

ASX AND MEDIA RELEASE
12 November 2015

MARKET UPDATE

The Company would like to update the market on the latest distribution announcement by DVTEL confirming the extension of the existing distribution agreement held by Q Technology Group and the Q Security Systems (QSS) business. Attached is the DVTEL press release.

QSS management would like to add that this announcement marks an extension of our already strong existing working relationship with DVTEL which is one of the most widely used VMS platform in the Australian & NZ market place with over 1000 existing sites. QSS has been recognized for its high levels of customer service pre and post sales support for DVTEL products in being appointed as the primary distributor for DVTEL in Australia and NZ.

Separate to the DVTEL decision QSS has also entered into a distribution agreement and new relationship with Dahua which is the second largest Chinese CCTV, intercom, access control, parking guidance system and other related security equipment and will commence distributing this product from late November 2015.

These developments demonstrate the ongoing commitment from management to ensure we continually ensure the optimization of our product range to provide opportunities for the QSS business to compete more effectively in both the day to day CCTV and related security market and at the same time increase our focus on and penetration of the major project segment of the security market.

The board is pleased about these new announcements which have been the product of many months of patient and diligent work by the management team and will ensure the QSS business is better positioned to compete strongly in the current market environment.



Rob Rosa
Managing Director and CEO

About Q Technology Group Limited

Q Technology Group Limited is based in Melbourne, Victoria. The Group has annualised revenues of approximately \$24 million as a leader in the supply and support of high quality CCTV, video switching, networking, alarm and access control products.

For more information on the Company please visit

<http://www.qtechnologygroup.com.au>

<http://www.qsecuritysystems.com.au>

Press Release

DVTEL Signs Q Security Systems as Primary Distributor for Latitude, edge devices and DVTEL ioi Analytics solution range in Australia

Strategic alliance strengthens DVTEL's presence in the Australia and New Zealand video solutions marketplace

RIDGEFIELD PARK, N.J., November 2, 2015 -- [DVTEL, INC.](http://www.dvstel.com), the video surveillance solutions provider, announced today that Q Security Systems (QSS), a leading distributor based in Australia, will become the primary distributor for Latitude, edge devices and DVTEL ioimage Analytics solution range in Australia. DVTEL and QSS first signed a distribution agreement in January 2014. Impressed by QSS' commitment, indefatigable work ethic, and excellent customer service, DVTEL moved to make QSS its primary partner in the area.

"At DVTEL, we believe that providing exceptional support to our customers is paramount to offering the best video technologies on the market," said Yoav Stern, CEO of DVTEL. "The reason we chose to collaborate with QSS is because they have a clear understanding of our business and our people. We know that they will make a great partner and play an instrumental role in helping us achieve our goals in the Australia and New Zealand regions moving forward."

Prior to QSS, DVTEL worked with Hills Ltd. Serving as DVTEL's main distributor for the last decade, Hills provided great support to DVTEL, who deeply appreciates the many years of friendship and business partnership with the distributor.

DVTEL customers in the Australia and New Zealand regions will continue to enjoy access to the video solution provider's product line with QSS at the helm. All existing accounts, projects, stock requirements, services, warranties and support will seamlessly transition to QSS' ownership in the next three weeks.

About DVTEL

DVTEL is a leading developer of open-standard, end-to-end video surveillance solutions. DVTEL's advanced technology R&D department provides enterprise-grade integrated IP video networks available for small, mid-size and enterprise applications – that are scalable and share unified architecture. Solutions include high-performance, storage-efficient HD IP cameras and video analytics for outdoor intrusion detection and tracking developed by DVTEL's research teams. DVTEL partners with leading industry players to deliver ONVIF-compliant solutions, provide high-quality services, develop custom applications, and seamlessly integrate third-party products to ensure interoperability and performance. DVTEL's installations provide field-proven expandability, flexibility and functionality in thousands of locations across five continents, while minimizing your investment and cost of ownership.

For more information, go to www.dvstel.com.

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