

Pivotal Vision, LLC Launches With Acquisition of ScadaCam from Powel, Inc.

New Company Focuses on Intelligent Surveillance Solutions for Better Physical Infrastructure Security at Lower Costs

Minneapolis – Feb. 20, 2007 - To capitalize on the growing market for intelligent surveillance, Pivotal Vision LLC, has purchased ScadaCam, a “smart camera” product line from Powel, Inc. Pivotal Vision assumes all ScadaCam customers, projects in progress, and projects in development. Powel retains a minority stake in the new company.

Pivotal Vision was created by a private investment group in order to further focus development of intelligent surveillance solutions and introduce them to a broader market.

The acquisition is effective immediately, and terms of the deal were not disclosed.

The Growing Need for Intelligent, Virtual Surveillance and Equipment Monitoring

Faced with growing security challenges, infrastructure businesses are seeking solutions to help them respond faster to security issues and breaches and conduct more inspections without significantly increasing operational costs and adding additional personnel. Formed by a group of former utility executives and the developers of ScadaCam technology, Pivotal Vision meets the ever-growing security needs of critical infrastructure industries, including electric, gas and water utilities, landfills, transportation, industrial processing and communications/data centers.

The intelligent surveillance system allows customers to significantly increase security and operational capabilities more effectively and efficiently at reduced costs.

"Dating back to the advent of security monitoring, traditional methods included guards watching closed circuit TV with minimal alarming. These traditional packages are personnel intensive, costly and provide slow, time-consuming reactions to intrusions," said Larry Taylor, CEO of Pivotal Vision. "Today's Homeland Security needs require proactive measures to avoid loss of critical infrastructure."

Pivotal Vision: The Next Step in Surveillance Solutions

Today's world requires a higher level of response and reliability at reasonable monetary cost. Based on automatic image gathering with intelligent data processing at each remote site, the Pivotal Vision system provides a visual view of security and infrastructure operations. It enables users to view multiple facilities remotely, detect unauthorized access and perform equipment analysis without being on site.

The Pivotal Vision system includes ScadaCam hardware and i-Alert™ intelligent monitoring software.

ScadaCam Hardware

Providing virtual surveillance capabilities, the ScadaCam hardware includes a centrally located computer (SMS), at the control center or guard house, as well as computers that function as on-site camera controllers (OCC) at each remote site. ScadaCam also includes pan-tilt-zoom (PTZ) high resolution visual or infrared cameras as well as security triggering devices and connections to existing SCADA systems.

i-Alert Intelligent Monitoring Software

A unique part of the Pivotal Vision system, i-Alert intelligent monitoring software can track an object in motion, even with a changing background, using a moving ScadaCam camera. It then can alert and transmit real-time pictures back to multiple locations. Operationally, the system provides infrastructure operators the ability to receive alarms when equipment problems occur or there are security breaches and view them real-time from a central location without having to have personnel on site.

"The iAlert software puts the Pivotal Vision system years ahead of its competitors in the security and surveillance technology world," added Taylor. "And it is the only system so feature-rich in its price range."

"The precise tracking capability based on geo-spatial positioning allows tracking of intruders during security breaches and instant viewing of field equipment following equipment trouble alarms," said Jerry Larsen, Pivotal Vision's COO. "This gives us a significant competitive edge over other products on the market."

A new software product providing an infrared camera option is also near completion. It will include heat sensing and temperature trending capabilities, providing customers the ability to monitor temperature trends in their critical equipment or even sense body temperatures for extremely high-risk security situations.

Pivotal Vision Leadership

Pivotal Vision is lead by CEO Larry Taylor along with COO Jerry Larsen and CFO Steve Caskey, an experienced management team with decades of experience in the energy infrastructure business (Northern States Power/Xcel Energy). The technology development continues to be lead by Rob Gornick, ScadaCam and i-Alert's inventor.

Strategic Partnerships

Pivotal Vision has key alliances with major companies, Cohu for visual cameras and Microsel, a maker of industrial grade computers.

About Pivotal Vision

Pivotal Vision is a leader in intelligent monitoring solutions for security and operations functions in critical infrastructure industries. Incorporating both visual and infrared cameras, Pivotal Vision develops and markets the established ScadaCam monitoring system powered by i-Alert, the most technically advanced intelligent monitoring software available. For more information about Pivotal Vision, visit www.pivotal-vision.com.