



## NEW ZEALAND BECOMES THE LAUNCH PAD FOR BIKAL IP CCTV IN ASIA

8<sup>th</sup> December 2010, London, UK. Bikal IP CCTV Ltd today announced the new partnership with Densi Pvt Ltd of New Zealand. The partnership will, initially, work to distribute Bikal products within the region by responding to the enquiries that Bikal generates through its marketing within the industry. Bikal will also provide Densi with further marketing and promotional activity based on applications for clients such as ports, banks, retail establishments and government agencies.

Mr. Denis Fife will lead the region as the CEO of Densi. "It took us 2 months to learn the features of the software and to test the hardware requirements to ensure we were fully prepared to take on the responsibility", stated Mr. Fife. "As a partnership it works very well and we are proud to provide a new service to the local market in which we have been working for a long time. Our IT experience is a perfect complement to Bikal IP CCTV", he added. Densi works mainly in New Zealand but their partners extend across Southern Asia.

As a pioneer of IP CCTV in the UK, Bikal's aim is not to rely solely on the UK market but to expand globally. "Densi is part of our international strategy to extend the brand and the marketing to different regions and our discussions with Densi has led to a partnership on both a technical and customer services level", stated Group CEO, Mr. Raj Sandhu. Densi will support Bikal NVRs with maintenance and support within the region.

The accounts of the current customers in the region will transfer across to Bikal New Zealand, but all warranties and agreements will not only be maintained but may actually be upgraded for more regular onsite maintenance and information on upgrades. The local office will be organising and creating training sessions for customers during the course of 2011.

### About Bikal IP CCTV Ltd

Bikal provides High Quality **IPCCTV** equipment including network **IP cameras**, network video recorders & CCTV software. Bikal products & services offer world leading 'IP CCTV' equipment for home and small business to enterprise class solutions. Bikal provide distribution and system integration services across the globe working directly with partners, engineers and system integrators to deliver reliable network CCTV systems.

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