

CUSTOMER PROFILE THE REPUBLIC OF GEORGIA - MINISTRY OF INTERNAL AFFAIRS

CHALLENGES

- Outdated, unreliable existing security technology
- Rugged terrain and hard to reach areas
- Alternatives lacked integrity and customers felt unsafe
- Unable to respond to emergencies due to unreliable alternatives tried
- Other alternatives too costly to implement in order to reach all customers, including costs for:
 - Cabling, wiring or trenching
 - Building of remote radio repeater towers
 - Vulnerabilities to telephone wire cuts, outages, etc.
 - Lost or unreliable signals
 - Recurring costs and fees

SOLUTION

- *AES-IntelliNet*
 - Able to reach remote areas
 - Extremely reliable
 - No telephone service needed
 - No cabling, wiring, trenching or towers needed
 - Radios signals allow vast scalability
 - Not vulnerable to weather, line cuts or missed signals
 - No third party fees or ongoing costs

BENEFITS

- Offered complete control of alarm services end-to-end
- Eliminated monthly communication costs
- Increased revenue
- Infinitely scalable
- Easy to install
- Easy to manage

AES-IntelliNet Gains Endorsement of Ministry of Internal Affairs and Security Police in The Republic of Georgia

Rich with heritage, pride and history dating back to Mesopotamia, The Republic of Georgia is an independent country located between Russia and Turkey. While it has gone through periods of being ruled by other countries, such as the most recent Soviet Union occupation for almost half of the 20th century, Georgia today still fights to protect its borders and people from any and all threats and to maintain its hard fought independence.

Since 1991 when Georgia became independent from the Soviet Union, the Republic of Georgia has weaned itself from dependence on Soviet services and influences. One of the services they relied on was, what had become an outdated and unreliable Soviet security technology. The entire population of Georgia relies on the Ministry of Internal Affairs Security Police for their security and they were not happy with the reliability of service being provided.

Because of the Georgian landscape, finding the right reliable alarm communications technology was a huge challenge. The Republic of Georgia includes cities, mountains, valleys, hills and dales. This terrain made finding the right security communications system difficult because most technologies depend on unreliable telephone lines and perhaps antiquated private 1-way radio technologies to communicate. In remote areas in particular, these options are not reliable and were very costly to implement.



Georgian Security Police Building in the Capitol city of Tbilisi

They set out to find an alternative with a specific criteria in that the new system needed to be extremely reliable, vastly scalable, able to reach deep into densely populated valleys, and it needed to reach from one end of the country to the other while maintaining its integrity. This was not so easy to find. Initially, the Ministry of Internal Affairs upgraded to a legacy 1-way radio technology from an Israeli-based company but experienced significant reliability issues.

According to Zaza Gelashvili, Head of the Security Police under the Ministry of Internal Affairs, "We did not like the first radio system we tried because customers did not feel safe. They would wait for police responses from their alarm system and either it did not come because the alarm was never received or the police were being directed to the wrong location. For example, we had 5 regions in the city of Tbilisi, each region had different systems with different frequencies and none of them played well with each other. Maybe that 1-way radio system works for others but for our



Mark Brandstein, COO for AES Corporation checking out AES-IntelliNet's head end gear in Georgia

needs, it was unstable. We kept losing signals. It was as if the whole system was caving in on itself."

Giorgio Jaliashvili, the Deputy Head of Technical Development for the Georgian Security Police was tasked to find an alternative security system. According to Giorgio, "This was a matter of life or death. Our security system needs to work all the time."

Armed with his list of keywords, he set out to search for a system over the Internet. He found AES-IntelliNet (www.aes-intellinet.com) and was immediately intrigued by the redundancy, scalability, reliability and speed claims of the AES-IntelliNet long range mesh radio alarm communications system and how it works. Giorgio contacted AES via email through their website and that's how it all started. "I was immediately impressed with the responsive service I received. It's always a

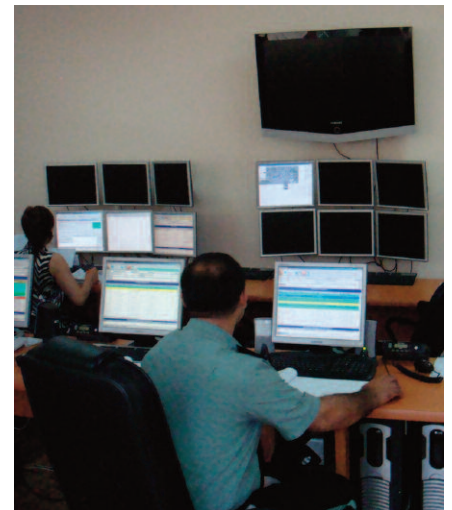
good sign when you receive hands-on personal attention," said Giorgio.

Upon doing his due diligence, he also found that AES-IntelliNet's mesh alarm communications system was easy to install and that customers would have complete control over the system from end-to-end. He was optimistic this could be the right technology for their needs and proceeded with his evaluation of the technology.

According to Giorgio, "Within just a few weeks, we were testing the AES-IntelliNet wireless mesh communications technology. We found that the total system cost about the same as the other systems on the market but without the expensive one-time and ongoing costs associated with radio repeaters, radio tower rentals, cabling or the trenching necessary with alternative legacy radio systems. Also, unlike the others, it's a 2-way system that we can own and operate independently and it automatically re-routes around changing radio network situations so the alarm signal always finds its way to the central receiver. The best part for our needs is that the scalability and reach of the mesh network is virtually limitless. This capability allowed us to reach and protect premises in those remote areas that other technologies could not reach but even more importantly, it worked, every time. We tried it and we did not lose one signal. It's exactly what we needed."

The scope of the current project initially involved providing mesh radio communications coverage for alarm monitoring in the cities of Tbilisi, the capital of Georgia and Batumi, a seaside Black Sea resort city in Georgia.

With those as successful starts, the Georgian Police have big expansion plans for its AES-IntelliNet network and plans to provide security services throughout the Republic. "The business relationship we've had with AES has been great and there's no end to what we can do with our AES-IntelliNet long range mesh alarm communications network. We intend to capitalize on our investment and share this exceptional product not only with security services but also with other services that might benefit from cost effective, highly reliable communications systems, including fire monitoring throughout the regions," said Giorgio.



Central Control Center in Tbilisi

"We tried it and we did not lose one signal. It's exactly what we needed."

Giorgio Jaliashvili
Deputy Head of Technical Development



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