

## Company Profile HeiTel Digital Video GmbH

The original company, "Heinemann & Telwest", was founded as a development office in Kiel in June 1990.

Changed to a GmbH (Limited Liability Company) in 1992 by Carsten **Heinemann** and Frank **Telwest**, **HeiTel Kommunikationselektronik GmbH** soon became a pioneer in digital CCTV technology. The company's activities after the conversion focused on contract development for German companies in the CCTV sector.

Also in 1992, a digital black and white video transmission system for the use with ISDN networks went into series production, which was then followed by a digital black and white video archive recorder equipped with a 500 MB hard drive, offering capacity for approximately 1600 pictures.

The fact that the company specialised in digital video transmission and recording early on allowed HeiTel to develop innovative solutions which already were based on embedded systems. Within only a few years HeiTel became one of the leading manufacturers of video transmission technology in Germany.

HeiTel has been developing, manufacturing and distributing its own products under the brand name "HeiTel" since 1996.

HeiTel has successfully introduced the following products to the security market:

|      |   |  |
|------|---|--|
| 1996 | CamTel®                                       | Remote digital video transmission system   |
| 1997 | CamBrain                                      | Colour digital image archive unit  |
| 1997 | CamTel plus                                   | Introduction of the pre-alarm image archive  |
| 1997 | Remote Module                                 | Connection for pan/tilt head devices from various manufacturers  |
| 1998 | CamControl 4                                  | Control centre software for simultaneous display from 4 transmitters   |
| 1999 | CamTel® Family                                | 2 <sup>nd</sup> generation of the CamTel® product family   |
| 2000 | CamDisc® V.24                                 | 2 <sup>nd</sup> digital video recorder generation including remote video transmission                            |
| 2000 | TCP/IP Alarm Adapter                          | TCP/IP alarm adapter for image and alarm transmission  |
| 2001 | CamLine V.24                                  | Economical two-channel remote video transmission system  |
| 2002 | CamDisc TCP/IP                                | 3 <sup>rd</sup> generation digital video recorder including network transmission                                 |
| 2002 | CamDisc ISDN                                  | 3 <sup>rd</sup> generation digital video recorder including ISDN-TA  |
| 2002 | VideoServer                                   | Video receiving system for integration in emergency call and service centres (ESC)                               |
| 2002 | Remote Adapter                                | 2 <sup>nd</sup> generation of adapter for intelligent control of products from third-party manufacturers         |
| 2002 | Audio Modul                                   | Audio transmission for CamTel® and CamDisc® family   |
| 2004 | CamTel <sup>SVR</sup> /CamDisc <sup>SVR</sup> | 4 <sup>th</sup> Generation of network enabled video transmitters and recorders                                   |
| 2004 | CamControl Family                             | Software solutions from single receiver through to full video integration into Central Monitoring Stations (CMS) |
| 2006 | Cam4mobile                                    | DVR for mobile application in public and private transport vehicles  |
| 2006 | EMS Server/Client                             | Event Management System – autonomous control centre solution   |
| 2006 | CamServer                                     | Video Server with video recording on integrated HDD  |
| 2006 | POS/ATM Adapter                               | Adapter for image-synchronous recording of POS and ATM data  |
| 2007 | CamDisc SVR 4s/10s                            | Digital video transmission system with local long-term recording (Real-Time)                                     |
| 2007 | EMS TAPI/Sitemap                              | Optional add-on to EMS   |
| 2008 | CI Adapter                                    | Up to 50 additional alarm control inputs for CamServer 2/SVR-/HNVR-devices                                       |
| 2008 | CamControl WM                                 | Operation and alarm verification software for Windows Mobile based Smartphones and PDAs.                         |
| 2008 | CamControl MV                                 | Video Wall software for display of up to 64 video transmitters   |
| 2009 | CamDisc HNVR                                  | Hybrid video transmission system with long-term recording  |
| 2009 | CamControl iPhone                             | Operation and alarm verification software for iPhone and iPod touch  |

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Michael Meissner, who had worked for an international CCTV manufacturer in Northern Germany for over 16 years, joined the company in October 1999. As a member of the management team, he was responsible for the planning and implementing of HeiTel's international distribution and marketing strategy.

The **HeiTel UK Branch Office** in Nottingham has been active since September 2000, and is directed by Martin Finder. Martin's responsibilities include the active implementation of the HeiTel distribution concept and providing technical support for HeiTel partners in the United Kingdom.

Michael Gwozdek joined the HeiTel team in January 2002 and assumed responsibility for all HeiTel products as Director of Product Management. At this time Michael Gwozdek had already gained 20 years experience with two international CCTV manufacturers and is known on the CCTV market for his lectures and his "Lexikon der Videoüberwachungstechnik" (*Dictionary of Video Surveillance Technology*).

Due to the constant growth of the company, new office space was rented in the prestigious "web campus" building in Kiel in the summer of 2002, where over 1,000m<sup>2</sup> of office and storage space ensured optimal service for HeiTel's business partners.

The change of company name from HeiTel Kommunikationselektronik GmbH to **HeiTel Digital Video GmbH**, which was completed in August 2002, underscores the company's long-term specialisation in its core area of activity and simplifies communication with international business partners. Michael Meissner was appointed General Manager and became a company shareholder at the same time.

In April 2005 Frank Telwest leaves the board of managing directors. At the same time Michael Gwozdek joins the board of directors as a managing director. HeiTel has now three managing directors: Dipl.-Ing. Carsten Heinemann (Finances and Logistics), Michael Meissner (Sales and Marketing) and Michael Gwozdek (Product Management and Development).

In 2008 the **HeiTel Digital Video USA Corp.**, with its headquarters in Odenton, Maryland started its marketing activities. The majority shareholder of the US Company is HeiTel Digital Video GmbH, Molfsee, Germany. The principle tasks for HeiTel Digital Video USA Corp. are the active sales support of the US-American distributors as well as the local technical support of central monitoring stations.

HeiTel is an active member of the BHE (Organisation of Manufacturers and Installers of Security Systems) and the VfS (Organisation for Security Technology). In May 2005 HeiTel was the first German company to be certified with the BHE Manufacturer Quality Certificate. Since 2008 HeiTel is an extraordinary member of the BDWS (Association of German monitoring- and security organisations) and EHI (Euro Business Institute). Also in 2008 HeiTel was certified with ISO 9001 (International Organisation for Standardisation).

HeiTel's products are supplied to security system specialists by CCTV manufacturers and CCTV dealers around the world. HeiTel supports its partners through training programmes, a support hotline and professional documentation, as well as with assistance for trade fairs, exhibitions, in-house fairs and product demonstrations. A focus lies on the technical support of about 300 German monitoring stations, who are using HeiTel software for alarm verification on a day-to-day basis. This makes HeiTel unquestioned market leader in the segment of video alarm transmission and recording.

HeiTel also offers international security system and equipment manufacturers the development and production of OEM/ODM products on the basis of HeiTel technology.

Close co-operation and partnerships with international security equipment manufacturers and distributors will ensure that HeiTel Digital Video GmbH continue to develop the "digital video" medium by providing innovative products and services.

Board of Directors  
Molfsee, October 2009