

An aerial photograph of Chicago, Illinois, with a red circular overlay. Inside the red circle, a yellow magnifying glass is positioned over a street sign that reads "N CAMPBELL AV". The background of the entire page is a green-tinted aerial view of the city, including skyscrapers, parks, and a highway. The title "AN EYE ON CRIME" is written in large, white, bold, sans-serif capital letters on the right side of the red circle. The text "BY WENDY REVELL, CONTRIBUTING WRITER" is written in smaller, white, bold, sans-serif capital letters at the bottom left of the red circle. The page number "18" and the text "Fallto Press Spring 2007" are located in the bottom left corner of the page.

AN + EYE ON CRIME

BY WENDY REVELL, CONTRIBUTING WRITER

Chicago. Home to the Bears, the Bulls, three million people and headline-making crime. Lately, however, the crime story has been a positive one and no one could be happier about that than RMS Technology Solutions, Inc, of Buffalo Grove, Illinois. Its Portable Overt Digital Surveillance System, known as PODSS®, is playing a key role in the Chicago Police Department's crime statistics makeover, and Pelco's Spectra Series PTZ Dome camera is the heart of the wireless security system.

President of RMS, Rick Rubenstein, is quick to point out that PODSS® is just one part of the Chicago Police Department's overall strategy to combat crime. "Crime is an ever-moving target, and we're very proud to have a product that's really making an impact for public safety," Rubenstein said.

As the name states, PODSS® are portable camera systems, providing the utmost in flexibility. The mobile capability means they can be moved as the needs of law enforcement change, and that they can also easily be temporarily located for a one-day festival or special event. "As long as there's a power source, they can go anywhere," Rubenstein said.

Unlike traditional video cameras, which are typically designed to be seemingly invisible, the PODSS® virtually shout their presence. The

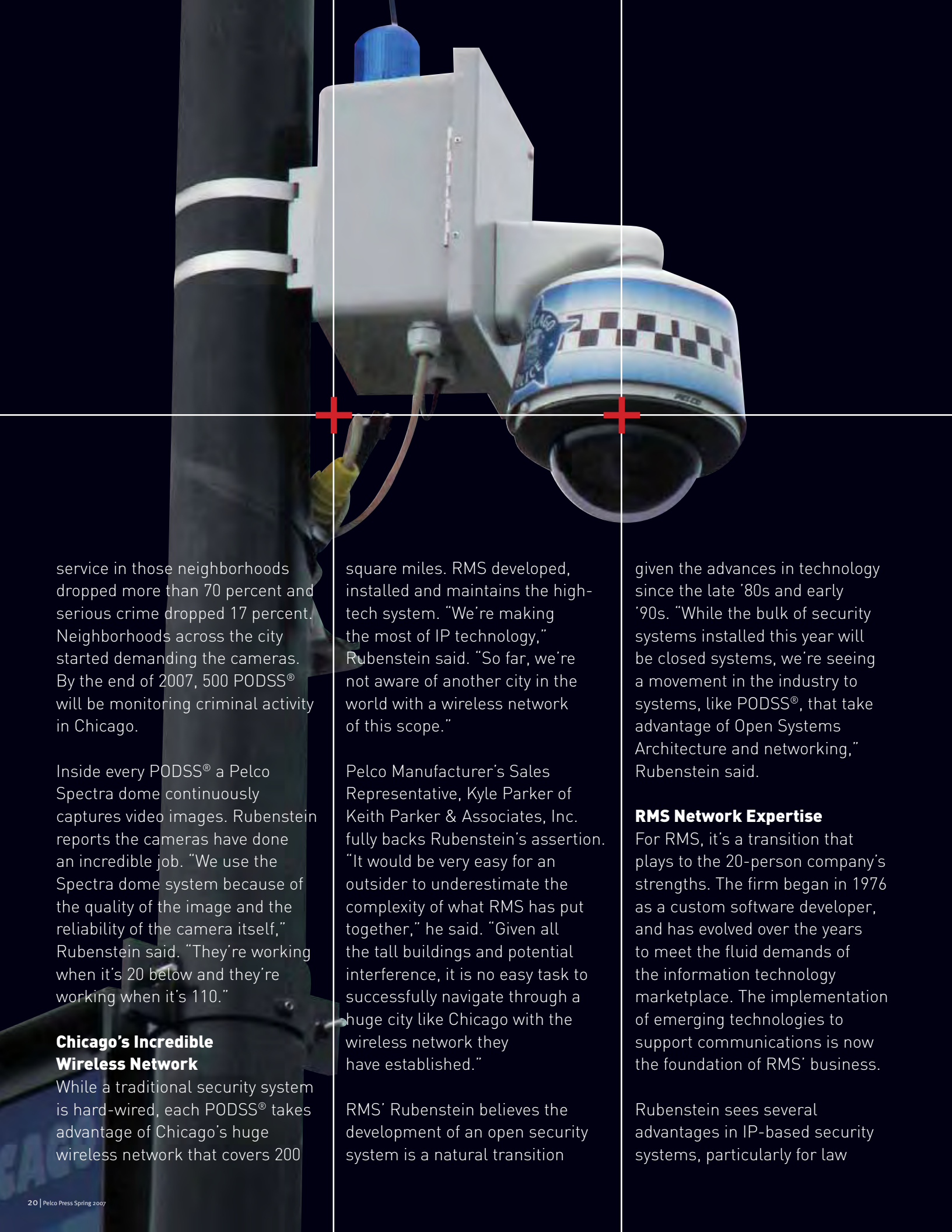
RMS TECHNOLOGY SOLUTION'S PODSS® FIGHTS CHICAGO CRIME WITH GREAT RESULTS

two-foot high boxes have black and white checkerboard borders and are clearly emblazoned with the police department's logo. On top of each unit, a flashing blue strobe light calls further attention to the device.

According to Paul Zucker, Vice President of Technology for RMS, the design carried out the police department's stated objective of using the devices for overt surveillance. "They wanted the cameras to be clearly visible, so that there's no question that the public area is being watched," Zucker explained. "And, it's proven to be a highly effective strategy for deterring criminal activity."

Pelco's Spectra Series PTZ Dome at work 24/7

The first PODSS® were installed in June 2003. After seven months on the job, the Chicago Police Department reported that calls for



service in those neighborhoods dropped more than 70 percent and serious crime dropped 17 percent. Neighborhoods across the city started demanding the cameras. By the end of 2007, 500 PODSS® will be monitoring criminal activity in Chicago.

Inside every PODSS® a Pelco Spectra dome continuously captures video images. Rubenstein reports the cameras have done an incredible job. "We use the Spectra dome system because of the quality of the image and the reliability of the camera itself," Rubenstein said. "They're working when it's 20 below and they're working when it's 110."

Chicago's Incredible Wireless Network

While a traditional security system is hard-wired, each PODSS® takes advantage of Chicago's huge wireless network that covers 200

square miles. RMS developed, installed and maintains the high-tech system. "We're making the most of IP technology," Rubenstein said. "So far, we're not aware of another city in the world with a wireless network of this scope."

Pelco Manufacturer's Sales Representative, Kyle Parker of Keith Parker & Associates, Inc. fully backs Rubenstein's assertion. "It would be very easy for an outsider to underestimate the complexity of what RMS has put together," he said. "Given all the tall buildings and potential interference, it is no easy task to successfully navigate through a huge city like Chicago with the wireless network they have established."

RMS' Rubenstein believes the development of an open security system is a natural transition

given the advances in technology since the late '80s and early '90s. "While the bulk of security systems installed this year will be closed systems, we're seeing a movement in the industry to systems, like PODSS®, that take advantage of Open Systems Architecture and networking," Rubenstein said.

RMS Network Expertise

For RMS, it's a transition that plays to the 20-person company's strengths. The firm began in 1976 as a custom software developer, and has evolved over the years to meet the fluid demands of the information technology marketplace. The implementation of emerging technologies to support communications is now the foundation of RMS' business.

Rubenstein sees several advantages in IP-based security systems, particularly for law



enforcement. Wireless connectivity allows the PODSS® cameras to be quickly moved to new crime 'hot spots' without regard to what fixed infrastructure may be available. The lack of fixed wire infrastructure also makes the system less costly to maintain. Perhaps most beneficial of all, field officers can control multiple PODSS® units from laptop computers, greatly increasing the ability of law enforcement to respond quickly and appropriately to crime situations.

Partnerships Key to Success

"Being able to have a good partner is critical to what we do," Rubenstein said. "Particularly with law enforcement, clients have very high expectations. With Pelco, whenever there's been a problem, we get a great response."

Rubenstein specifically credited Kyle Parker. "The availability of

equipment to test is never an issue," he said. "I just call Kyle and he gets it right away."

Parker says that's all part of Pelco's commitment to fanatical customer service. "At Pelco, there's a real emphasis on team selling, something very vital given the matrix sales team structure." Parker says Pelco's donation to Chicago's Gold Star Memorial Park, which honors officers killed in the line of duty, is an excellent example of the company's commitment to team support. "When I asked Tim Glines, VP of Manufacturing at Pelco, for support of the Park, there was an immediate willingness to help. Through Tim, Pelco graciously arranged for Spectra domes to be donated to this important memorial."

Saving Lives is the Bottom Line

For Rubenstein, seeing his

company's product profiled on CNN, MSNBC, and NBC's Today Show has been incredible. In addition to Chicago, PODSS® are at work in Baltimore and Philadelphia, and will soon be installed in Indianapolis. His own town of Buffalo Grove has utilized the system to effectively deal with graffiti at the local skate park. It's all a long way from designing the accounting software that launched his firm 30 years ago.

"You really can't put a price on what the cameras do," Rubenstein said. "It's pretty neat when you're a part of saving 150 lives. It blew me away when I overheard my daughter describe what I do. She said, 'My dad helps fight crime'."

