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## **SONY ANNOUNCES DISTRIBUTION AGREEMENT WITH NETVERSANT**

*Agreement Combines Sony IP Monitoring and Security Solutions  
With NetVersant's Comprehensive and Integrated IT Solutions*

**PARK RIDGE, N.J., Oct. 13, 2005** – Sony Electronics has named NetVersant Solutions as an authorized national systems integrator and reseller of Sony's IP surveillance products.

Sony products will complement the Texas-based provider's suite of converging IT solutions — wireless, infrastructure, telephony and electronic security systems — with the latest analog products for security, including the new SuperExwave CCTV camera, as well as a wide selection of MPEG and JPEG compression-based IP video cameras for remote monitoring and surveillance.

“Working directly with Sony, NetVersant can provide better customer support, be more competitive and secure new business,” said Scott Fordham, president and chief executive officer of NetVersant. “We want to showcase and leverage the Sony brand, particularly with respect to IP surveillance, as well as Sony's expertise, innovation and early-market leadership in the IP space to grow our electronic security systems business.”

As a Sony national account, NetVersant offers customers the latest Sony IP technology with ongoing network maintenance and support. Its range of wireless services include WLAN design and wireless LAN/Logistics installations and network implementation, allowing management of networks using Sony products.

The initiative is said to have major implications for Sony in the IP marketplace as it expands its product capabilities and customer demand via integration into broad network infrastructures.

According to Michael McCausland, vice president of Sony Electronics' visual communications group, "This agreement significantly strengthens our sales and distribution network so we can respond to customers more efficiently and effectively."

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**Editor's Note:** For Sony press releases and digital images, please visit [www.sony.com/news](http://www.sony.com/news). Your readers can obtain more information regarding the nearest Sony authorized dealer or service location by calling 1-800-686-SONY.

**About NetVersant Solutions**

In the rapidly evolving world of convergence, NetVersant offers multiple, complementary service platforms to provide total communications solutions: telephony/VoIP, electronic security, IT infrastructure and wireless/mobility. From planning and design, to installation and implementation, to certification and ongoing operational integrity, NetVersant deploys innovative solutions that operate at maximum efficiency and reliability. To learn more about NetVersant, visit <http://www.netversant.com>.