

# Standalone IP video surveillance over cellular networks premieres at CeBIT - Cooperation between LANCOM and MOBOTIX

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Cooperation between LANCOM and MOBOTIX

Aachen, February 24, 2010 - MOBOTIX, provider of all-round solutions for high-resolution IP video, and networking specialists LANCOM Systems are to cooperate on projects under the umbrella of LANstrategy, the partner program from LANCOM. Customers and integrators benefit from highly compatible solution components for networked IP video surveillance. At this year's CeBIT (hall 13, booth C28), LANCOM is showcasing a standalone IP video surveillance system that networks over UMTS/3G.

A number of joint projects already feature products from LANCOM and MOBOTIX working in combination. Future cooperation will lead to further improvements in solution compatibility, and will provide additional marketing opportunities as both companies mutually benefit from each others sales channels. As an example, LANCOM provides detailed information on optimizing QoS settings for communications between the cameras and LANCOM's VPN routers, WLAN access points and switches.

A first at CeBIT:

Standalone IP camera solution connected over cellular networks

LANCOM presents the first results of this cooperation at CeBIT. Live and in action at the LANCOM booth is a combination of the outdoor MOBOTIX IP camera M24 and the new

outdoor UMTS/3G router LANCOM OAP-3G. This combination is a cost-effective solution for video surveillance of remote parts of a company's premises, public spaces, or of events. The system is securely integrated into the company network by means of a VPN tunnel through the UMTS/3G cellular network. This means that fully networked surveillance infrastructure is no longer reliant on conventional networks, telephone lines or Internet connections. The camera's internal memory in combination with web-based access provides an instant overview of remote areas, even for mobile operators.

"IP video surveillance is booming," says Ralf Koenzen, Managing Director of LANCOM. "Cooperating with MOBOTIX gives us excellent access to this growth market. Our customers also benefit from fully compatible solutions for networked surveillance systems."

#### LANCOM Systems background

LANCOM Systems GmbH is the leading German manufacturer of reliable, innovative network components for large enterprises and SMEs, public authorities and institutions. The company supplies products and software for IP-based VPN, VoIP and wireless networks, along with support and services. Products are planned and developed specifically for the requirements of business customers. The focus is on comprehensive solutions for site connectivity by virtual private networks (VPN) and on wireless networking (WLAN). LANCOM Systems GmbH is headquartered in Würselen near Aachen and has sales offices in Munich, Barcelona and Amsterdam. The company's founder and Managing Director is Ralf Koenzen.

#### About MOBOTIX AG

MOBOTIX AG is a provider of digital high-resolution network-based video security systems. Since its founding in Germany in 1999, the stock-quoted company has emerged as a pioneer in network camera technology. Its decentralized concept was the first to make high-resolution video systems economically viable. For embassies, airports, train stations, ports, gas stations, hotels, or highways—hundreds of thousands of MOBOTIX video systems are in use worldwide today.

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