

Corporate Profile



A UTC Fire & Security Company

Lenel Systems International

Lenel provides enterprise software, integrated systems and access control systems to manage multiple security systems, real-time intelligent video content analysis, biometric access, smart card applications, and visitor management systems for corporate and government security customers. Lenel is a business of UTC Fire & Security, a unit of United Technologies Corp. (NYSE:UTX), which provides fire safety and security solutions to more than one million customers worldwide.

With more than 20,000 installations worldwide in more than 90 countries, Lenel's security solutions can be found in nearly every industry, including automotive, energy, financial services, information technology, manufacturing, pharmaceutical, retail, telecommunications, and transportation. The security gold standard for thousands of organizations around the globe, from small- and medium-sized businesses to the Fortune 100, Lenel protects their people, property, and assets. Ninety-two of Fortune 100 companies are Lenel customers, as are the world's most secure airports and ports. IMS Research ranks Lenel as having the #1 global market share for access control software and is the only company among its major competitors to have consistently grown market share over the last few years.

Lenel first introduced an open systems architecture to a proprietary security industry in 1995. Since then, Lenel's OnGuard has become the gold standard for leading-edge technology and flexible open systems design. OnGuard's non-proprietary, open standard approach provides customers with hardware and system independence so they can choose the best-fit security solution for their needs.

More than 100 manufacturers are members of Lenel's OpenAccess Alliance Program (OAAP), and have developed interfaces to Lenel's industry-leading OnGuard security platform. No other company can boast the level of third party hardware and software options that Lenel offers through its OAAP partners.

A member of ONVIF and PSIA, Lenel proudly supports open-architecture design and open standards. Open systems have existed in the IT world for years. Now, customers want the same benefits for their security management systems designed around open standards. Lenel is firmly committed to an open architecture strategy and to the idea that our customers will not be held captive by a single supplier. For more information, visit www.lenel.com.



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More than 100 manufacturers are members of the Lenel OpenAccess Alliance Program (OAAP), and have developed interfaces to Lenel's industry-leading OnGuard security platform. None of our competitors have partner programs of that scale. OAAP keeps your product selection decisions open, allowing you to select hardware and software solutions that best fit your needs.

means
CHOICE

A lot of suppliers in the security business talk a good game about how their hardware or software is "open" but few can pass the litmus test for being truly open.

Lenel first introduced an open systems architecture to a proprietary security industry in 1995. Since then, Lenel has become the gold standard for leading-edge technology and flexible open systems design.

The world is changing and security needs to evolve. Lenel's non-proprietary, open standard approach provides you with hardware and system independence so you can select the best-fit security solution for your current and future needs.

At Lenel, we provide you with the power of choice.

- ✓ 92 of the Fortune 100 are Lenel customers
- ✓ 20,000+ installations worldwide
- ✓ 90+ countries
- ✓ 100+ OpenAccess Alliance Program partners
- ✓ Installed at world's most secure airports & ports
- ✓ 3x increase in R&D spending in 2011 - driving "Perpetual Innovation"
- ✓ Part of UTC, a diversified \$54 billion global company

Find out more at lenel.com/OPEN

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PERPETUAL INNOVATION™



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