Lenel Enhances Commitment to OnGuard Open Architecture Strategy

Dear Lenel Partner,

As you know, Lenel recently introduced innovative new hardware (the Next Generation Panel - NGP); a blended intrusion and access controller that provides enhanced functionality to our existing hardware offerings, with such features as:

- Intrusion Capabilities
- Alarm reporting to Central Station
- Use of Non-proprietary firmware
- Capacity & Device expandability

The development of these panels was a direct result of us listening to your needs and requests. Although these panels have been developed by Lenel, this does **NOT** mean that we intend on severing our relationships with existing suppliers and establishing a more proprietary hardware strategy. Quite the contrary, in the spirit of our truly open architecture approach, we plan on **_increasing_** the amount of external hardware suppliers and partners so that we are able to offer you more choices depending on your specific needs.

Too many vendors claim to have non-proprietary systems, but they don't pass the litmus test for being truly "open". As an active member of PSIA and ONVIF, we strongly support open architecture design and open standards for hardware platforms. As further proof of our open architecture commitment, **_we plan on publishing the hardware protocols from our NGP panels._** The availability of these protocols is necessary to ensure that others have the critical ability to interface and integrate with our panels.

We have also recently introduced an alternative set of I/O modules (Lenel Universal IOs) that **_are fully compatible with ALL present versions of our OnGuard Platform and will be fully compatible with future versions as well_**. Our key supplier relationships allow us to assess, test and approve any proposed design changes which gives us the power to reject any new versions of existing products that are not compatible with Lenel systems, **_so you can rest assured that your investment with Lenel will be protected._**

As you know, Lenel was the early pioneer of open architecture access control systems and continues to set the "open" gold standard for the security industry. Our commitment to an open architecture strategy is as strong as ever and is driven to ensure that your investment is not held captive by a single supplier. We firmly believe in non-proprietary approaches that offer you choices as it relates to the hardware and peripherals that you integrate into OnGuard.

If you have any questions, I would encourage you to contact your local RSM. For further information, please visit our website at www.lenel.com.

Best Regards,

Luis Orbegoso
President
Lenel Systems International