



FOR IMMEDIATE RELEASE

**Vidient Systems Blankets North America With Network of Premier Manufacturers Representatives Firms Specializing In Video Surveillance**

*Full-Service Security & Video Surveillance Sales & Tech Specialists  
Expand Vidient's Market Reach, Industry Presence and Solutions Expertise*

**SUNNYVALE, Calif. Dec. 6, 2005** -- Vidient Systems, Inc., a developer of behavior recognition software that makes video surveillance cameras (CCTV) more accurate and cost effective, is significantly expanding its market presence today with the announcement of a comprehensive North American network of leading manufacturers representatives firms specializing in security and video surveillance solutions.

The broad network gives Vidient immediate coast-to-coast sales and marketing coverage throughout North America through partnerships with premier security sales and marketing specialists who can leverage well established customer relationships in virtually every major market throughout the United States and Canada.

"We entered the intelligent video surveillance software market last year with a unique product that has received strong industry recognition and customer acceptance," said Brooks McChesney, CEO and founder of Vidient Systems, Inc. "We're now complementing our SmartCatch technology with an aggressive channel strategy of partnering with the industry's top rep firms who are rapidly putting us in front of the widest range of the most progressive customers in North America. The market for video security solutions is accelerating significantly and now with our new network of partners, we're in an ideal position to meet customers rapidly changing and growing security needs regardless of their location."

Vidient first mapped out its channel strategy earlier this year with the appointment of transportation and security industry veteran Gary Resnick to the newly created position of Vice President, Security Channel Development. He was charged with the task of applying his extensive industry experience to creating critical channel strategies for Vidient Systems.

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“Customers today have highly specialized security needs and increasingly are looking for new ways to add more sophisticated automation and intelligence to their security solutions,” said Gary Resnick, Vidient VP, Security Channel Development. “Our network of manufacturers reps are experts in addressing these needs. We have assembled a select set of partners, all with a widely-recognized ability to consistently deliver the highest quality solutions to the most progressive and demanding customers for enterprise-wide CCTV systems today. We are thrilled to have them join our team.”

Vidient’s network of fourteen manufacturers representatives firms with their corps of seventy four sales representatives will work closely with Vidient sales and marketing staff in the company’s four targeted sales regions – West, North East, South East/Mid West, and Canada. The manufacturers representatives firms include: Access Direct, FCM, GP Marketing, IDMC, Intermountain Marketing, Keith Parker & Associates, Ken Massrey Associates, LCA Sales, Monfort Electronics, R.W. Kunz & Associates, R.W. Sales, Repworks, Inc., Vihon Associates and Warren Associates.

These firms are highly specialized with years of experience marketing sophisticated, integrated security solutions that include the leading security technologies, from CCTV to access control, biometrics and response management systems. All the firms are currently collaborating with Vidient on new sales training and marketing initiatives to support the latest enhancements to Vidient SmartCatch 2.5, the company’s flagship product.

Along with Vidient’s new network of rep firms, VidientSmartCatch 2.5 is available immediately through Vidient Systems, Inc. and NEC which is marketing, selling and distributing SmartCatch worldwide.

Vidient SmartCatch 2.5 software was recently selected as part of an innovative new security solution under development at Florida’s Tallahassee Regional Airport. Other airports using Vidient’s proven technology are San Francisco International, San Diego International and Salt Lake City International. Two of the security projects were funded in part by the Transportation Security Administration.

The company also recently announced the closing of a \$12-million round of Series B funding, with Canaan Partners leading the investment. Initial investors Blueprint Ventures, Trident Capital and Hotung Venture Capital also participated.

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Proceeds will be used to accelerate the company's market expansion, including new channel market initiatives in the U.S. and abroad, as well as for next-generation product development.

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**About Vidient Systems Inc.**

Vidient Systems, Inc., is based in Sunnyvale, Calif., and was founded in 2003.  
For more information visit [www.vidient.com](http://www.vidient.com).

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