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Pelco to Build New Solutions with Added Value

New Pelco VMS Solution to Build on Dell EMC Hardware Expertise

Las Vegas, NV (April 6, 2017) – Pelco by Schneider Electric, a global leader in surveillance and security products and technologies, today announced a new collaboration with Dell EMC to share technology, information and best practices in order to better serve customers globally. As a first initiative, Pelco is developing a new VideoXpert™ Professional Video Management System (VMS) line built with Dell EMC's industry-leading OEM solutions.

Working with Dell EMC enables Pelco to deliver a superior user experience by leveraging Dell EMC's powerful hardware capabilities for the servers and workstations of Pelco's new Windows-based VideoXpert Professional VMS. Working closely with Dell EMC's sales organization Pelco will bring its own expertise in video security solutions to the collaboration while sharing best practices in the areas of production, procurement and process.

"Our relationship with Dell EMC further strengthens our initiative to deliver meaningful innovation to our customers globally," said Diane Feliciano, Vice President of Marketing,

Pelco by Schneider Electric. “By working closely with Dell EMC OEM Solutions, we gain a competitive edge in many business areas including hardware, software and the entire production and delivery chain.”

Visitors to ISC West 2017 (booth #10037) will have an opportunity to experience the benefits of this collaboration, with a technology preview of the latest VideoXpert Professional platform designed for mid-size applications. VideoXpert Professional, Pelco’s new Video Management System (VMS) scheduled to launch June 2017, will feature Dell EMC hardware.

“Today’s security customers are looking for easy-to-deploy solutions that are smart, scalable and flexible,” said Ron Pugh, vice president and general manager for the Americas, Dell EMC OEM Solutions. “We are excited to work with Pelco to help them bring the VideoXpert platform to mid-size customers in the video surveillance market.”

For more information visit www.pelco.com

About Pelco by Schneider Electric

Pelco by Schneider Electric is a global leader in professional video surveillance and security system products and technologies with a local presence in 136 countries and over 4000 integration partners worldwide. Our personal engagement with customers, resellers and technology partners drives the development and deployment of surveillance and security solutions with meaningful innovation. It’s the foundation that Pelco has built its brand upon for over 25 years.

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