sales and support coverage in all major world markets. Lenel is part of UTC Fire & Security, a United Technologies Corp. (NYSE:UTX) business unit. More information about Lenel can be found at www.lenel.com.

About UTC Fire & Security

UTC Fire & Security is a business unit of United Technologies Corporation (NYSE:UTX). UTC Fire & Security is a global provider of fire safety and security solutions serving more than one million customers throughout the world. United Technologies Corp., based in Hartford, Conn., is a diversified company providing high technology products and services to building and aerospace industries worldwide. More information about UTC Fire & Security can be found at www.utcfireandsecurity.com.

OnGuard®

OnGuard is the most expansive security integration platform available on the market today. OnGuard is the brand of choice for the world's most security-conscious customers, with applications relevant to every major industry, tools for integration to any business application, and more extensive device support than that offered by any other manufacturer. OnGuard is available in a wide variety of languages including Spanish, French, Chinese, Arabic, German and Hebrew, among others.



OnGuard Enterprise

OnGuard Enterprise is the industry's leading, patented multi-server, synchronized database solution, designed for enterprises with facilities in multiple regions spread across geographical locations. OnGuard Enterprise allows Corporate Security and IT managers to maintain central control over the entire integrated security system, while allowing regional offices to maintain independence and autonomous operations of their respective individual regional security systems.

OnGuard Access

OnGuard Access is an advanced access control application that includes a feature-rich alarm monitoring module. IP-enabled controllers allow the application to extend easily to all parts of the enterprise with the appropriate degree of security at the door. OnGuard Access has built-in support for all card technologies including DESFire, MIFARE and iCLASS smart cards, as well as biometrics and wireless access control devices.

OnGuard ID CredentialCenter

OnGuard ID CredentialCenter is a “one-stop shop” for enrolling and producing ID credentials. From designing graphical badge layouts to assigning physical access levels, OnGuard ID CredentialCenter gives organizations and their cardholders everything they need. Operators can produce new credentials efficiently with minimal training. Advanced capabilities such as LDAP Directory connection, biometrics and smart card enrollment are also available.

OnGuard VideoManager

OnGuard IntelligentVideo

OnGuard IntelligentVideo combines the most advanced series of analytic capabilities available for use in everyday monitoring scenarios. The application can be configured to detect specific incidents or circumstances that would not be readily obvious to the untrained eye, thereby enabling system operators to respond immediately. Algorithms include Directional Motion, Object Left Behind, Object Removed, Congestion, Loitering and People Counting, among many others.

OnGuard Visitor

OnGuard Visitor is a dependable and cost-effective visitor management application that enables an organization to manage and track visitors throughout its facilities, using standard desktop technology. OnGuard Visitor allows operators to institute a systematic process for enrolling and badging visitors. Photos of each visitor are captured and logically linked to the cardholder being visited.

OnGuard Area Access Manager

OnGuard Area Access Manager (AAM) is a business productivity solution that allows system administrators to decentralize to the department level the process of administering access permissions. This enables authorized managers to directly control cardholder access to specific physical areas for which they have responsibility. AAM is particularly valuable for departments that get frequently requests for access modifications.

OnGuard Integration Tools

Using OnGuard Integration Tools, customers can develop interfaces to any business information system, to permit exchange of critical data between OnGuard and external systems. In leveraging Microsoft's WMI, OnGuard Integration Tools offer customers a real-time, bidirectional data transfer solution.

OnGuard Fire & Intrusion

OnGuard can be extended to manage events from intrusion panels, central station receivers and fire panels. Using OnGuard, intrusion and central station events can be easily managed, linked to other events and tied to video footage. Customers can send alarms from their fire panels to OnGuard for secondary annunciation.



Full Array of Support Services

Global In-field, Pre-sales Support

Lenel has built a global support system for customers and consultants. This support network includes regional business managers and field engineers tasked with ensuring that the marketplace understands the capabilities of Lenel solutions, and that customers can realize the full potential of those solutions. The list of Lenel's Business Development and Regional Sales Managers is available at www.lenel.com.

Global VAR Network

Lenel goes to market through a best-of-breed Value Added Reseller (VAR) channel. Lenel VARs can be found in every major global market, reaching many multinational organizations. Lenel VARs must maintain a high level of technical competency and a track record of customer satisfaction and support. VARs handle all Lenel installations and often work together on multinational projects, enabling local competency to be achieved everywhere.

Lenel Factory Integration

From desktop workstations to fault tolerant servers, the Lenel Systems Integration group is Microsoft-, Dell- and NEC-certified. This ensures customers of top-shelf services when deploying OnGuard systems on general purpose servers, or with high-availability redundant configurations such as NEC ExpressCluster or MS Clustering.

Lenel Learning Solutions

Lenel offers factory training for VARs and system users worldwide through its competency centers in Rochester, London, Beirut and Hong Kong. Lenel also offers regional training courses for VARs and on-site training for system users. In addition to these classroom training options, Lenel offers an array of distance learning programs to help those already trained maintain their certification. Classes provide instruction in all aspects of OnGuard, and offer exposure to specialized OnGuard applications.

Global Services

Lenel employs a team of highly-trained security professionals who have extensive experience in a wide range of Lenel system deployments. This expertise enables the team to provide expert-level support services that complement the Lenel VAR. Lenel Global Services is there to assist, whether the need is to remotely manage some or all of a customer's applications, deploy an OnGuard Enterprise or IdentityDefender solution, provide high-level interface scripting or have a Lenel professional working on-site. The Lenel Global Services team has provided customized solutions to hundreds of Lenel customers.

Technical Support

Lenel's Technical Support group is staffed by experienced professionals from the security and IT industries. The team strives to provide all Lenel customers with the best possible service experience. Standard Technical Support is provided through Lenel VARs. Emergency 24x7 and Direct System user support contracts are also available if needed.

IdentityDefender®

The IdentityDefender identity management suite offers a new and cutting-edge way to create a completely secure credential issuance and management solution for commercial or government applications. A smart card-enabled identity solution offers the freedom to fully customize and manage both physical and logical security systems in a workflow-based environment. The IdentityDefender suite is modular and includes the IdDirector identity management system (IDMS), the IdCollector enrollment module, the IdProducer card production module and the IdActivator card issuance module. An advanced series of intelligent checks and balances is built into each component to ensure that the first and foremost concern is a secure workflow. A truly intelligent identity solution must create a smart card ID that is fully utilized in both the physical and logical security environments. The complete IdentityDefender suite will integrate seamlessly into any existing configuration, whether it's a large-scale enterprise model or a single internal setup. While other products provide only a portion of an end-to-end identity management solution, IdentityDefender delivers all capabilities required for a turnkey system. So whether an organization needs to build a system from the ground up or requires only a few pieces of the puzzle, IdentityDefender can help the customer achieve a cutting-edge identity management solution.

IdentityDefender is FIPS 201-compliant and is a GSA Approved Product.

Lenel helps customers reach their full security potential.

Notable Global Customers

- Agilent Technologies
- Biogen Idec
- Boston Scientific
- Cisco Systems
- Dell
- Hospira
- HP
- John Deere
- Microsoft
- Motorola
- Nissan
- Oracle
- Schlumberger
- Symantec
- Texas Instruments
- Unisys

US Government Agencies

- Animal & Plant Health Inspection Service (USDA – APHIS)
- Department of Homeland Security (DHS)
- General Services Administration (GSA)
- National Aeronautics and Space Administration (NASA)
- National Institute of Standards and Technology (NIST)
- Pacific Command (PACOM)
- US Navy

United States & Canada

- Arizona State University
- Kaiser Permanente
- Port Authority of NY & NJ
- Qwest
- Target
- Telus
- United Health Group
- World Financial Center

Africa

- Banque Nationale du Rwanda (Rwanda)
- Discovery Health (South Africa)
- Kenya Airways (Kenya)
- Sonangol (Angola)
- African Cargo (Kenya)
- Unilever (South Africa)
- Schlumberger (Angola)

Asia Pacific

- Asian Development Bank (Philippines)
- DHL (Malaysia)
- Galaxy Entertainment Group (Macau)
- Grand Lisboa Casino (Macau)
- Maersk (China)
- Scania (Australia)
- Singapore Prison Department (Singapore)
- Supreme Court of Victoria (Australia)

Europe

- Avinor – Norwegian Civil Air Authorities (Norway)
- AXA Crown Center (Belgium)
- Carrefour (Belgium)
- Central Bank of Denmark (Denmark)
- Federation Tower (Russia)
- Forth Ports (United Kingdom)
- Gösgen Nuclear Power Plant (Switzerland)
- Imperial College (United Kingdom)
- Swedish Parliament (Sweden)
- University of Oslo (Norway)
- West Midlands Police (United Kingdom)

Middle East

- Qatar Foundation (Qatar)
- MTC Kuwait (Kuwait)
- Al Faisaliah Center (Saudi Arabia)
- Deloitte & Touche India (India)
- Qatar Petroleum (Qatar)
- BurJuman (United Arab Emirates)
- Dallah Telecom (Yemen)
- Saudi British Bank (Saudi Arabia)

Latin America & Caribbean

- Bank of N.T. Butterfield (Bermuda)
- Central Bank of Barbados (Barbados)
- Citibank (Mexico)
- Embraer (Brazil)
- Panama Canal (Panama)
- Petroleos de Venezuela (Venezuela)
- SAP (Brazil)
- Telefonica (El Salvador)
- Telecom Italia Mobile TIM (Peru, Brazil)

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