

*Chelmsford, Mass., December 7, 2009*

## **Axis Communications Strengthens U.S. Sales Team with Appointment of Two National Sales Managers**

**Karl Radke Promoted to National Sales Manager, West, Ted Wilkinson Named National Sales Manager, East; Duo Brings Nearly 40 Years Experience in High-Tech, Security to Roles**

CHELMSFORD, Mass. – Dec. 7, 2009 – Axis Communications, the global leader in the network video market, today announced that it has named Karl Radke and Ted Wilkinson as national sales managers, United States, covering the West and East territories, respectively.

Radke and Wilkinson will be responsible for providing leadership to the growing number of Axis regional sales managers spread across the United States. By building and maintaining strategic relationships throughout the industry, Radke and Wilkinson will support their teams to remain at the forefront of network video trends to ultimately satisfy customer goals and accelerate the shift of the security market to IP-based solutions.

Radke will remain based in the greater Milwaukee area, where he previously served as regional sales manager, Central. Before joining Axis in June 2008, Radke served as the director of sales & marketing at Accutech-ICS, a manufacturer of advanced electronic security and monitoring systems. Over his 23-year career in the U.S. security and IT fields, Radke has held sales management and business development roles for companies such as CyberLynk Networks, Inc., Granite Microsystems, and Northern Computers, Inc., where he spent 14 years in domestic and international sale management roles.

Wilkinson is a seasoned sales manager with more than 15 years of experience in the security, IP / LAN networking and CCTV industries. He comes to Axis from ioimage, LLC, a leading video analytics manufacturer, where he served as the director of sales for the eastern region. He has held numerous manager and director roles in high-tech security at companies such as Agilent Technologies, Inc., Optelecom-NKF, Inc., and Hewlett-Packard. Wilkinson will be based out of Axis' regional headquarters in Chelmsford, Mass.

Both national sales managers will report directly to Larry Newman, director of sales, North America.

“The wealth of management and sales experience that Karl and Ted bring to these roles will greatly benefit our partners and help bring us to new heights in 2010 and beyond,” said Newman. “These additions to our team confirm Axis’ commitment to recruiting top-notch industry leaders and cultivating internal talent to best position the company for continued growth.”

**About Axis Communications**

Axis is an IT company offering network video solutions for professional installations. The company is the global market leader in network video, driving the ongoing shift from analog to digital video surveillance. Axis products and solutions focus on security surveillance and remote monitoring, and are based on innovative, open technology platforms. Axis is a Sweden-based company operating worldwide with offices in more than 20 countries and cooperating with partners in more than 70 countries. Founded in 1984, Axis is listed on the NASDAQ OMX Stockholm, under the ticker AXIS. For more information about Axis, please visit our website at [www.axis.com](http://www.axis.com).

**Contacts:**

George Cohen  
617-325-0011  
[axis@gccpr.com](mailto:axis@gccpr.com)

Domenic Locapo  
978-614-2074  
[dlocapo@axis.com](mailto:dlocapo@axis.com)