

Who is Leverage Information Systems?

Leverage Information Systems (Leverage) is a US company and a leading provider of Unified Communications solutions to the US Dept of Energy (NNSA & Nat'l Labs), NASA, US Dept of Defense, Homeland Security, US Dept of Justice, US Intel agencies, US Public Safety agencies, and the US Dept of Veteran's Affairs.

In addition, Leverage supports the North American Energy and Utility industry and the North American Healthcare industry.

Our solutions include LAN/WAN Core Network Components, Land Mobile Radio, WLAN/MESH/P2P Broadband, Fixed and Mobile Video/Audio Surveillance, IP Telephony, Asset Tracking, Information Assurance (INFOSEC) IT/ INFOSEC Staffing and IT Professional Services.



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Leverage Earns Cisco's Data Center Certification

Leverage Information Systems is proud to announce that we've achieved the Cisco System's Advanced Data Center Networking Infrastructure Certification. This allows us to make available to you the entire solution line of Cisco's Data Center offerings, backed by our unbeatable Professional Services.

As a Gold Certified partner, we offer our clients the following benefits:

More value – Our team is focused with a proven track record on delivering value-added services and solutions.

Proven technical expertise – Our substantial commitment to Cisco's training road map ensures specialization in specific technologies that enable us to deliver the newest solutions.

Cisco's Data Center 3.0 is built on the concept of investment protection through the leveraging of existing infrastructure and granular integration of new technologies and platforms to meet business needs.

The central element is data center virtualization, which offers:

- Lower total cost of ownership (improved asset utilization and reduced, infrastructure, power, and cooling demands)

- Improved agility and responsiveness.
- Enhance business resilience with greater operational continuity
- Build a truly flexible, scalable framework for your datacenter.

These virtualization solutions extend from the desktop and the branch to the data center and include the network services, storage services, security, and L4-7 application services. Cisco data center solutions are based on tested, proven designs that enable low-risk, incremental evolution.

As virtualization, consolidation and storage continue to explode at exponential rates; many organizations are increasingly challenged with maintaining agile and scalable environments. Cisco's Data Center solutions offer new opportunities to address these issues.

We are proud to be able to offer the extensive line of products and solutions that the Data Center solutions encompass. Please contact us for more information, or visit Cisco's Data Center web pages at:

http://www.cisco.com/en/US/netsol/ns340/ns394/ns224/networking_solutions_packages_list.html

Leverage Video Surveillance Team Serves Public Safety, Justice and Homeland Security with IP Surveillance Solutions

Leverage's team of IP Video Surveillance product experts designs and deploys Enterprise-Wide, Proactive Video/Audio Surveillance Systems for Federal, State and Local Governments.

From requirements to deployment and long-term support, the Leverage IP Surveillance solution ensures continuous ubiquitous access and edge-based intelligent video across a no-single-point-of-failure architecture utilizing our multi-discipline expertise and years of experience. This architecture has been deployed city-wide, and capabilities have been recently expanded to include rapid-deployment cellular applications.

The Leverage patented IP Surveillance architecture is capable of providing a No-single-point-of-failure functionality, resulting in a high availability of surveillance video and audio. The highest level of service is possible with complete redundancy from the core of the network to the camera scene. A suitable solution is the balance between requirements and capability. Leverage's architecture provides the capability to provision the most resilient IP video network with the highest degree of reliability. The Leverage IP video network can predicate the mission to meet interdependent requirements of functionality and budget.



The Problem

Law enforcement in the city of Lynwood has always been a challenge. In an effort to reduce crime and make the community safer, the LA County Sheriff's Department (LASD) chose to implement a program known as Advanced Surveillance and Protection (ASAP). Its technology includes video surveillance; acoustic gunshot detection; automatic license plate recognition scanners (ALPR); and "Bluecheck," the newest mobile device which allows deputies to scan thumbprints for immediate identification of individuals. These tools facilitate crime fighting while also providing deputies with real-time intelligence that enhances their safety.

During a pilot program for the ASAP technology, Firetide Inc., who is a leading developer of wireless mesh and access networks, recommended to the Sheriff's Department that Leverage Information Systems lead the incorporation of the video surveillance system. A proven solutions integrator, Leverage had the expertise to quickly deploy a solution with immediate results. Real-time images from cameras placed in high-crime areas enabled deputies to dramatically reduce response times and in some cases, interrupt crimes in progress.

When residents and local business owners pressed for an end to the prostitution and gang activity prevalent on Long Beach Boulevard, the city's main thoroughfare, the answer was obvious. Based on the overwhelming success of the ASAP program, Captain James Hellmold of the LASD recommended expanding the video surveillance network to include this problem area.

City council members and the Sheriff's Department agreed that any additional cameras would have to meet several criteria. One was that they take advantage of the existing scalable architecture. A standards-based solution would also facilitate future expansion of the network.

The project would have to be completed quickly, and produce immediate results. Overall cost was another consideration. They desired to get the highest possible return at the lowest price.

The Solution

Several vendors responded to the city's request for proposals for the installation and integration of wireless pan/tilt/zoom cameras that would integrate with the existing infrastructure. For their expertise and value offering, Leverage Information Systems was chosen for the expansion.



Leverage's LSN2000, Patent Pending Tactical Surveillance Node, (TSU)

The Leverage-engineered Internet Protocol (IP) intelligent video surveillance system features peer-to-peer architecture, virtually unlimited scalability, ubiquitous access, and is proactive with alarms and analytics. In addition, the "network centric" system features a "no single point of failure" (to the edge), video provisioned from the edge of the network, DR recording capability, a high degree of availability and reliability, and optimized bandwidth and storage. At the core of the Leverage system are IP cameras, network video recorders

It's Time to Focus on Physical Security

Sheriff's Department Safeguards Lynwood Community Using Intelligent Video Surveillance Network

(NVRs), control center application software and pattern recognition libraries for analytics. Real-time information is transmitted wirelessly from the cameras to the LASD command center. Dispatchers can optionally redirect video to patrol cars, providing deputies with on-scene information prior to arrival.

Captain Hellmold recognizes video surveillance as an important tool for law enforcement. "The Los Angeles County Sheriff's Department utilizes video surveillance technology for real-time intelligence to equip deputies to more safely and effectively fight crime. In the City of Lynwood and surrounding areas, this has meant addressing prostitution, graffiti, street racing, and other quality of life issues. Most of these issues have a nexus to gang members and criminals, who are often armed and responsible for street crimes, drugs, and other, more serious offenses.

"With all of this advanced technology, nothing replaces the impact of good old fashioned police work by our deputies on the street. We're simply utilizing this technology to equip deputies to more safely and effectively conduct their jobs, as well as provide the video evidence to ensure successful prosecution."

Deborah Jackson is Lynwood's Director of Neighborhood Services. She's the liaison between the Mayor's office and the LASD. After the installation of several cameras on Long Beach Boulevard, not only did prostitution and related crimes nearly disappear, other benefits resulted too. One small business owner told Jackson, "I've been robbed so many times; it's just wonderful to have the cameras here."

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Leveraging New Products

Cisco Enhances it's Catalyst Line

Leverage prides itself in bringing the newest technologies to our clients in an effort to extend the life of your facility's technology investments. This month's highlight is some of the exciting new releases from Cisco and their latest family member of the Nexus Product line and enhanced features for the Cat. 6500 series switches.

The new Cisco Nexus 7018 joins the Nexus 7000 Series with an 18-Slot Chassis that provides up to 16 I/O

module slots supporting up to 512 10Gigabit Ethernet ports to meet the demands of the largest data center deployments.

The new Cisco Nexus 5010 28-port switch is a one rack unit (RU) switch supporting 10 Gigabit Ethernet, Cisco Data Center Ethernet (DCE), Fibre Channel over Ethernet (FCoE), and Fibre Channel, able to consolidate traffic from local area networks, storage area networks and server cluster onto a single unified fabric. Also see the Cisco Nexus 5020 for additional capacity.

The new Cisco Nexus 2000 Series Fabric Extender helps IT managers cope with two key data center factors: increasing numbers of servers and increased demand for bandwidth from each server.

Cisco Catalyst 6500 enhancements enable customers to use the Catalyst 6500 as a virtualized service node together with a Nexus core to secure and accelerate applications cost effectively.

Other software enhancements include an In Service, Software Upgrade and support for long range integrated 10GbE optics reduce the time needed for planned network maintenance and facilitate virtual machine mobility across data centers.

For more information on these new products, or any other Cisco Solutions, please contact your Leverage Sales Specialist



OUR LIMITED TIME, Special Offering

In celebration of Leverage's recent award by Cisco Systems of the "Advanced Data Center Networking Infrastructure" Specialization:



Receive up to 10% off every bundled Cisco Nexus 5000 solution valued at \$30k MSRP* or more during the month of March, 2009.

*Discount applicable toward list prices of Cisco Nexus 5000 Series. Additional items, upgrades and configurations subject to regular pricing. Offer extends to new orders quoted and placed from 03/02 - 03/31. Please contact your Leverage salesperson for details.

Meet Your Leverage Team

The DOE/NASA team, (Team Leverage) consists of three key personnel:

Christie Calnan, a 10-year Leverage veteran acts as the anchor to our team and is your inside account manager. christie@leverageis.com

Jason King, your engineer, is a Cisco Certified CCIE. Before joining Leverage, he spent nine years working at LLNL in the HPC department, and also rose to become the manager of their core network. jasonk@leverageis.com

Kendall Matson, your account manager, has spent 8 years assisting in the design and development of disaster recovery plans and VoIP implementations. kendallm@leverageis.com

With many years of experience, our team is equipped to assist in planning, budgeting and development of any network-related project. Our objective is to be honest, fair and always strive to do the right thing for our customers.

To Learn More

Visit us online at www.leverageis.com

Call us Toll Free **800.825.6680**



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Funding

Another of Jackson's tasks is to find monies for expanding the video surveillance network. Because Lynwood is a small city, their funds are limited. Although the Lynwood City Council was able to purchase 10 cameras through the reallocation of funding in the Public Safety budget, they wanted to do more.

Having signed up for the Department of Justice's mailing list, Jackson learned of an annual grant that would enable the purchase of another video camera. She applied for and received the grant. That money was then used to purchase a camera for the city's new Ham Park. Internet searching is another method she uses to find available grants for which the city can apply to obtain more funding.

A Growing Solution

Continued expansion of the video surveillance network in Lynwood is underway. A camera will be installed in Ham Park prior to its grand opening and will remain in place to discourage crime elements from establishing themselves in the park.

Mayor Santillan has been in discussions with the school board about installing cameras on school grounds to increase student safety while also reducing vandalism and other crimes incurred at tax payer expense.

Having seen the positive results of cameras placed along Long Beach Boulevard, many citizens and small business owners have requested cameras along Atlantic Avenue, another trouble spot in the city.

Improving Safety and the Quality of Life

Lynwood Mayor Maria Santillan has been very pleased with the results of the video surveillance network. "The residents and small business owners are happy—crime has dramatically decreased, particularly prostitution. The cameras are really doing their job."

Captain Hellmold gives Leverage high marks for ensuring the network's quality of service. "We've had great results with

their technology. On the layman's level, it just works. With some other technology [providers], we've heard the laundry list of reasons why certain components don't work. At the front end user level, quite frankly, I don't care why it doesn't work—just fix it. Leverage has done a magnificent job of simply making sure our system works."



For more information on our Physical Security Team, our patent pending surveillance products and more, please contact us at 800.825.6680, or visit us! www.video.leverageis.com

Like What You've Seen?

We hope you've enjoyed our newsletter, and hope to be able to continually provide you with information, our services and special offerings!

Register at answers@leverageis.com to receive future Issues of LeverageNEWS!

(first 100 registrants receive a free Leverage Tee Shirt!)



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