Issue:
February 18, 2013

CEOCFO Magazine - The Most Powerful Name In Corporate News and Information

Already having Coastguard Customers in Malaysia and India for their High-End Night-Vision Cameras that offers Range-Gating Capability and a unique Laser Illuminator Technology, Obzerv Technologies Inc. is well positioned for Growth

Technology
Surveillance Cameras

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Deni Bonnier
President

BIO:
One of the company's founders, Mr. Bonnier has been President since Obzerv's inception in 2002. He is responsible for overall management and direction of Obzerv.

Mr. Bonnier began his career at the Department of National Defense, where he spent 17 of his 22 years of experience as researcher and group leader. From 1990 to 1994, he headed the group that developed and tested Canada's first active underwater mine detection camera (LUCIE) whilst he also supervised the development and testing of an active airborne search and rescue camera (ALBEDOS). As head of the Active Surveillance section, he represented Canada on the NATO committee on the military applications of laser systems. In 1998, Mr. Bonnier joined INO to head its active imaging and DALIS™ laser source group.

Mr. Bonnier holds a bachelor's degree and master's degree in electrical engineering from Laval University in Quebec City. He is currently a member of the Ordre des Ingénieurs du Québec and of the SPIE.

About Obzerv Technologies Inc.:
Obzerv Technologies Inc. is a specialized firm, which designs, develops and manufactures high-end night-vision cameras for mid-range and long-range surveillance applications based on active imaging. Thanks to its range-gating capability and unique laser illuminator technology, Obzerv's cameras are operating in total darkness, and degraded weather conditions while offering real time video images.

Interview conducted by:
Lynn Fosse, Senior Editor
CEOCFO Magazine

CEOCFO: Mr. Bonnier, what was the vision when you founded Obzerv Technologies and where are you today?
Mr. Bonnier: The two of us, my co-founder Louis Demers and I, founded this because we had been working in surveillance environment for a new type of vision technology that was using lasers for night-vision. At that time, it was available for military people, and we felt that it could be very useful for civilian application too. We are a spinoff of an institute called INO, the National Optics Institute located in Quebec City INO developed optics in specific areas, that was an innovation by itself, and we wanted to commercialize this system. That was the vision, to provide that a decisive operational advantage to our customers.

CEOCFO: Who is using your products today?
Mr. Bonnier: Our main customers are coastguards; people that have the mission of coastal surveillance. Our first customer was the Malaysian government for anti piracy missions. In 2000-2003, there was more than one attack per 2-3 days in this area, so they created a coastguard forces to make the surveillance of the Strait of Malacca more efficient, more secure, and safer. After that, we received a call to demonstrate our technology, and the first installation took place in 2006. We recently won a contract with India, for a major surveillance system of their coastline after the Mumbai attack; so again, it is the coastguards.

CEOCFO: What is it that your cameras are able to do, or able to do better than other cameras?
Mr. Bonnier: In our mission, we say that we provide a decisive operational advantage, means that we can provide those agencies with information that is not available with what we call "classical" techniques that are either the radars, or the thermal (infrared) imagers. What our camera can provide is, for example, the ship's profile at very, very long range. The camera can provide the profile of the ships at

25 km (15 mi.) at night, and allows the operator to see the ship's name at about 12 kilometers (7.5 mi.). This is very different from actual technologies, it means that the security agencies can do their evidence gathering at longer ranges than they did before, and they can also assess the threat level of different ships from the shore. Again, because our camera is using a laser that is in the near infrared, it is a system that can see through glass. The camera can be used then to see inside the wheelhouse, and therefore also inside buildings and cars, which is not possible with the thermal imagers. That is a big difference between our cameras and the regular infrared cameras that are used as night vision systems.

CEOCFO: Is that a patent-protected process?

Mr. Bonnier: We have a few patents to protect the laser. For example, the laser illuminator that we use for that kind of camera, but the rest of the intellectual property is protected as a trade secret.

CEOCFO: Are the various people, governments and agencies, that should know about you aware, or is it still an education process for people to know what you have?

Mr. Bonnier: Obviously, in the beginning we had to do a lot of education. Today, we have systems installed in places that are used as references. When we first installed our system in Malaysia in 2006, afterwards we got calls from people that had seen or heard of our installation over there. Today, obviously, we do not yet cover the entire world, but Obzerv is known as providing a different type of camera to help the coastguards for night vision mission.

CEOCFO: Is this an outright sale, or do you provide services along with the product?

Mr. Bonnier: Yes and no. We are part of a large security infrastructure most of the time. When there is a project, it is a project for government agencies along their coastline. We are subcontractors to the prime contractors that will deploy the infrastructure that will include the towers, the control room that will upgrade radars and things like that. At Obzerv, we do manufacture the camera, and we provide what is necessary for the camera to be interfaced to these large networks. We provide also the services of training and maintenance on the camera afterwards, but that is where we stop today. We normally interact with the prime contractors.

"That was the vision, to provide that a decisive operational advantage to our customers."- Deni Bonnier

CEOCFO: Are there new tweaks to the system; anything new that you have either come out with recently, or that you are looking to make changes to increase the effectiveness of the product?

Mr. Bonnier: Yes, after ten years of operation now, we have different experiences from the different deployments. Not only are we these days starting a large R & D programs to improve the performance of our cameras, but also to expand the different ways of using that technology in other platforms. For example, we are looking at the platforms that are used onboard helicopters, and aboard UAV, the unmanned vehicles. That will be new applications for us. We are looking forward to access those applications, but to do that, we have to realize the miniaturization of the technology. That is what we are doing right now.

CEOCFO: Why should investors and people in the business community be paying attention to Obzerv today?

Mr. Bonnier: What we provide is a new way to reduce the workload of operators, but also new ways to improve the program operation efficiency. For example, in a harbor, you have a lot of different movement of traffic, and then you have to have a number of patrol boats in order to control the area effectively. You have to investigate near misses, and possible illegal trafficking. With our cameras, because we have a very long range, we can do many of those things upfront, instead of sending a patrol boat. We can then reduce the investment required by large organization in inspection and control equipment.