



## **For Immediate Release**

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## **Lenel and Milestone Announce Strategic Alliance, Reduced License Fees**

**LAS VEGAS, April 5, 2017** – Lenel, a leading provider in advanced security systems for over 20 years, announced today it will begin selling Milestone Systems Video Management Software (VMS) solutions directly through the Lenel Value Added Reseller (VAR) channel in North America. This alliance will reduce the total cost of ownership for users by offering both the industry-leading Lenel OnGuard® access control and the Milestone XProtect® VMS solutions through the same channel with reduced licensing fees. Lenel and Milestone Systems have a combined 40 years of industry experience in providing customers with open security solution technologies. Lenel is part of UTC Climate, Controls & Security, a unit of United Technologies Corp. (NYSE: UTX).

Both Lenel and Milestone Systems have been committed to providing open platforms that provide customers with the flexibility to select the optimal solutions to meet their needs. Since 2011, Milestone Systems has also been a member of the Lenel

Open Access Alliance Program (OAAP), which provides customers a tight coupling between the Lenel OnGuard access control system and Milestone XProtect VMS.

“Enabling users to obtain both Lenel OnGuard and Milestone XProtect platforms through our VARs will provide them with a unique value proposition,” said Ron Virden, managing director, global access solutions, UTC Climate, Controls & Security. “Not only can the solution be more cost effective, users will also be able to take advantage of a unified support infrastructure for their complete access and video system. And, the strong interface between the OnGuard and XProtect systems ensures customers will have an industry-leading security system today and into the future.”

“As the sophistication with network technology continues to expand, customers want to take advantage of open platform interoperability – in this case, for video verification of access events, both live and recorded, as evidence. Lenel’s move to reduce the total cost of ownership of the combined OnGuard and XProtect solution eliminates barriers to using this best-of-breed integration for improving security operations,” said Tim Palmquist, Vice President Americas, Milestone Systems.

Virden went on to say, “The most critical elements of a robust and powerful security solution are the access control and video management systems. The significant technology advances achieved by OnGuard and Xprotect provide customers with a feature-rich, proven security system for protecting their people and assets. As security threats become more sophisticated they demand continuous innovation across systems, and strong interfaces between industry leaders, which is what this alliance delivers.”

To hear more about this exciting alliance at ISC West, visit the UTC booth, #18019 or Milestone booth, #18053.

### **About Milestone Systems**

Milestone Systems is a global industry leader in open platform IP video management software, founded in 1998 and now operating as a stand-alone company in the Canon Group. Milestone technology is easy to manage, reliable and proven in thousands of customer installations, providing flexible choices in network hardware and integrations with other systems. Sold through partners in more than 100 countries, Milestone solutions help organizations to manage risks, protect people and assets, optimize processes and reduce costs. For more information, see: [www.milestonesys.com](http://www.milestonesys.com). For news and viewpoints from the Milestone universe, visit <http://news.milestonesys.com/> or follow @MilestoneSys on Twitter.

### **About Lenel**

Lenel is a global leader in advanced security systems and services developing innovative solutions to protect buildings, people and assets. Incorporating open architecture and third-party interfacing, Lenel's enterprise software manages multiple best-in-class systems to provide a single, seamless security solution for customers worldwide, including corporate and government segments. Lenel is a part of UTC Climate, Controls & Security, a unit of United Technologies Corp., a leading provider to the aerospace and building systems industries worldwide. For more information, visit [www.lenel.com](http://www.lenel.com) or follow @LenelSystems on Twitter.

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