



asx announcement
media release

15 May 2018

Hills and Genetec extend exclusive distribution agreement

Hills Limited (ASX:HIL) and Genetec Inc ([Genetec](#)), a leading provider of security and public safety solutions, today announced the extension of Hills exclusive distribution agreement across Australia and New Zealand (ANZ) until 31 October 2020.

Hills has deployed Genetec unified security solutions into major sporting venues, law enforcement, government, transport and health care sites across ANZ. As part of the distribution agreement, Hills provides training, technical support, pre-sales support and software development for Genetec installers.

Hills CEO and Managing Director, David Lenz, said the extension of the agreement would enable Hills to invest and drive the continued development of the ANZ market in close collaboration with Genetec.

“World leading technology from Genetec, supported by Hills expertise and technical support is a winning combination for integrators,” Mr Lenz said.

“Genetec continues to innovate and introduce new solutions including retail analytics, operational intelligence, access control and automatic number plate recognition (ANPR), which are well aligned to the requirements of the local market. They have pioneered cloud based security products, making Hills uniquely placed to offer a complete security solution to integrators, from smart video analytics and surveillance, to networks, server hardware and CCTV cameras.”

Genetec Managing Director of Asia Pacific and Japan, [Daniel Lee](#), said the Hills Genetec relationship had delivered double digit growth in the past three years.

“For 21 years, Genetec has been delivering a consistent flow of clever innovations, which started with our IP video management system (VMS) and has expanded to our fully open-architecture, unified security platform, Security Center,” added Mr Lee. “Genetec and Hills share a common vision of innovation and service, which positions us well for continued growth and momentum over the next three years.”

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Hills was awarded “Genetec Best Distributor 2017” and “Best Development Partner in Asia Pacific” for 2017, and is one of a select number of Genetec partners worldwide chosen to provide systems integration and delivery services. Hills is also partnering with Genetec to establish the Genetec™ Australian Application Development Centre in Sydney, to support the growth of their security integration business in ANZ.

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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 Centre, unifies IP-based video surveillance, access control and automatic license plate recognition (ALPR) into one platform. Through continued pioneering innovation, Genetec also develops cloud-based solutions designed to improve security, bring new levels of insights and improve operations for governments, businesses and the very communities in which we live. Founded in 1997, and headquartered in Montréal, Canada, Genetec serves its global customers via an extensive network of resellers, certified channel partners, integrators and consultants in over 80 countries. For more information about Genetec, visit: www.genetec.com

About Hills Limited

Hills is a majority Australian-owned publicly listed company (ASX:HIL), a value-added distributor of integrated technology solutions that connect, entertain and secure people in the environments they trust the most: their homes, schools and universities, hospitals and aged care facilities, workplaces and government institutions. For more information, visit www.hills.com.au

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