



Tech Systems, Inc. Recognized by Cisco as an Authorized Provider of Physical Security Solutions

Duluth, GA – May 15, 2007– Tech Systems announced today it has achieved the Physical Security (PhySec) Authorized Technology Provider (ATP) status from Cisco®. The ATP designation recognizes Tech Systems Inc. for its ability to provide the advanced technical skills and lifecycle services required to deploy Cisco network-based physical security solutions targeted to a wide range of industries.

This program enables partners to provide multivendor, multiprotocol video surveillance recording, monitoring and virtual matrix switch solutions using a diverse set of Cisco solutions, including Cisco Catalyst® switches, Cisco routers, and a range of Cisco Video Surveillance Internet Protocol Gateways, Service Platforms and Stream Manager Software. Together, these solutions offer end users the ability to seamlessly integrate with, displace, or forgo expensive video surveillance transmission, matrix switch, and distribution amp products historically used to connect cameras to security operation centers and various recording devices.

“Tech Systems is very excited to partner with one of the industry’s leading technology providers”, says Tech Systems’ Guerry Bruner, VP of Business Development. “Cisco will certainly raise the level of excellence in the physical security industry. And their ATP program fits perfectly with our efforts to provide clients with converged business solutions.”

“Authorized Technology Provider Partners are instrumental in helping Cisco penetrate new growth markets and successfully deploy advanced networking technologies,” said Edison Peres, vice president and chief go-to-market officer for Worldwide Channels at Cisco. “As a Cisco Physical Security ATP Partner, Tech Systems is able to meet customer demand for one of Cisco’s emerging technologies: physical security. The Physical Security ATP program in particular will help ensure Cisco’s end

users can employ advanced physical security solutions and services from a proven and experienced Cisco channel partner.”

Proven Skills, Expertise and Capabilities

To qualify for Cisco Physical Security ATP status, Tech Systems had to meet a number of requirements, from having an experienced physical security practice and fulfilling specific job responsibilities to achieving Cisco Express Foundation Specialization and a fully functional Cisco Physical Security lab.

- **Experienced Physical Security Practice:** ATP Partners must possess significant installation and integration experience with cameras, video matrix switches, badging systems, access control hardware, and various intrusion and interactive communications systems from multiple vendors.
- **Job Roles:** Tech Systems was required to fulfill a range of jobs with qualified physical security professionals who have met specific knowledge and testing requirements, including: an account manager, responsible for presales tasks; a project manager, responsible for project plan development and execution; a systems engineer, responsible for solution planning and design; a deployment engineer, responsible for the configuration, implementation and integration of Cisco physical security solutions.
- **Cisco Express Foundation:** In order to maintain its ATP status, Tech Systems had to possess or obtain the Express Foundation Specialization (or an equivalent or greater specialization). This specialization is a foundational requirement for the ATP designation.
- **Lab:** Partners are also required to build a lab for end-user demonstrations, development and customer-fault replication. The lab must contain current, upgraded and maintained Cisco physical security solutions, each configured for live product demonstrations and for “real-world” testing to simulate actual end-user conditions. The lab must also be suitable for the following purposes: proof-of-concept testing, application development, fault replication and internal training.

About Tech Systems

For over 20 years Tech Systems has been a leading provider of integrated physical security systems, with a core competency in the design, integration, and maintenance of business solutions for security, compliance, liability prevention, and asset protection.

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