

Razberi Partners with Jenne Inc. for Security Surveillance

Value-added distributor to sell Razberi video surveillance appliances to resellers in North America

AUSTIN, Texas – May 16, 2017 – Razberi Technologies has entered into a distribution partnership with [Jenne Inc.](#), a leading value-added distributor of technology products and solutions focusing on voice, video, data networking, premise security and the cloud. With this agreement, Jenne’s resellers in North America can offer the full suite of [Razberi ServerSwitchIQ™](#) video surveillance appliances and services, including the new Razberi CameraDefense cybersecurity solution.

“Jenne sells to a diverse group of high-end security integrators nationally that focus largely on security surveillance and management, making this a strategic partnership for us,” said Joe Vitalone, chief sales and marketing officer at Razberi. “They are very focused on augmenting their current partnerships and bringing new solutions to their resellers. Razberi appliances include everything an organization needs to securely record and store high-quality video as close to cameras as possible.”

Deployed in a distributed architecture at the edge of the network, Razberi ServerSwitchIQ appliances enable customers to increase megapixel video quality by eliminating the need to stream video constantly to a corporate network. Integrated in this secure architecture is the new [Razberi CameraDefense™](#) cybersecurity solution. CameraDefense protects IP cameras and corporate networks from cyber attacks by not only hardening cameras but also defending the video management system and monitoring for cyber threats.

“With Razberi, we can offer our resellers an appliance that meets their customers’ demands for secure and high-end video surveillance solutions, which is a crucial component in securing a company’s network and critical data,” said Bill Brennan, vice president of security solutions, Jenne Inc. “The product is certified to work with many of the video management systems and cameras in our current portfolio and complements network design by providing CameraDefense cybersecurity and network optimization to our customers.”

“We are proud to work with Razberi,” continued Brennan, “and to add their industry leading product line into Jenne’s security solutions portfolio.”

Security integrators and organizations across the world use Razberi solutions – from rugged to enterprise – in industries including energy, finance, retail, education, government, and more.

About Jenne Inc.

Jenne Inc., headquartered in Avon, Ohio, is a leading value-added distributor of technology products and solutions focusing on voice, video, data networking, premise security and the cloud, including equipment and software for the Enterprise and SMB markets. Since the

company's founding in 1986, Jenne has been committed to providing value added resellers with a broad product selection, competitive pricing, on-time accurate delivery, outstanding technical support plus ongoing sales and technical training through Jenne University. More than 180 major manufacturers partner with Jenne including Avaya, ADTRAN, Extreme Networks, Hanwha Techwin, Konftel, Mitel, Lifesize, OnSSI, Panasonic, Plantronics, Spectralink, Status Solutions, Vidyo, VTech and Yealink.

About Razberi

Razberi Technologies offers a reliable, secure, and network-friendly video surveillance infrastructure that records the highest quality video while reducing capital, bandwidth, and space costs. Razberi ServerSwitchIQ™ appliances uniquely combine a firewall, PoE switch, server, storage, and intelligence. Deployed in a scalable architecture near the network's edge, the platform enables organizations to decrease network utilization by up to 95 percent and protect cameras from cyber attacks. Embedded Razberi CameraDefense™ software automates cybersecurity protections with camera hardening and cyber threat monitoring. Built-in Razberi VyneWatch™ health monitoring software alerts security professionals to issues 24x7. Razberi appliances are compatible with top video management systems (VMS) and any network camera. The company is headquartered in Dallas. For more information, visit razberi.net.

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