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Contact: Jay Jason Bartlett
SoleraTec LLC
Tel 760.743.7200 x 109
E-mail: Jay.Bartlett@SoleraTec.com

SoleraTec Partners With BDT – Manufacturers Of Affordable Long-Term Video Storage Hardware

BDT Has Over 35-Years Experience Manufacturing Data Storage Hardware.

San Diego, CA – May 28, 2015 – SoleraTec LLC, provider of innovative video lifecycle management and storage products, has partnered with BDT Products of Rottweil, Germany, and Newport Beach, CA., to distribute the Phoenix RSM™ video management software. Delivering a unique video management solution –with a focus on moderate to long-term video retention through a multi-tiered storage infrastructure– will provide BDT with a scalable, cost-efficient, video storage software application that seamlessly integrates with the BDT Products hardware family.

BDT Product is the manufacturer and OEM supplier of a complete line of LTO-based storage libraries, disk-based NAS storage devices, as well as servers, which when integrated with the SoleraTec Phoenix RSM software creates a complete end-to-end video management solution with scalable moderate to long-term retention.

Phoenix RSM is a professional grade VMS that manages multiple tiers of storage resources. It can capture video on a traditional hard disk drive and then move it to less expensive storage devices such as near-line and offline data tape libraries, or hard disk based removable storage. When integrating multiple storage tiers to expand video retention there are significant cost savings that is in stark contrast to the high price for hard disk only based storage solutions. Not only is near-line/offline storage less expensive, it is more durable and can be kept for decades while retaining video quality.

BDT Products will integrate and embed the Phoenix RSM software with various hardware components to deliver scalable affordable video surveillance storage solutions with professional grade VMS capabilities.

“Working with the BDT Products team to expand the reach of the SoleraTec brand globally is a significant step for us and we are eager to work with the BDT Products team,” stated Mark Armstrong, CEO of SoleraTec. “BDT Products brings an abundance of industry knowledge and personal contacts to the table and we are honored to be working with them.”

Global video surveillance markets have various retention and privacy regulations that differ from country to country and having a global organization that SoleraTec can partner with is important for local success. BDT’s 35-year history in the global data

storage market makes them the ideal partner for SoleraTec's video asset management software solutions.

“The multi-tiered storage capabilities of SoleraTec's software showcase the advantages of the BDT's well-established and market leading hardware products, which makes them a great partner for us,” added Friedhelm Steinhilber, Chairman of BDT.

About BDT Products

We at BDT are a worldwide leading technology partner of the most important companies in the IT and printing industry. We are experts in Data Management – the storage and archiving of data. We do not only revolutionize the protection of data, but also promote the handling of media such as paper! Print Media Handling is our profession, right from the very beginning. Furthermore our Technical Services repairs defect data storage devices reliably and fast.

About SoleraTec

SoleraTec is a leading developer of archive, storage, and video lifecycle management products. SoleraTec leverages a heritage of over 15 years to deliver quality, innovation, and technological advancement that has established it as one of the premier data protection solution providers in the industry. SoleraTec works through OEMs, dealers, and system integrators to deliver complete video asset protection solutions. The company was established in 1997 by a team of industry veterans with experience deploying data protection, HSM, and storage lifecycle management solutions to some of the largest companies around the world. For more information, please visit www.SoleraTec.com.

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