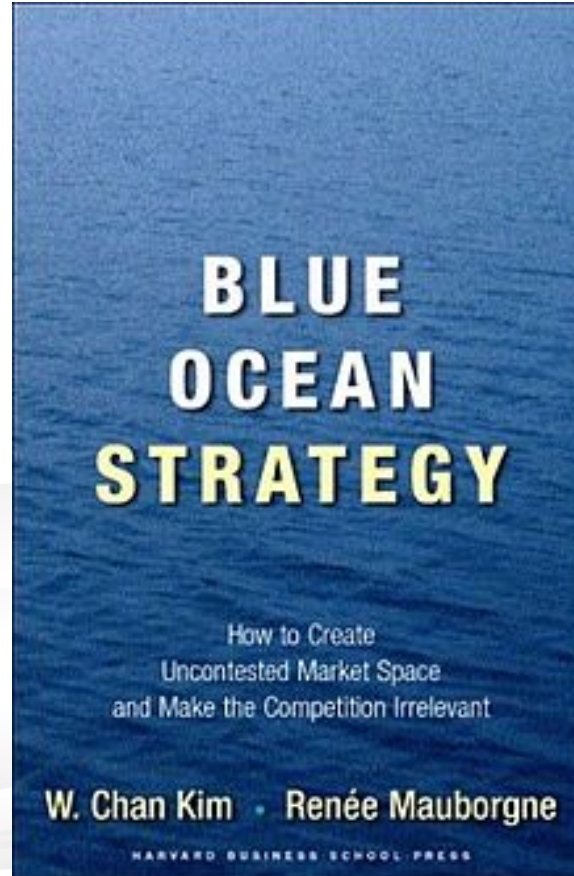


Arecont Vision Update

April Customer Update

- Good finish to March 2017!
- Important field changes in North America are complete.
- Manufacturers Reps continue to be an important part of our sales team.
- New products are coming and were on display at ISC West last week!
- Continued Progress with VMS/NVR Partner sales opportunities, business alignment, integration, projects/orders, events, training and execution.
- Project Registration highlighted by Top Distributors and SI/dealers. They are bought in!
- Quality and Service continue strong improvement in RMA reductions and solid call rates. Averaging less than 2 voice messages per day!
- Operations, Assembly, Distribution working more efficiently in their new areas in our WHQ. Technical Support, Product Management, Quality and Engineering teams are now much better aligned and the cooperative work is happening more easily.
- Customer Satisfaction continues to improve and highly rated!



Companies can succeed not by battling competitors, but rather by creating "blue oceans" of uncontested market space.

These strategic moves create a leap in value for the company, its buyers, and its employees while unlocking new demand and making the competition irrelevant.

| | |
|------------|---------------------------|
| Blue Ocean | Uncontested Market |
| Red Ocean | Highly Competitive Market |

Arecont Vision Successes in Creating Blue Oceans

2004: First 1-3MP Camera

2006: First Multisensor 180/360 degree Panoramic Cameras

2007: First Dual-sensor Day/Night Camera

2008: First line using H.264

2010: First Multisensor 180/360 degree Panoramic Cameras: Day/Night

2013: First 1-5MP MicroDome

2014: First OMNI

2015: First Multisensor 180/360 degree Panoramic Cameras: Remote Focus

2016: First OMNI: Remote Focus

2017: First OMNI: Remote Positioning

Positioning Products Options

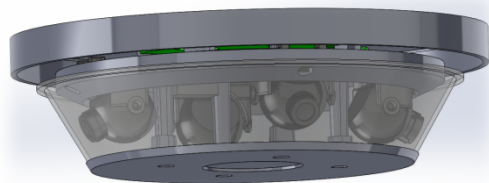
- Blue Ocean, Red Ocean
- Good, Better, Best

Translation

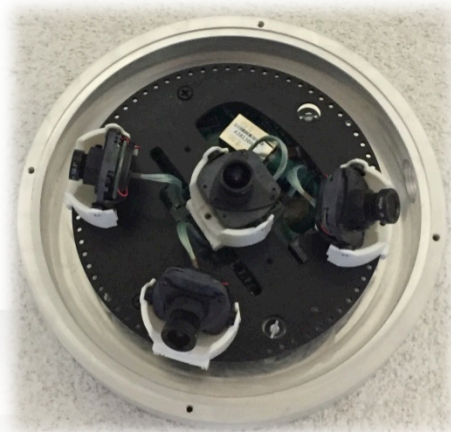
- Good = Red Ocean
- Better = “Purple Ocean” (a new category!)
- Best = Blue Ocean

So how do we position the Arecont Vision product line?

Design



Prototype



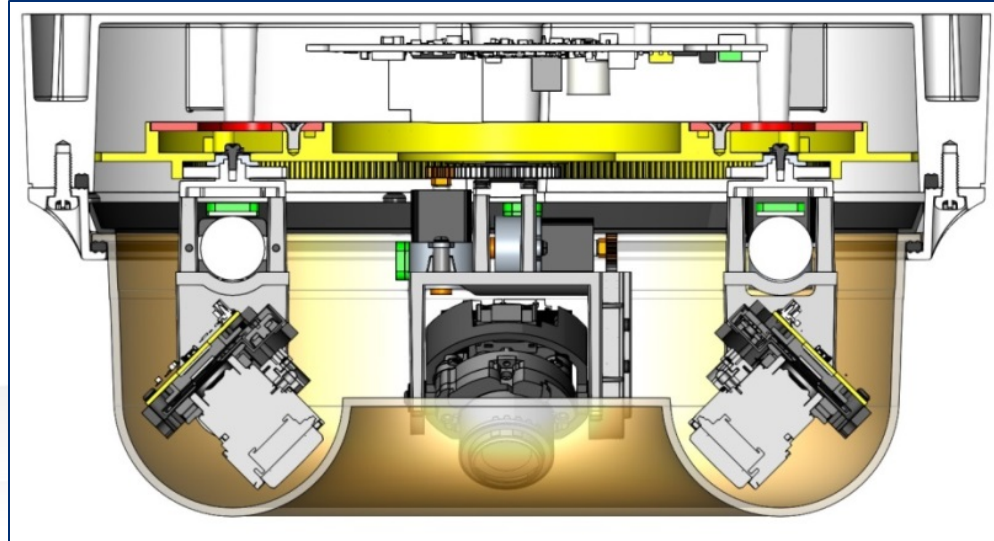
Gen 1=GOOD



Gen 2=BETTER



Gen 3 = BEST!



| CAMERA TYPE | Good* | Better** | Best*** |
|----------------------------|---|--|-----------------------|
| | Arecont Vision | Arecont Vision | Arecont Vision |
| BOX | AVx115DN (1-10MP) | AVx215PM (1-10MP) AV 4K Box Camera | |
| MICRODOME | MicroDome 1 (1-5MP) | MicroDome 2 (1-5MP) MicroDome 2 IR (1-5MP) | |
| MEGADOME | MegaDome 1 (1-5MP) MegaBall 1 (1-5 MP) | MegaDome 2 (1-10MP) MegaDome 4K MegaBall 2 (1-5MP) | MegaDome 3 (2-5MP) |
| BULLET | MegaView1 (1-5MP) | MegaView 2 (1-10MP) MicroBullet (2-3MP) | |
| TETHERED CAMERA | | MegaVideo Flex(1-5MP) | |
| MULTISENSOR (180°/360°) | SV Panoramic (8-40MP) | SV G5 Panoramic (5-20MP) MicroDome Duo (4-10MP) | |
| MULTISENSOR (OMNI) | SV Omni G1 (12, 20MP) | SV Omni G2 (12, 20 MP) | SV Omni G3 (12, 20MP) |

Good, Better, Best: Vendor A



Leading the Way in Megapixel Video™

| CAMERA TYPE | Good* | | Better** | | Best*** | |
|-------------------------|----------|---|-----------|--|----------|-----------------------|
| | Vendor A | Arecont Vision | Vendor A | Arecont Vision | Vendor A | Arecont Vision |
| BOX | 1MP-4K | AVx115DN (1-10MP) | 1-5MP, 4K | AVx215PM (1-10MP) AV 4K Box Camera | | |
| MICRODOME | 1-2MP | MicroDome 1 (1-5MP) | | MicroDome 2 (1-5MP) MicroDome 2 IR (1-5MP) | | |
| MEGADOME | 1-5MP | MegaDome 1 (1-5MP) MegaBall 1 (1-5 MP) | 1-5MP, 4K | MegaDome 2 (1-10MP) MegaDome 4K MegaBall 2 | | MegaDome 3 (2-5MP) |
| BULLET | 1-5MP | MegaView1 (1-5MP) | 1-5MP, 4K | MegaView 2 (1-10MP) MicroBullet (2-3MP) | | |
| TETHERED CAMERA | | | | MegaVideo Flex(1-5MP) | | |
| MULTISENSOR (180°/360°) | 8MP | SV Panoramic (8-40MP) | | SV G5 Panoramic (5-20MP) MicroDome Duo (4-10MP) | | |
| MULTISENSOR (OMNI) | | SV Omni G1 (12, 20MP) | 9, 12MP | SV Omni G2 (12, 20 MP) | | SV Omni G3 (12, 20MP) |

Good, Better, Best: Vendor B

| CAMERA TYPE | Good* | | Better** | | Best*** | |
|-------------------------|----------|---|----------|--|----------|-----------------------|
| | Vendor B | Arecont Vision | Vendor B | Arecont Vision | Vendor B | Arecont Vision |
| BOX | 1-2MP | AVx115DN (1-10MP) | 1-5MP | AVx215PM (1-10MP) AV 4K Box Camera | | |
| MICRODOME | 1-3MP | MicroDome 1 (1-5MP) | | MicroDome 2 (1-5MP) MicroDome 2 IR (1-5MP) | | |
| MEGADOME | 1-5MP | MegaDome 1 (1-5MP) MegaBall 1 (1-5 MP) | 1-2MP | MegaDome 2 (1-10MP) MegaDome 4K MegaBall 2 | 2.1MP | MegaDome 3 (2-5MP) |
| BULLET | 2, 4 MP | MegaView1 (1-5MP) | 2-5MP | MegaView 2 (1-10MP) MicroBullet (2-3MP) | | |
| TETHERED CAMERA | 1-2 MP | | | MegaVideo Flex(1-5MP) | | |
| MULTISENSOR (180°/360°) | 4xHD-4K | SV Panoramic (8-40MP) | | SV G5 Panoramic (5-20MP) MicroDome Duo (4-10MP) | | |
| MULTISENSOR (OMNI) | 8MP | SV Omni G1 (12, 20MP) | | SV Omni G2 (12, 20 MP) | | SV Omni G3 (12, 20MP) |

Good, Better, Best: Vendor C

| CAMERA TYPE | Good* | | Better** | | Best*** | |
|----------------------------|----------|---|-----------|--|----------|-----------------------|
| | Vendor C | Arecont Vision | Vendor C | Arecont Vision | Vendor C | Arecont Vision |
| BOX | 1-12MP | AVx115DN (1-10MP) | 2, 5 MP | AVx215PM (1-10MP) AV 4K Box Camera | | |
| MICRODOME | | MicroDome 1 (1-5MP) | | MicroDome 2 (1-5MP) MicroDome 2 IR (1-5MP) | | |
| MEGADOME | 1-5MP | MegaDome 1 (1-5MP) MegaBall 1 (1-5 MP) | 1-5MP, 4K | MegaDome 2 (1-10MP) MegaDome 4K MegaBall 2 | | MegaDome 3 (2-5MP) |
| BULLET | 1-5MP | MegaView1 (1-5MP) | 4K | MegaView 2 (1-10MP) MicroBullet (2-3MP) | | |
| TETHERED CAMERA | 2MP | | | MegaVideo Flex(1-5MP) | | |
| MULTISENSOR (180°/360°) | 8MP | SV Panoramic (8-40MP) | | SV G5 Panoramic (5-20MP) MicroDome Duo (4-10MP) | | |
| MULTISENSOR (OMNI) | | SV Omni G1 (12, 20MP) | | SV Omni G2 (12, 20 MP) | | SV Omni G3 (12, 20MP) |

1. What this means for you

- You have a new way to talk about our product line and its advantages
- You are better positioned with Arecont Vision than ever before with excellent, proven products from “Good” to “Better” to “Best”!

2. What action we want for you to take

- Drive the tip of the spear: Our “Better” and “Best”!
- Tell your Customers about our advantages and leadership and how this helps them be more differentiated.
- Work with A&E/Consultants with our leading Better and Best products
- Position our mutual market leadership vs. competitors that have the majority of their product line in the “Good” category and very few in the “Better”, and zero in the Best!

Spring 2017 Promotion Program

- What is in the program
 - MicroDome 1 (all models but advertising 1080p as the example)
 - MegaBall 1
 - MicroBullet
 - SurroundVideo G2-G3
 - OMNI 1
- SI/Dealer Pricing
 - Target prices included in materials
 - Distributors, of course, can price how they wish
- Always an opportunity to upsell to “Better” and “Best” products

Spring 2017 Promotion Program: Distributor/PR Pricing



Leading the Way in Megapixel Video™



Special Limited-Time Dealer and Systems Integrator Pricing on Select Cameras

Get the best pricing ever on popular Arecont Vision single- and multi-sensor megapixel cameras with project registration.

MicroDome®

(First Generation)



Model

1080p, 3MP, and 5MP
1080p WDR and 3MP WDR

MicroBullet®



Model

1080p and 3MP
1080p and 3MP WDR

MegaBall®

(First Generation)



Model

AV1145DN-3310-D-LG - 1.3MP
AV2145DN-3310-D-LG - 1080p
AV2145DN-3310-DA-LG - 1080p
AV2146DN-3310-D-LG - 1080p WDR
AV3145DN-3310-D-LG - 3MP
AV3146DN-3310-D-LG - 3MP WDR
AV3146DN-3310-DA-LG - 3MP WDR
AV5145DN-3310-D-LG - 5MP
AV5145DN-3310-DA-LG - 5MP

SurroundVideo®

(Second and Third Generation)



Model

8MP 180°
12MP 180° WDR
20MP 180°
40MP 180°

SurroundVideo® Omni

(First Generation)



Model

12MP, 20MP

MicroDome1 1-3MP: Change -10%

MicroDome1 5MP: Change -28%

MegaBall1: Change -12-37%

MicroBullet: Change -50%

SurroundVideo 2&3: Change -40%

OMNI 1: Change -33-40%

* Does not include shipping, duties, tariffs, taxes.

- Programs released:
 - Spring 2017 Promotion!
 - Trade UP Program
 - Try&Buy Program
 - Extended for Multi-Sensor Products
 - Expanded for MicroDome Duo, 4K and Flex
 - Special Pricing Program on GEN1 via Project Registrations
- SI/dealers should sign up for service parts/demo agreements.
 - Immediate shipment without a credit card.
 - It is fast and simple to do.
- Many new products are shipping now and more to come in the next three months!

Spring Sales & Marketing Programs

- ISC West Las Vegas, NV April 5-7
 - Record show attendance of over 30,000
 - Up 3% from 2016
- Arecont Vision booth was busy throughout, especially on the 1st and 2nd days
- The booth meeting rooms upstairs were fully booked with customer and partner sessions

<https://www.youtube.com/watch?v=sxWU4gGImqU>



- Arecont Vision® SNAPstream™ Bandwidth Reduction Technology Supports Multiple New and Existing Megapixel Cameras



- Arecont Vision® Showcases SurroundVideo® Omni G3 Omnidirectional Multi-Sensor Camera With Remote Setup



- Arecont Vision® Unveils MicroDome® G2 with Integrated IR for Ultra-Low Profile Day/Night Surveillance



- Arecont Vision® Unveils Compact MicroBullet® Indoor/Outdoor Day/Night Megapixel Camera



<https://www.arecontvision.com/pressreleases.php>

New Product Release Guide

MegaVideo® Flex Ultra Low Profile Design Solution

- 1, 2, 1080p, 3, and 5 Megapixel (MP) H.264 Remote Focus True Day/Night Indoor Tethered IP Cameras with Optional IR LEDs
- Camera Sensor and Main Unit can be Connected via a Micro-USB Cable up to 40ft in Length
- True Wide Dynamic Range up to 100dB at Full Resolution (Select Model)
- Multiple Lens Options in a Single Camera Housing from 2.1mm to 15mm

Available Now



MicroDome® Duo 2 Motorized User-Configurable Sensors in an All-in-One Solution

- 4, 6, and 10MP H.264 All-in-One Remote Focus User-Configurable Multi-Sensor True Day/Night Indoor/Outdoor Dome IP Cameras
- True Wide Dynamic Range up to 100dB at Full Resolution (Select Model)
- 2 Individual 3-Axis Camera Gimbals can be Positioned Independently
- Multiple Lens Options in a Single Camera Housing from 2.1mm to 15mm

Available Now

MicroDome® G2 Now with IR Models and SNAPstream™

- 1, 2, 1080p, 3, and 5MP H.264 All-in-One True Day/Night Indoor/Outdoor Dome IP Cameras
- Featuring SNAPstream (Smart Noise Adaptation and Processing)
- True Wide Dynamic Range up to 100dB at Full Resolution (Select Model)
- IR-10 and IR-16 Rated Surface Mount Models with Optional IR LEDs (5 Models)
- Easy to Install with Innovative Spring Arm Design (F Model)
- Multiple Lens Options in a Single Camera Housing from 2.1mm to 15mm

Available Now



MicroBullet® All-in-One Micro Sized Bullet-Style Cameras

- 1080p or 3MP H.264 All-in-One Motorized Lens True Day/Night IR Indoor/Outdoor Bullet-Style IP Cameras
- SNAPstream™ Advanced Compression Algorithm Reduces Bandwidth without Impacting Image Quality
- True Wide Dynamic Range up to 100dB at Full Resolution (Select Model)
- Binning Mode for 3MP Cameras
- Remote Focus/Zoom Motorized 2.8-8mm Lens and Integrated IR LEDs
- Easily Adjustable 3-Axis Wall Mount

Available Now

Technology Highlights



Cybersecurity Protection in Every Camera

Arecont Vision® megapixel cameras cannot be maliciously reprogrammed for use in cyberattacks.

Download the Arecont Vision and Cybersecurity White Paper to learn more:
<https://www.arecontvision.com/cybersecurity>

SNAPstream™ Technology (Smart Noise Adaptation and Processing)

- Greatly Reduces Bandwidth
- Adapts to Sudden Changes in the Scene
- Lower Storage Requirements



Leading the Way in Megapixel Video™

Made in the USA

www.arecontvision.com | +1.818.937.0700

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New Product Release Guide

SurroundVideo® Omni G3 4 Remote Configurable Motorized Sensor Gimbals in an Omni-Directional All-in-One Solution

- 12 or 20 Megapixel (MP) H.264 All-in-One Remote Setup Omni-Directional Camera
- No Touch Setup: 4 Individual Camera Gimbals Each with a 2.8-8mm Motorized Lens That Can be Remotely Setup in Any Position Around a 360° Track
- Preset Positions to Create a 360°, 270°, or 180° Field of View
- True Wide Dynamic Range up to 100dB at Full Resolution (Select Model)
- SNAPstream™ Advanced Compression Algorithm Reduces Bandwidth without Impacting Image Quality

Coming Soon



SurroundVideo® G5 Mini

Smaller Housing Models Now Up to 20 Megapixel

- 12 and 20MP H.264 All-in-One 180° or 360° Panoramic True Day/Night Indoor/Outdoor Dome IP Cameras
- True Wide Dynamic Range up to 100dB at Full Resolution (Select Model)
- Faster Frame Rates versus Previous Generation
- New Easy-to-Install Housing Design

Available Now

MegaDome® 4K

8.3 Megapixel at 30fps!

- 4K Ultra High Resolution Image Quality at 30 Frames per Second
- 8.3MP H.264 True Day/Night Indoor/Outdoor Dome IP Cameras with IR
- 1080p at 60 Frames per Second
- New Easy-to-Install Housing Design
- NightView™ for Strong Low Light Performance

Available Now



MegaDome® G2

With SNAPstream™, Installer-Friendly Design

- Now Featuring SNAPstream
- New Easy-to-Install Housing Design
- Multiple Features and Options

Coming Soon

MegaVideo® 4K

8.3 Megapixel at 30fps, Multiple Motorized Lens Options

- 4K Ultra High Resolution Image Quality at 30 Frames per Second
- Multiple Motorized P-Iris Lens Options to Choose From
- New HSG3 Housing is Available for Indoor/Outdoor Mounting Solutions
- 1080p at 60 Frames per Second
- NightView™ for Strong Low Light Performance

Coming Soon



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- Arecont Vision cameras are protected from being repurposed for unwanted cyberattack
 - Other vendor's products can be maliciously repurposed and used in cyberattack on other network-enabled devices

- Our white paper discusses in detail

- Download it at:

<https://www.arecontvision.com/whitepapers/>

Arecont Vision Cybersecurity Protection



Leading the Way in Megapixel Video™

- Competitor cameras are increasingly used in cybersecurity attacks
 - Cyberattacks are no longer limited to IT devices
 - Many network cameras, computers, appliances, and IoT-enabled (Internet of Things-enabled) devices that use Linux have been documented to have been compromised
 - They can and have been repurposed to be used in Distributed Denial of Service (DDoS), ransomware, network penetration, and other cyberattacks

Arecont Vision In-House Development



Leading the Way in Megapixel Video™

- We use Arecont Vision developed and patented technology
 - We develop our own designs, core code and features (WDR, H.264, SNAPstream, STELLAR, CorridorView, etc.)
 - We do not license core code or features from 3rd parties
 - We tune the firmware to our custom-designed hardware to a superior degree versus buying off-the-shelf code & IC chips
- Arecont Vision does not purchase or use outside software or firmware for core requirements
 - This eliminates risk of malicious code and security risks that may be hidden in 3rd party software or add-on IC chipsets
- We have our own advanced Made in USA assembly, manufacturing technology, quality control, and customer

Arecont Vision Cybersecurity Protection



Leading the Way in Megapixel Video™

- An Arecont Vision camera cannot be repurposed to be used in DDoS, ransomware, or network penetration attacks on other network devices
 - This is due to our Massively Parallel Image Processing architecture that takes the place of common operating systems found in competitor devices
- This enables Arecont Vision to balance the user experience along with advanced cybersecurity protection in all of our megapixel cameras



Made in the USA

www.arecontvision.com

Technology

- **Try-and-Buy** (Extended)



- **Trade Up** (Extended)



- **50% Off with Project Registration**
(Extended)



- The Spring Promo offers our best prices ever on select MicroDome®, MegaBall®, MicroBullet®, SurroundVideo® 180/360 and Omni cameras
- Suggested dealer / systems integrator pricing is significantly better with Project Registration
 - *Not all authorized distributors may choose to participate; contact Arecont Vision Inside Sales or your regional team for details*

<https://www.arecontvision.com/landing-pages/promos/overview.php>



**Arecont Vision®
Spring Promotion**

Special Limited-Time Dealer and Systems Integrator Pricing on Select Cameras

Get the best pricing ever on popular Arecont Vision single- and multi-sensor megapixel cameras with project registration.

| | | |
|---|---|--|
| MicroDome® (First Generation) | Model 1080p, 3MP, and 5MP 1080p WDR and 3MP WDR | MicroBullet®  Model 1080p and 3MP 1080p and 3MP WDR |
| MegaBall® (First Generation) | Model AV1145DN-3310-D-LG - 1.3MP AV2145DN-3310-D-LG - 1080p AV2145DN-3310-DA-LG - 1080p AV2146DN-3310-D-LG - 1080p WDR AV3145DN-3310-D-LG - 3MP AV3146DN-3310-D-LG - 3MP WDR AV3146DN-3310-DA-LG - 3MP WDR AV5145DN-3310-D-LG - 5MP AV5145DN-3310-DA-LG - 5MP | SurroundVideo® (Second and Third Generation)  Model 8MP 180° 12MP 180° WDR 20MP 180° 40MP 180° |
| | | SurroundVideo® Omni (First Generation)  Model 12MP, 20MP |

- Arecont Vision received two *2017 Government Security Awards (GOVIES)*
 - *Video Surveillance Advanced Imaging Technologies*
 - SurroundVideo® Omni G3
 - *Video Surveillance Cameras HD*
 - MicroDome® Duo
- Arecont Vision has now earned more GOVIES for megapixel cameras than any other vendor!



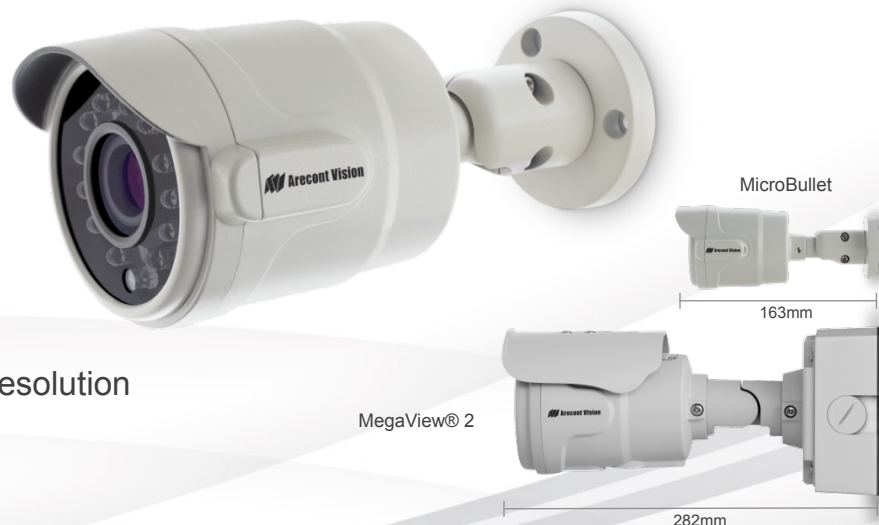
Product Development Update

MicroBullet®

1080p or 3 Megapixel (MP) H.264 All-in-One 2.8–8mm Motorized Lens True Day/Night IR Indoor/Outdoor Bullet-Style IP Cameras with SNAPstream™ (Smart Noise Adaptation and Processing) and WDR (Wide Dynamic Range) Models

Highlighted Features Include:

- 1080p and 3MP Resolutions
- 2.8–8mm Motorized Lens for Remote Focus/Zoom
- Integrated IR LED Illuminator
- SNAPstream™ (Smart Noise Adaptation and Processing) for reduced bandwidth without impacting image quality
- Optional True Wide Dynamic Range up to 100dB at Full Resolution
- True Day/Night with Mechanical IR Cut Filter
- Indoor/Outdoor IP66 and IK-10 Protection Grade



Integrated Motorized Lens with Remote Focus and Zoom



True Day/Night with Mechanical IR Cut Filter



CorridorView™ with 90° Image Flip



Wide Dynamic Range Available on Select Models



SNAPstream™ Technology



Pixel Binning Mode on 3MP Models



IR LEDs



All-in-One Bullet-Style Solution



Casino Mode™ Maintains at Least 30fps on Select 1080p Models



Impact / Weather Resistant IK-10 and IP66 Rated

4K (8.3 Megapixel @ 30 Frames Per Second) Box Camera H.264 Remote Focus/Zoom, P-Iris Lens, True Day/Night, IP Camera

Highlighted Features Include:

- 4K Ultra High Resolution Image Quality
- 8.3MP/30FPS H.264 True Day/Night Indoor Dome IP Cameras
- NightView™ Technology for Enhanced Low Light Performance
- 4K/1080p Dual Mode
- SNAPstream™ (Smart Noise Adaption and Processing) for reduced bandwidth without impacting image quality
- Multiple Lens Option with Remote Zoom/Focus and P-iris
- Outdoor Housing Options

4K



SNAPstream™



NightView™



4K Resolution



Customizable Motorized
and Manual Lens Options
and Housing Options



P-Iris Control for Best Depth
of Field and Image Clarity
(PM Models)



SDHC Card Slot
(-S Models)



True Day/Night
with IR Cut Filter



CorridorView™
with 90° Image Flip



GEN5
Megapixel IP Camera



UHD4.4-10MPI



UHD12-50MPI



UHD30-120MPI

1.2–5MP H.264 All-in-One Ultra Low Profile Remote Focus True Day/Night Indoor/Outdoor IP Cameras with Optional Wide Dynamic Range (WDR)

Series Features:

- 1.2–5MP Models
- True Day/Night with Mechanical IR Cut Filter
- SNAPstream™ (Smart Noise Adaption and Processing) for reduced bandwidth without impacting image quality
- CorridorView™
- Dual Encoder H.264/MJPEG
- Privacy Masking, Motion Detection, Flexible Cropping, Bit Rate Control, Multi-Streaming, Forensic Zooming
- Remote Focus
- 3-Axis Gimbal
- All-in-One H.264 Total PoE Solution

Model Dependent Features:

- **NightView™** Color Low Light Technology on the 1.2MP Model
- **IR Illumination**
- True WDR up to 100dB on some 1080p and 3MP Models
- Binning Mode for Strong Low Light Performance on 3MP and 5MP Models
- Casino Mode™ on some 1080p Models



Find MicroDome G2 Model Information: <http://www.arecontvision.com/products/MicroDome+G2>

12 or 20 Megapixel H.264 All-in-One 3rd Generation Omni-Directional Multi-Sensor Day/Night Indoor/Outdoor Dome IP Cameras with Remote Setup

Highlighted Features Include:

- Multi-Sensor, Multi-Megapixel (12 and 20 MP) Omni-Direction Low Profile Dome Camera with Advanced H.264 Compression, Optional WDR, Increased Frame Rates, and Remote Focus
- No-Touch **Remote Setup** for all 4 Individual Camera Gimbals for Setup or Field of View Changes
 - 180°, 270°, 360° view presets plus up to 2 custom user-defined presets
 - User-Specific View / Angles / Focus
 - Varifocal motorized lens
- True Day/Night and Wide Dynamic Range (WDR) Models
- SNAPstream™ Advanced Compression Algorithm Reduces Bandwidth Without Impacting Image Quality



Remote Setup



SNAPstream™
Technology



Omni-Directional Track
with 4 Customizable
Sensors



Presets
180°/270°/360°



Custom Presets



Motorized
Pan & Tilt Capable



Wide Dynamic Range
on Select 12MP Models



True Day/Night
with IR Cut Filter



Pixel Binning
Mode



Impact / Weather
Resistant IK-10 and
IP66 Rated



Dual Encoder
H.264/MJPEG

4 – 10 Megapixel H.264 Compact All-in-One IP Indoor/Outdoor Dome Camera with 2 Remote Focus Sensors in a Single Enclosure

Highlighted Features Include:

- 2 Sensor Ultra-Low Profile True Day/Night Dome Camera
- 4, 6, and 10 Megapixel Models
- 6 and 10 Megapixel Wide Dynamic Range (WDR) Models
- Choice of 2.1, 2.8, 4, 6, 8, 10, and 16mm lenses (Sold Separately)
- True Day/Night Functionality with Dual Mechanical IR Cut Filters
- Independent Remote Focus Modules for Both Sensors on 3-axis Gimbals
- Fast Frame Rates
- Installer-friendly enclosure



Integrated Motorized Lens with Remote Focus



Ultra Low Profile Design



NightView™ on 1.2MP Models



Wide Dynamic Range Available on AV2556 and AV3556 Models



True Day/Night with Mechanical IR Cut Filter



3-Axis Gimbal



CorridorView™ with 90° Image Flip



Pixel Binning Mode on 3 and 5MP Models



Impact / Weather Resistant IK-10 and IP66 Rated (Surface Models)



All-in-One PoE and Integrated Lens

Arecont Vision: Securing Riverwalk Properties



Leading the Way in Megapixel Video™

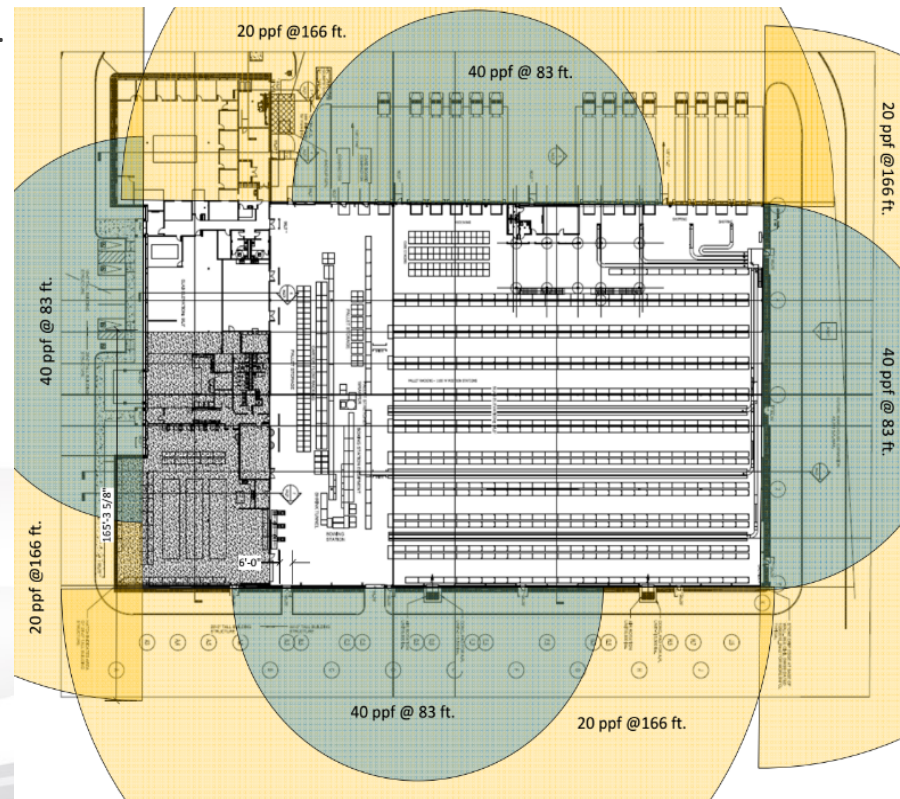
Riverwalk Properties Lawrence, Massachusetts

Area: 2.5 million square foot campus of converted mill buildings.
Coverage: 200 companies that employ approximately 3,500 people.
Challenge: The massive complex was located in a high crime area.
Requirement: Enough pixel density for internal/external coverage.
Other Needs: High Megapixel Cameras with IR due to low light.
Reliable LPR needed 24/7.
Seamless integration with Exacq head-end.
Strong pre and Post sale customer support



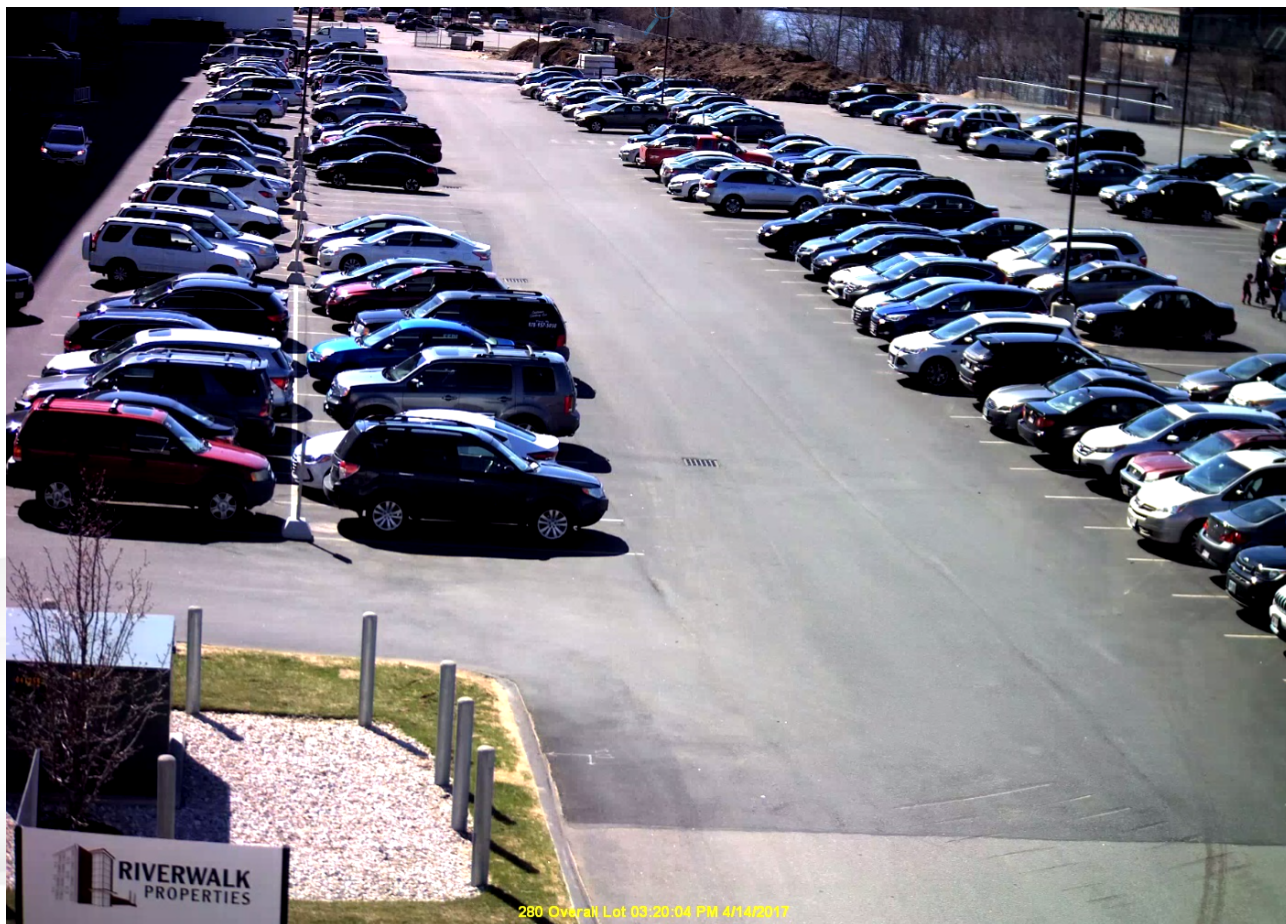
The Solution

- Customer was stunned by the Arecont Vision picture quality.
- Understanding of “Value Engineered” design and savings.
- Approximately 400 Arecont Vision Cameras installed:
 - 70% Single sensor bullet and dome cameras.
 - 30% Multi sensor 180 and 360 degree cameras.
- The project was won through an A+ team effort from:
 - Arecont Vision: RSL and Technical Support
 - American Alarm: Chris Nugent
 - Rep Marketing Solutions: Bob Peach
- A proven solution that benefited all property residents:
 - Medical, Educational, Retail, Energy and Residential
- Arecont Vision had the technology that no competitor had.
- Arecont Vision had the integration that no competitor had.
- Arecont Vision had the ease of use that no competitor had.

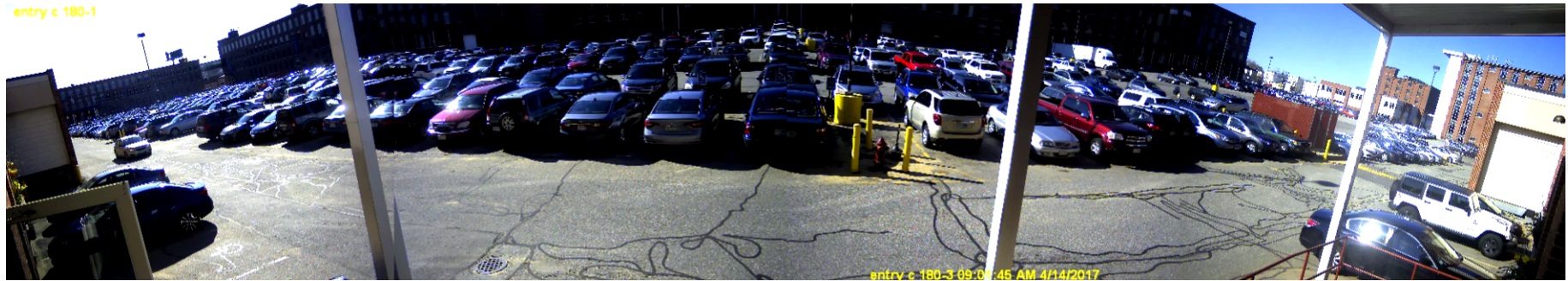


Sample Image #1 Parking Lot East





Sample Image #3 Entry Area "C"



The Results

The Arecont Vision Cameras have played a key role in the crime rate reversal on the property and in the area.



The Results

Arecont Vision has been and will be the security backbone at Riverwalk Properties as they continue to expand.



The Results

The customer has nothing but the highest praise and appreciation for Arecont Vision cameras.



Thank You!

Thank you for your attention!

**Questions about this presentation?
Contact me!**

Joe Byron: Regional Sales Director: Northeast US and Canada

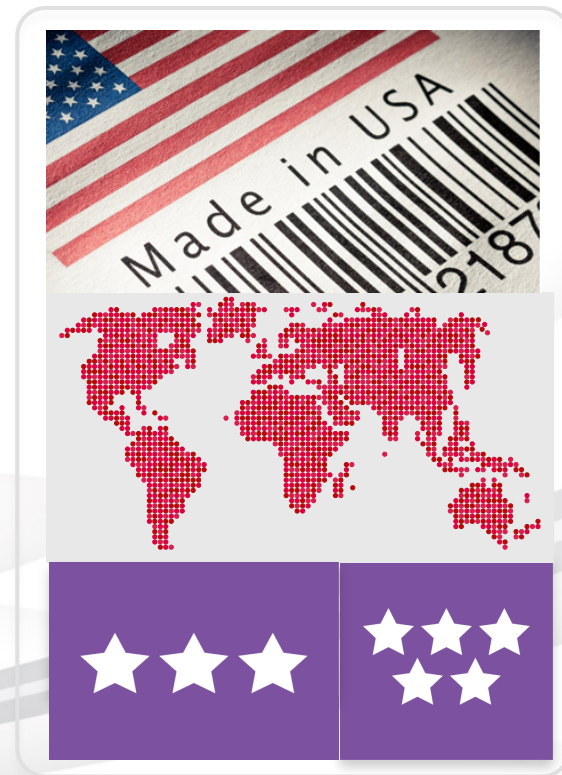
C: (+1) 617-834-3265

E: jbyron@arecontvision.com



Enhanced Customer Service and Support

- Arecont Vision conducts monthly satisfaction surveys of our customers
- Over the last 5 years we have delivered tremendous, continuous improvements across 5 key areas
 - *Pre-Sales Support*
 - *Post-Sales Support*
 - *RMA Process*
 - *Standing Behind Our Products*
 - *Commitment to Integration*
- Our customer scores have improved significantly over the past 5 years... here's why!



21% improvement rating

- More and better people providing pre- and post-sales support
- Improved internal processes speed the process
- Improved and increased internal training for faster resolution of problems
- Improved software, website, and product documentation reduces issues



Ernie Velayo, Manager
Inside Sales Team

20% improvement rating

- Better training and processes for our Technical Assistance Center (TAC)
 - *Closer collaboration with Quality Assurance, Product Management, and Engineering teams*
 - *“Closed-loop” process, better focus on follow up and swift resolutions*
- Call answer rates much improved
 - *The TAC averages only 2 voicemails per day*
- Better product documentation



Award-Winning Support



38% improvement rating

- RMAs and Advance Replacement
 - *New, easy online RMA process*
 - *More inventory to ship replacements faster*
 - *Improved Advance Replacement process*
 - *Programs for both “In” and “Out” of warranty products*
 - *Service account program expedites RMA turnaround*



Easy RMA Process

12% improvement rating

- Warranty
 - *3 year standard warranty continues on all products*
 - *5 year extended warranty available via Project Registration*
 - *In-Warranty Advance Replacement program*
 - *Optional Out of Warranty Advance Replacement or repair*
- Quality
 - *Improved product quality & continuous quality improvement effort*
 - *Fewer requested returns/issues*
- Customer Commitment
 - *Willing to go the extra mile to support our customers in resolving challenges*




Made in the USA

Advanced Manufacturing
and Quality Control Processes



Extensive warranty, product
quality, and processes

- We continue to invest in the Arecont Vision MegaLab™ test and certification facility
- We are committed to delivering outstanding choices for world-class solutions integrated with Arecont Vision megapixel cameras
 - *Most leading VMS and NVR vendors participate*
 - *5 new VMS partners plus 43 new infrastructure partners added in the past 12 months alone*
- Learn more about the MegaLab at <https://www.arecontvision.com/supports/megalab>



The screenshot shows the 'Partner Programs' page on the Arecont Vision website. The page features a header with the Arecont Vision logo and navigation links. The main content area is titled 'Partner Programs' and includes a sub-header 'We have the pleasure of teaming with the best partners in the industry.' Below this, there is a section for 'MEGALAB®' which describes the facility as an advanced certification and testing environment. The page also includes a sidebar with links to 'Sign In or Register for Partner Portal', 'Learn About Project Registration', 'Useful Links', and 'Programs'. The main content area further details the 'MegaLab Facility', 'Use of the MegaLab', 'Scheduling the MegaLab', and 'Vendor Certification'.

Partner Programs
We have the pleasure of teaming with the best partners in the industry.

Partner Portal
■ [Sign In or Register for Partner Portal](#)
■ [Learn About Project Registration](#)

Useful Links
■ [Program Overview](#)
■ [Become a Channel Partner](#)
■ [Project Registration](#)
■ [Become a Technology Partner](#)

Programs
■ [Technology Partner Program](#)
■ [VMS & NVR Partner Integration Matrix](#)
■ [Infrastructure Partners](#)
■ [MegaLab®](#)
■ [Channel Partners Certification Program](#)
■ [Arecont Vision University](#)
■ [A&E Partner Program](#)
■ [Reseller Partner Program](#)

MEGALAB®
Home / Partners / MegaLab®
Share + Contact Us

The MegaLab Facility
The Arecont Vision MegaLab is equipped with over one hundred and thirty Arecont Vision megapixel cameras. A complete infrastructure of certified software and hardware is also installed, including Video Management System (VMS) software, monitors, NVRs, servers, storage, and network switches. The MegaLab provides a facility that can help clarify systems configuration issues, optimal system bandwidth, load capacities, and achievement of desired functionality in a highly controlled environment.

Use of the MegaLab
Multiple Arecont Vision Technology Partner Program or Channel Partner Program members are able to use the facility simultaneously, depending upon specific project requirements. Reservations are available on a first come, first served basis.

Scheduling the MegaLab
Members of the Arecont Vision Technology Partner Program and Channel Partner Program members with a registered project may request to be added to the MegaLab schedule. To make a schedule request or to find out more information, please email Jason.Schimplat@arecontvision.com.

Vendor Certification
Members of the Arecont Vision Technology Partner Program are able to participate in our certification program. Go to <http://www.arecontvision.com/partners/technology-partner-program> to learn more.

- Arecont Vision will continue to strive for process improvements to deliver even better pre- and post-sales support
- Contact us whenever you need assistance with Arecont Vision products or to be included in our next Customer Survey

Pre-Sales Support

Call Inside Sales

+1.818.937.0700 #3

Email Inside Sales

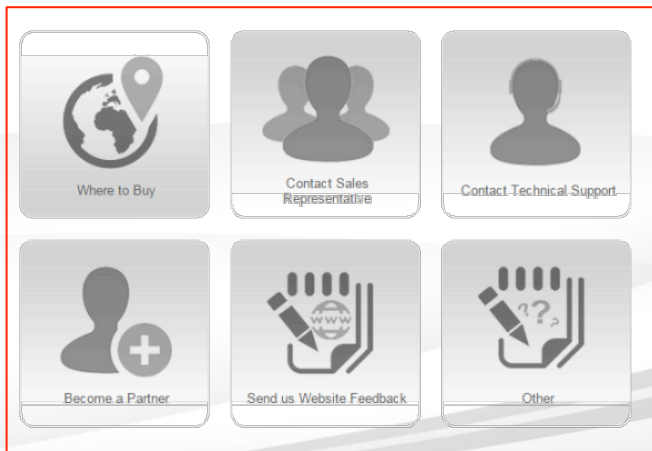
avsales@arecontvision.com

Contact Inside Sales on the Web

<https://www.arecontvision.com/contactform.php>

Find Your Local Sales Team [https://](https://www.arecontvision.com/contactform.php)

www.arecontvision.com/contactform.php



Contract Us

Post-Sales Support

Call the Technical Assistance Center

+1.818.937.0700 #1

Email the Technical Assistance Center

support@arecontvision.com

Contact the TAC on the Web

<https://www.arecontvision.com/contactform.php>

Visit the Resource Center on the Web

<https://www.arecontvision.com/resources.php>