

## Expanded video surveillance storage portfolio Bosch forms global partnership with NetApp

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- ▶ Strategic move anticipates rapid market growth
- ▶ Global partnership aligns leaders in storage and video surveillance
- ▶ Agreement links sales and support teams and research and development

Bosch Security Systems and NetApp (Network Appliance Inc. based in Sunnyvale, CA/U.S.) have formed a global partnership. Under terms of the signed agreement, Bosch will sell and support co-branded NetApp storage devices as part of its CCTV portfolio. Bosch Security Systems is a worldwide acting company for security systems, NetApp is a creator of innovative storage and data management solutions. The agreement is a strategic move anticipating continued rapid development of the IP video surveillance market.

“The market is continuing to mature in its understanding of IP video system architectures, resulting in a substantial up tick in the adoption of Bosch’s approach for recording video – streaming video direct to RAID array or storage area network and eliminating network video recorders,” said Johan Jubbega, vice president of Global Video Systems and Products, Bosch Security Systems, Inc. “The partnership with NetApp will increase the options we offer our customers by adding proven technology from a leading storage solution provider. These products will appeal to system integrators and our newest generation of customers – IT-savvy end users and system integrators.”

Bosch pioneered the development of IP cameras and encoders that stream directly to RAID array or storage area network (SAN). This award-winning, efficient approach to video recording is made possible with the use of an IP-based storage standard – Internet Small Computer System Interface (iSCSI).

With the partnership agreement, Bosch is growing its portfolio of storage devices that use the iSCSI protocol, as the company will resell three co-branded NetApp appliances. The products will include the FAS2000 Series, scaleable cost-effective devices with a storage density up to 65 terabytes, and the S550, a storage appliance for small and medium

applications that was recently recognized by *Windows IT Pro* magazine as a 2007 Editors' Best Award winner.

“With the desire growing among customers for IP video surveillance solutions, the timing is right to partner with Bosch,” said Andreas König, general manager and senior vice president EMEA for NetApp. “By leveraging NetApp solutions that utilize the iSCSI protocol combined with Bosch security products, customers are provided with a proven and effective answer to their video surveillance needs.”

Under terms of the partnership, NetApp will assist Bosch associates with pre-sales support for the co-branded products. The company will also deliver training and certification to Bosch technical support groups. Bosch will provide customers with post-sale technical support for the storage devices. This level of integration will provide a streamlined experience for customers during and after the sale of the co-branded products.

To ensure continued compatibility of products, Bosch will also gain ongoing insight into NetApp's technology roadmap. Early access to NetApp's devices will assist Bosch in tuning its video surveillance products to take advantage of new features and functionality in NetApp's future storage offerings.

*The Bosch Group is a leading global supplier of technology and services. In the areas of automotive and industrial technology, consumer goods, and building technology, some 271,000 associates generated sales of 46.3 billion euros in fiscal 2007. The Bosch Group comprises Robert Bosch GmbH and its more than 300 subsidiaries and regional companies in roughly 50 countries. This worldwide development, manufacturing, and sales network is the foundation for further growth. Each year, Bosch spends more than 3 billion euros for research and development, and applies for over 3,000 patents worldwide. The company was set up in Stuttgart in 1886 by Robert Bosch (1861-1942) as “Workshop for Precision Mechanics and Electrical Engineering.”*

*The special ownership structure of Robert Bosch GmbH guarantees the entrepreneurial freedom of the Bosch Group, making it possible for the company to plan over the long term and to undertake significant up-front investments in the safeguarding of its future. Ninety-two percent of the share capital of Robert Bosch GmbH is held by Robert Bosch Stiftung GmbH, a charitable foundation. The majority of voting rights are held by Robert Bosch Industrietreuhand KG, an industrial trust. The entrepreneurial ownership functions are carried out by the trust. The remaining shares are held by the Bosch family and by Robert Bosch GmbH.*

*Additional information can be accessed at [www.bosch.com](http://www.bosch.com).*