For Immediate Release

Genetec puts in place strategic initiatives to support fast growth in Mexico

Company appoints Alain Bissada to lead operations in Mexico and moves to larger facilities to accommodate new training & customer experience centers and room for staff expansion

MONTRÉAL, November 14, 2019—Genetec Inc. ("Genetec"), a leading technology provider of unified security, public safety, operations, and business intelligence today announced strategic new initiatives to support its fast growth in Mexico.

To spearhead these new initiatives, long time Genetec sales leader, Alain Bissada, who is currently Senior Director for Canada, is taking on a new expanded role to include Mexico as part of his responsibilities. In this new position, Alain Bissada will be responsible for supporting the company's wide range of public safety, industrial, enterprise, retail and banking customers in Mexico, and put in place the necessary infrastructure to support its ambitious growth plans.

Genetec is currently undertaking a recruitment campaign to support its growth in the region and is actively looking for a new country manager. The company will be moving to new, modern offices in the Polanco region of Mexico City, featuring a state-of-the-art experience center to showcase its entire range of unified IP security solutions, a sales engineering lab, training facilities, and additional space to accommodate new employees.

As the leading vendor of video surveillance, access control and license plate recognition solutions[*], Genetec has been growing its market presence in Mexico at a very rapid pace. The company currently has public safety customers in 26 out of

Mexico's 32 states, and hundreds of private customers across a wide range of industries including, manufacturing, logistics, utilities, hospitality and more.

"Customers are looking for technology solutions that not only enable them to protect people and assets but also help them make the most of their video surveillance and physical security infrastructure investment to improve their operations," said Alain Bissada, Senior Director, Canada and Mexico. "I look forward to working with our talented team and network of systems integrators in Mexico to support our ambitious plans in the region and to give our customers the support they need to meet their security and business operations needs."

*Genetec was named the world's number one vendor of Video Management Systems (VMS) by IHS Markit in 2018 and the only security and public safety solutions developer to hold top-10 global rankings across all physical security industry sectors including video management software (VMS), access control software, and automatic license plate recognition (ALPR) software.

About Genetec

Genetec Inc. is an innovative technology company with a broad solutions portfolio that encompasses security, intelligence, and operations. The company's flagship product, Security Center, is an open-architecture platform that unifies IP-based video surveillance, access control, automatic license plate recognition (ANPR), communications, and analytics. Genetec also develops cloud-based solutions and services designed to improve security, and contribute new levels of operational intelligence for governments, enterprises, transport, and the communities in which we live. Founded in 1997, and headquartered in Montreal, Canada, Genetec serves its global customers via an extensive network of resellers, integrators, certified channel partners, and consultants in over 80 countries.

For more information about Genetec, visit: www.genetec.com

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