



QinetiQ North America Signs Reseller Agreement with Border States for LineWatch Power Line Sensor Products

Waltham, MA – April 20, 2017 - QinetiQ North America (QNA) today announced that it has finalized a distributor agreement with Border States Electrical (BSE) to resell QNA's LineWatch low and medium voltage sensor systems. Under this agreement, LineWatch "bird-on-wire" sensors will be distributed to utility customers in BSE's eighteen state territory including Arizona, Colorado, Iowa, Kentucky, Michigan, Minnesota, Montana, North and South Dakota, Tennessee and Wisconsin.

LineWatch senses and monitors low (600 V) and medium (36 kV) voltage power lines to provide utilities with highly accurate ($\pm 0.5\%$) current and voltage data that enables a full range of applications to improve distribution grid operations and efficiency including: legacy substation monitoring, asset management, distribution automation, fault detection and location, volt/VAR and CVR optimization, theft detection and others. Without the need to install a neutral connection, LineWatch is the industry's easiest sensor to install and can be integrated with any communications network the end user chooses. Lastly, LineWatch is a native Distributed Network Protocol (DNP3) device so it integrates with any existing Supervisory Control and Data Acquisition (SCADA) infrastructure.

Mark Federle, Director of Smart Grid Solutions at QinetiQ North America said, "We are very pleased to be working with Border States and leveraging their excellent reputation and eighteen state footprint to sell LineWatch products to the electric utility industry. LineWatch has been helping utilities address many market applications and providing them with the situational awareness they need to manage their grids more efficiently and effectively. Having BSE on our team to expand our market reach to help more utilities with their critical grid needs is very exciting for us."

Jack McLagan, Product Manager-Engineered Products at Border States stated "The LineWatch products from QinetiQ North America are just what we needed to complete the Energy Automation portfolio of products that our utility customers have been asking for - we are thrilled about our new relationship with QinetiQ and the high-quality, complete solutions that we will be supplying to the utility and industrial markets."

About Border States Electrical

BSE supplies products and services to construction, industrial and utility customers. The 100 percent employee-owned company is rated the eighth largest electrical distributor in the U.S. by Electrical Wholesaling magazine. Corporate headquarters are located in Fargo, North Dakota.

About QinetiQ North America

QinetiQ North America (QNA) is a subsidiary of QinetiQ Group plc, the FTSE250 company listed on the London Stock Exchange (LSE:QQ.L). QNA delivers world-class technology and revolutionary products to the utility, defense, security, commercial, and transportation markets. Customers rely on QNA products to increase situational awareness, aid in personal safety, enhance security and streamline operations. QNA is headquartered in Waltham, Massachusetts and operates as the U.S. arm of QinetiQ Group's Global Products division. For more information, visit Linewatch.com or www.qinetiq-na.com.

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