

Increase Your Business with Arecont Vision  
Megapixel IP Technology:

## **Customer Webinar**

### **Focus on Public Spaces**

**Customer Webinar**  
**21 January 2015**



Leading the Way in Megapixel Video

- **Company Update**
- **Product Update**
- **Partner Presentation**
- **More Coverage with Less**

## Infrastructure

- **Tech Tips and Tricks**
- **Tech Support Update**
- **Q&A**

Jeff Whitney [Vice President of Marketing]

Brad Donaldson [Director of Product Management]

William Ferris [DotWorkz]

David Owen [OCOM Sales]

Ted Brahms [Director of Field Applications]

Darrel Tisdale [Director of Quality and Tech Support]



- Great Q4 and 2014
- Leadership in Open Spaces
- New Products and Technologies
- Industry Recognition
- MegaLab Growth
- Arecont Vision University



# Product Update

**Brad Donaldson**

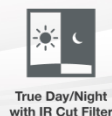
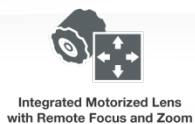
*Director of Product Management*

## MegaView® 2

1.2–10MP H.264 All-in-One Motorized P-Iris Lens  
Day/Night IR Indoor/Outdoor Bullet-Style IP Cameras with  
Wide Dynamic Range (WDR) and STELLAR™ Models

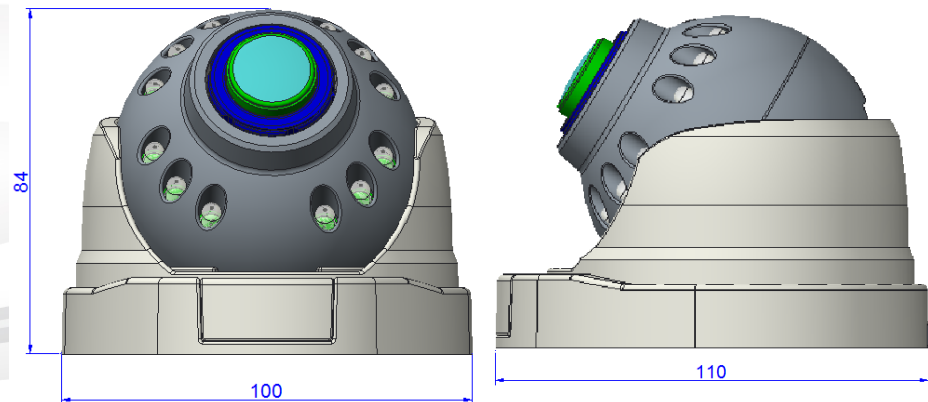
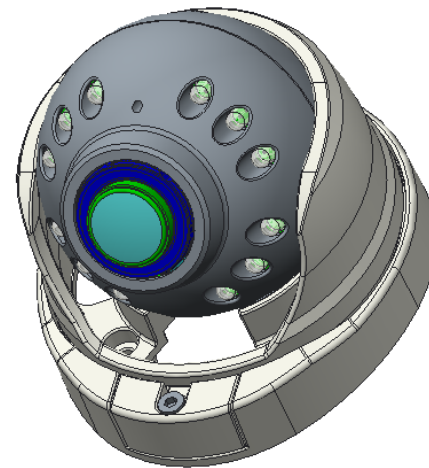
### Highlighted Features Include:

- Wide Angle or Telephoto Motorized Remote Focus/Zoom P-Iris Lens
- P-Iris Control to Get Best Depth of Field and Image Clarity
- STELLAR™ Low Light Technology Reduces Motion Blur, Noise and Storage Requirements, While Enhancing Contrast and Allowing Color Imaging in Near Complete Darkness on 1.2MP Models
- Optional True WDR up to 100dB at Full Resolution Available on Some 1080p and 3MP Models: See Clearly in Shaded and Bright Light Conditions Simultaneously



## MegaBall 2 w/ New Features

- 1.2MP-5MP Indoor IR solution
- Adaptive IR
- Remote Zoom, Remote Focus and P-iris
- SD card, CorridorView and Scaling
- Stellar Low Light and WDR Technology
- Easy Installation Surface mount
- Similar Unit cost as Current MB2 Dome
- Product line will keep existing Light Grey Dome models (will not include new features)
- Discontinue -W models and Black Dome models



## MicroDome® 2

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

### Same Great MicroDome Features Plus Improvements

#### Improvements:

- Remote Focus Lens Module
  - 3 Axis Gimbal
  - CorridorView
  - 1.2MP for Strong Low Light Performance
- 
- **Technology will lead to Omni 2**
  - **Also adding no lens configuration to price list**

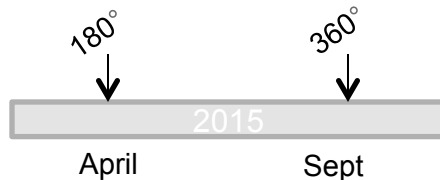


## SurroundVideo® 2

5–20MP H.264 All-in-One Panoramic Day/Night Indoor/Outdoor Dome IP Cameras

### Large Form Factor:

- 5MP STELLAR
- 12MP WDR
- 20MP
- Remote Focus and P-Iris Lenses
- Up to 75% Increase in FPS on Full Resolution Stream
- All Black Gimbal



### Small Form Factor:

- 12MP Non-WDR 180° and 360°
- 20MP 180° and 360°
- Up to 75% Increase in FPS on Full Resolution Stream

April



## **MegaVideo® 4K**

### **8.3 Megapixels at 30fps!**

- 4K Ultra High Resolution Image Quality
- 8.3 Megapixels
- 30 Frames per Second
- True Day/Night Functionality with Mechanical IR Cut Filter
- 1" Sensor Format
- Arecont Vision Architecture



- **Target Release – Q3**
- **Demo at ISC-West with Final Design**

# dotworkz

Extending the life of your equipment since 1998

 **The King**  **of ALL**  
**Housings!** 

Professional camera housings for all mobile, marine, and security video applications.

We specialize in outdoor housings for Arecont Vision cameras

[www.dotworkz.com/arecont/](http://www.dotworkz.com/arecont/)

**Key markets served:**

City Surveillance, Police, Gas, Campus, Public Safety, other



Engineered product solution for long term and extreme deployments. We mitigate the risk of overheating or under heating sensitive electronics in extreme outdoor temperatures.



**COOLDOME™**  
is an Active  
Cooling option  
for all of our  
products.



**Ring of Fire is a  
65 Watt De-icing  
65 system for  
cold  
environment.**



We likely have the most  
Safety marks in the industry  
being certified by both UL  
and ETL.



*Plus many other camera  
housing options including  
solar, PoE, etc...*

**Dotworkz  
housing hold a  
unique IP68  
rating.**



## Small Form Factor NVRs



New Product  
Release for March

## AV-8000 Bracket



## UBNT Wireless Mounts



## PoE



*What the BASH  
means to Arecont  
Vision  
cameras?*

**BASH**  
Broad Application Security Housing



# More Coverage with Less Infrastructure

**David Owen**

*OCOM Sales*

david@ocomsales.com

# SurroundVideo® Omni Product Presentation



**Total Cost of Ownership - TCO**  
**Total Image Ownership - TIO**

**Value Proposition: *More Coverage with Less Infrastructure.***

## SurroundVideo® Omni

12MP WDR or 20MP H.264 All-in-One Omni-Directional User-Configurable  
Multi-Sensor Day/Night Indoor/Outdoor Dome IP Cameras

Compare the two solutions :

Arecont 1 - 4x5mp image sensors  
vs. 4 - 5mp Image camera's

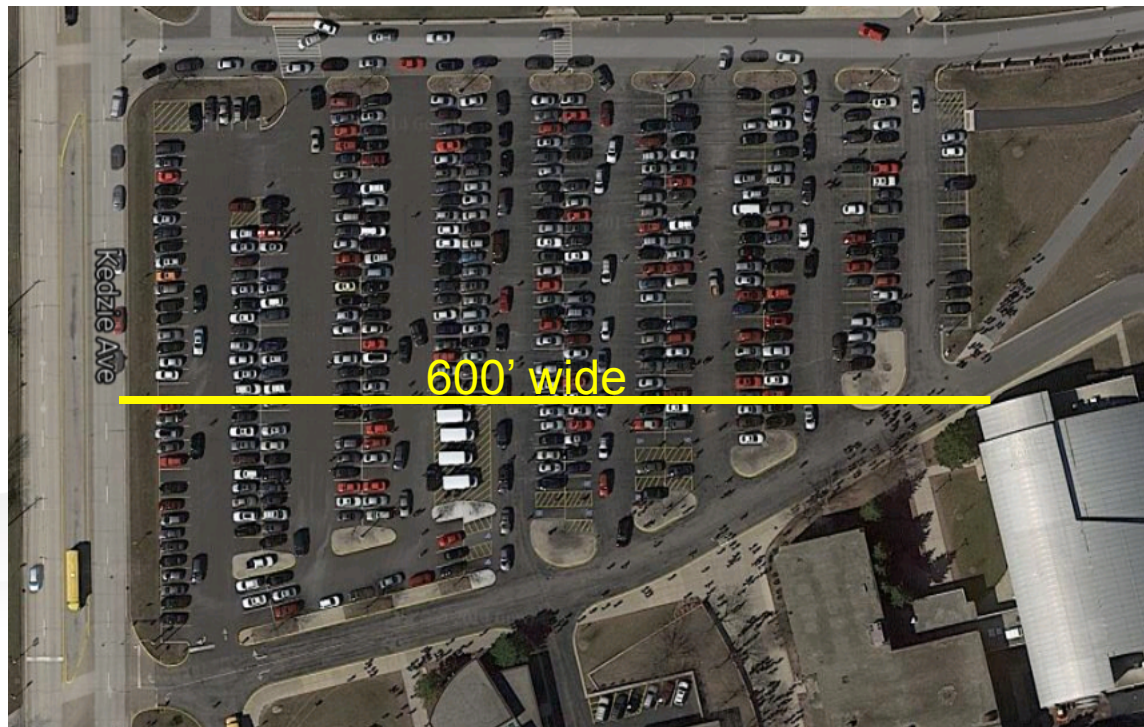


1 - 4x5mp Camera with 4 Sensors



4 - 5mp Sensor Camera's

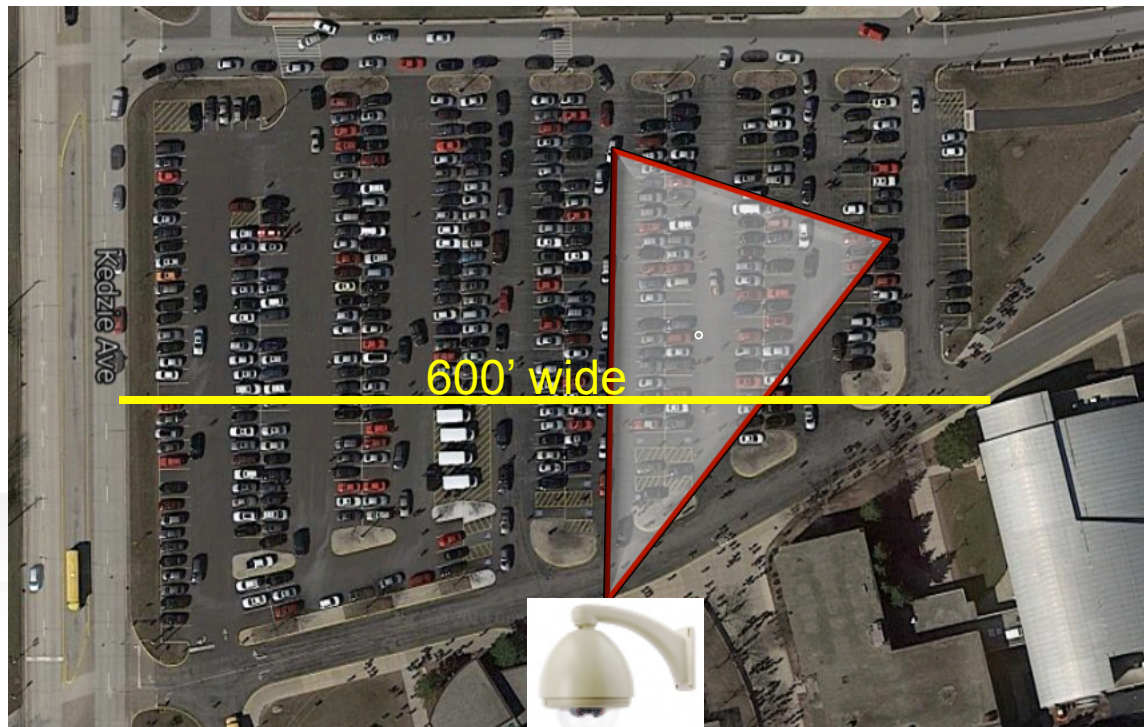
Arecont Vision Value Proposition: *More Coverage with Less Infrastructure*



Value Proposition: *More Coverage with Less Infrastructure*

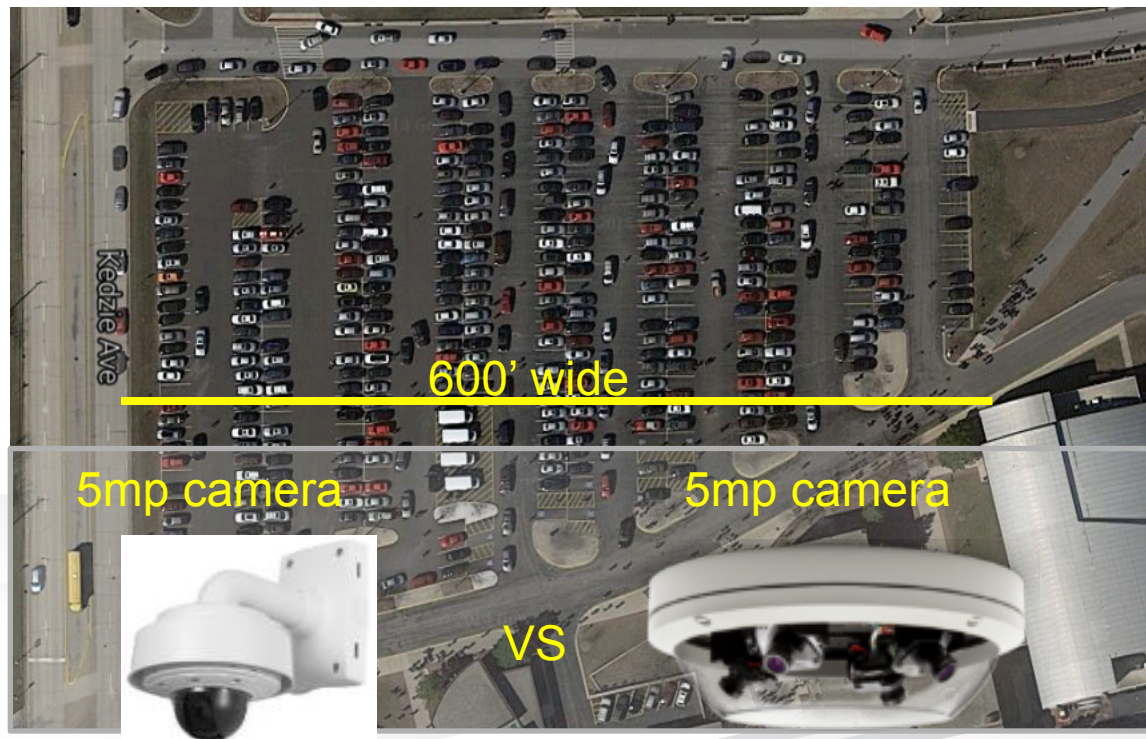
Total Cost of Ownership - saves owner cost of installation and operation.





Value Proposition: *More Coverage with Less Infrastructure*

Total Cost of Ownership - saves owner cost of installation and operation.



Value Proposition: *More Coverage with Less Infrastructure*

Total Cost of Ownership - saves owner cost of installation and operation.





Value Proposition: *More Coverage with Less Infrastructure*

Total Cost of Ownership - saves owner cost of installation and operation.

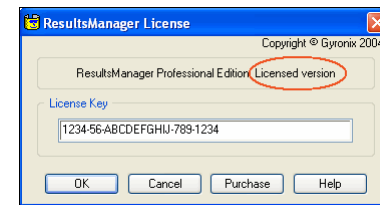
X Brand Single 5mp = 4x 5mp Camera / 4x License Key / 4x Port / 4x Cable Run

\$1,199.00ea. msrp

\$150.00ea Cable/Wire

\$50.00ea POE Port

\$150.00 VMS License Key



\$6,396.00 msrp install cost

Value Proposition: *More Coverage with Less Infrastructure*

This solution – *Doesn't save owner cost of installation and operation.*



Value Proposition: *More Coverage with Less Infrastructure*

Total Cost of Ownership - saves owner cost of installation and operation.





Value Proposition: *More Coverage with Less Infrastructure*

Total Cost of Ownership - saves owner cost of installation and operation.

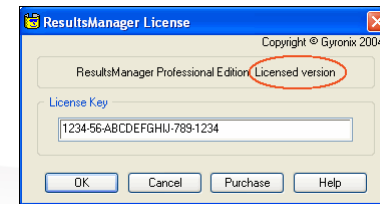
Arecont OmniDome = 4x 5mp Camera / 1x License Key / 1x Port / 1x Cable Run

\$2,898.00 msrp

\$150.00 Cable/Wire

\$50.00 POE Port

\$150.00 VMS License Key



\$3,245.00 msrp install cost

Value Proposition: *More Coverage with Less Infrastructure*

Total Cost of Ownership - saves owner cost of installation and operation.

Compare the two solutions -

Arecont Total Cost of Ownership - saves owner cost of installation and operation.



\$3,245.00 msrp install cost

=

4 individual camera's



\$6,396.00 msrp install cost

**Arecont Value Proposition: *More Coverage with Less Infrastructure***



Value Proposition: *More Coverage with Less Infrastructure*

Total Cost of Ownership - saves owner cost of installation and operation.





Value Proposition: *More Coverage with Less Infrastructure*

Total Cost of Ownership - saves owner cost of installation and operation.



Compare the two solutions -  
Arecont 4 – 5mp image sensors  
vs.

1 - 5mp 360° Fisheye Single Image Sensor

Both can view 180° of a lobby



**Arecont Value Proposition: *More Coverage with Less Infrastructure***

Arecont Vision Camera



Fisheye Camera



**Arecont Value Proposition: *More Coverage with Less Infrastructure***

# SurroundVideo® TIO, Total Image

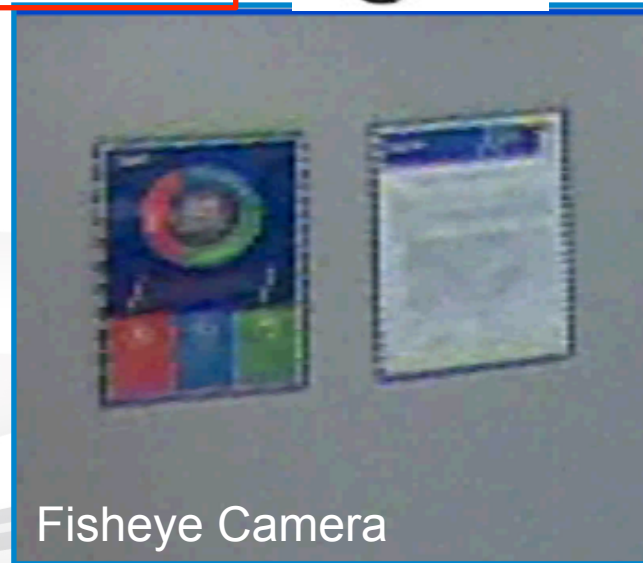
Compare the two solutions -  
Arecont 4 – 5mp image sensors  
vs.

1 - 5mp 360°Image Sensor in FOV View picture quality

Zooming into detail not the same



Arecont Vision Camera



Fisheye Camera

**Arecont Value Proposition: *More Coverage with Less Infrastructure***



4 – 5mp sensors Pixels = 10,368 across

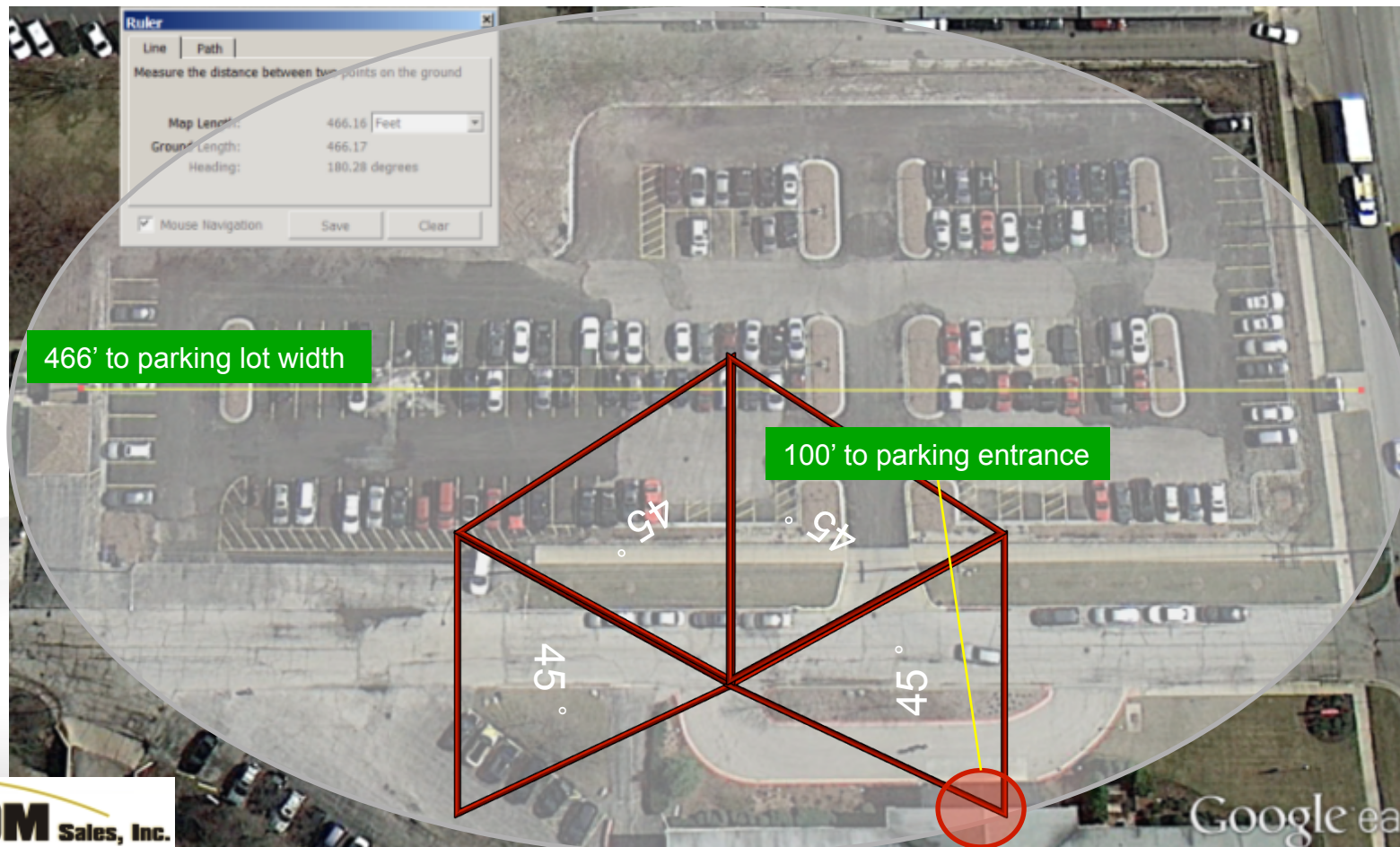


5mp single sensor Pixels = 2,592 across

**Arecont Value Proposition: *More Coverage with Less Infrastructure***



# SurroundVideo® Parking Layout



AV20185DN Arecont 20mp Panoramic  
4 x 5mp camera's in one Camera housing.



Not stitched, but, 4 separate camera's viewed side x side on the desktop.

Arecont Value Proposition: *More Coverage with Less Infrastructure*

AV20185DN Arecont 20mp Panoramic  
4 x 5mp camera's in one Camera housing.

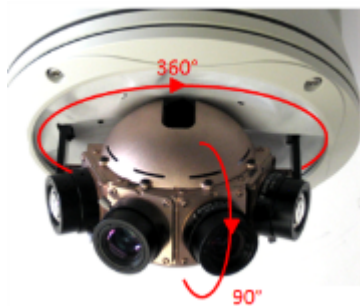


**Arecont Value Proposition: *More Coverage with Less Infrastructure***



AV20185DN Arecont 20mp Panoramic  
4 x 5mp camera's in one Camera housing

Zooming into detail



**Arecont Value Proposition: *More Coverage with Less Infrastructure***

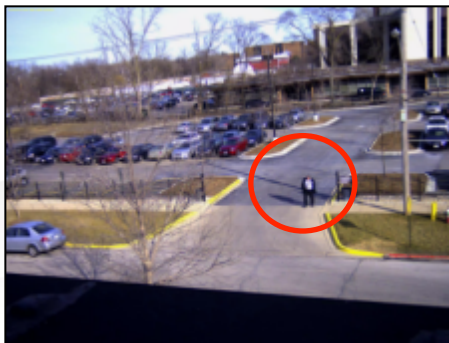


# SurroundVideo® Digital Zoom on Playback



Leading the Way in Megapixel Video™

**TIO – Total Image Ownership, picture quality-**



Digital Zoom  
Playback

Value Proposition: *More Coverage with Less Infrastructure*



Omni Panoramic with  
4 Customizable Sensors



Ultra Low Profile  
Design



True Day/Night  
with IR Cut Filter



270° FOV  
Capable



Vandal and Weather Proof  
IK-10 and IP66 Rated



Pixel Binning Mode



Wide Dynamic Range  
on 12MP Models



Dual Encoder  
H.264/MJPEG

## Model Specific Features

Model	Resolution	Frame Rate	Features	
AV12176DN-NL	12MP	5.2fps	WDR	Binning
AV12176DN-2.8	12MP	5.2fps	WDR	Binning
AV12176DN-08	12MP	5.2fps	WDR	Binning
AV20175DN-NL	20MP	3.5fps		Binning
AV20175DN-2.8	20MP	3.5fps		Binning
AV20175DN-08	20MP	3.5fps		Binning

## Options

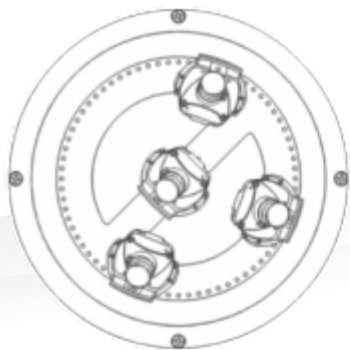
-NL	No Lenses (User Configurable and Ordered Separately)
-2.8	Configured with 2.8mm Lenses
-08	Configured with 8mm Lenses



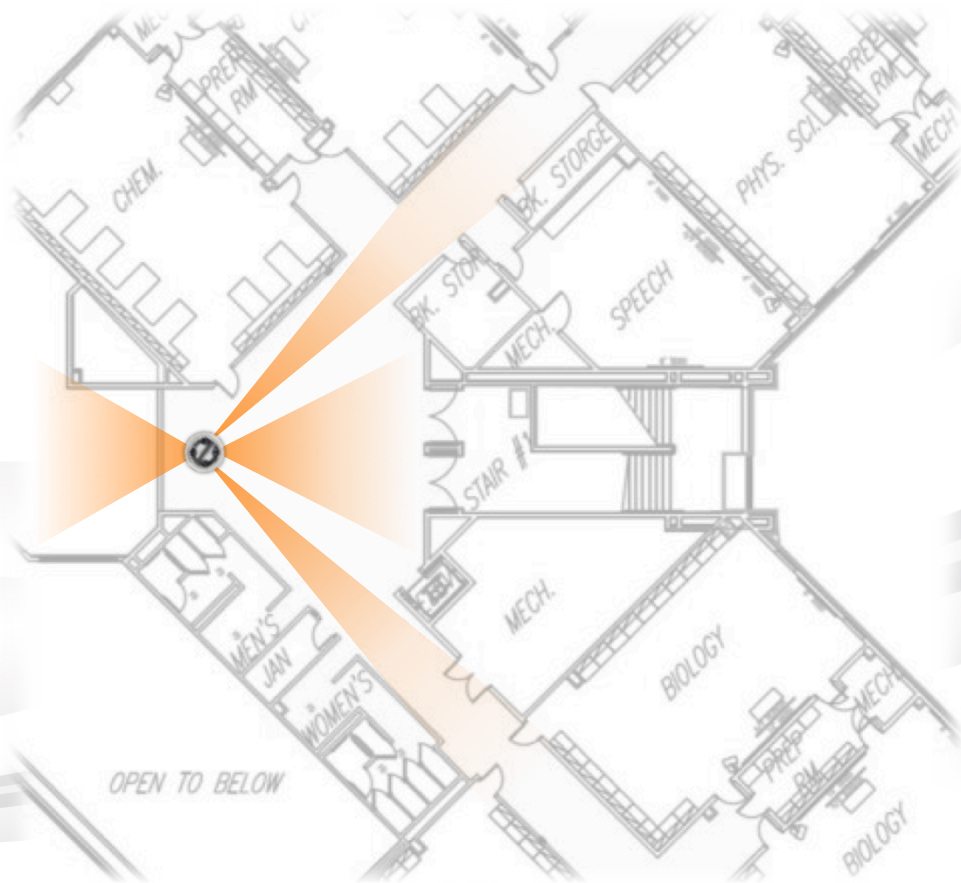
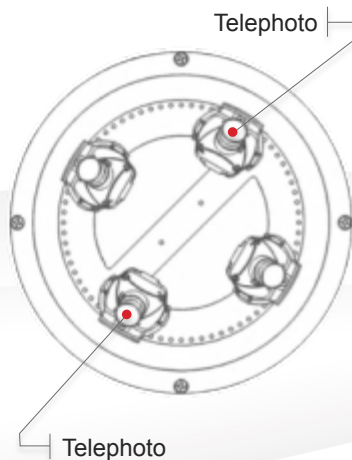
## SurroundVideo® Omni

### Possible Scenarios

**270° Layout**

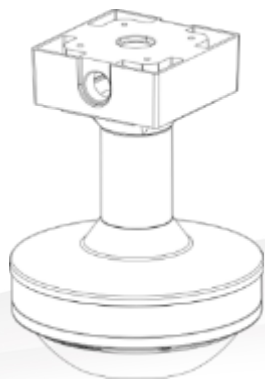


**360° Custom Layout**

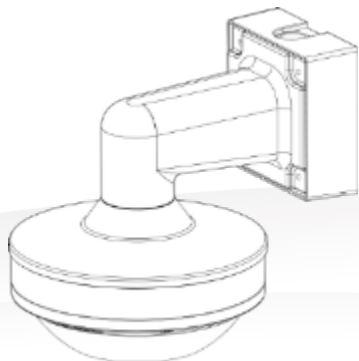


## SurroundVideo® Omni

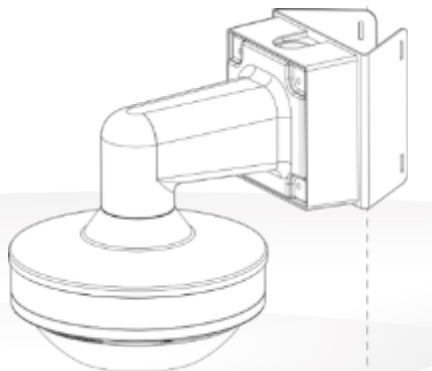
### Mounting Options



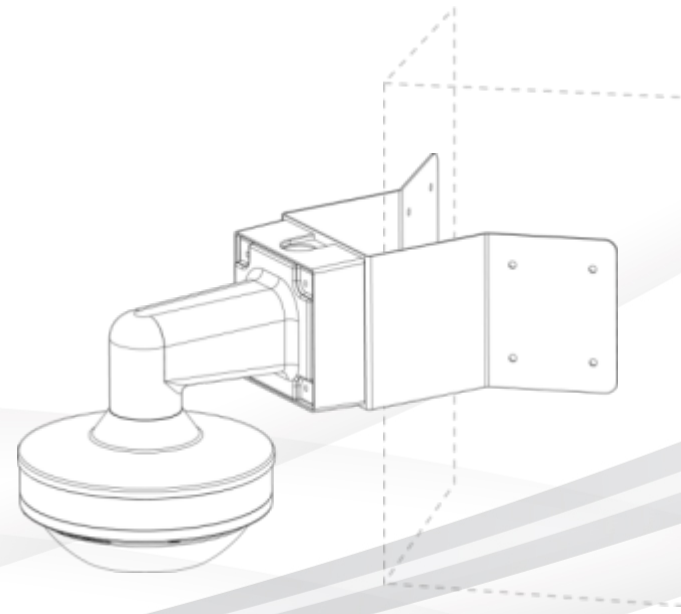
**Ceiling Mount**



**Wall Mount**



**Pole Mount**



**Corner Mount**



# Omni Install

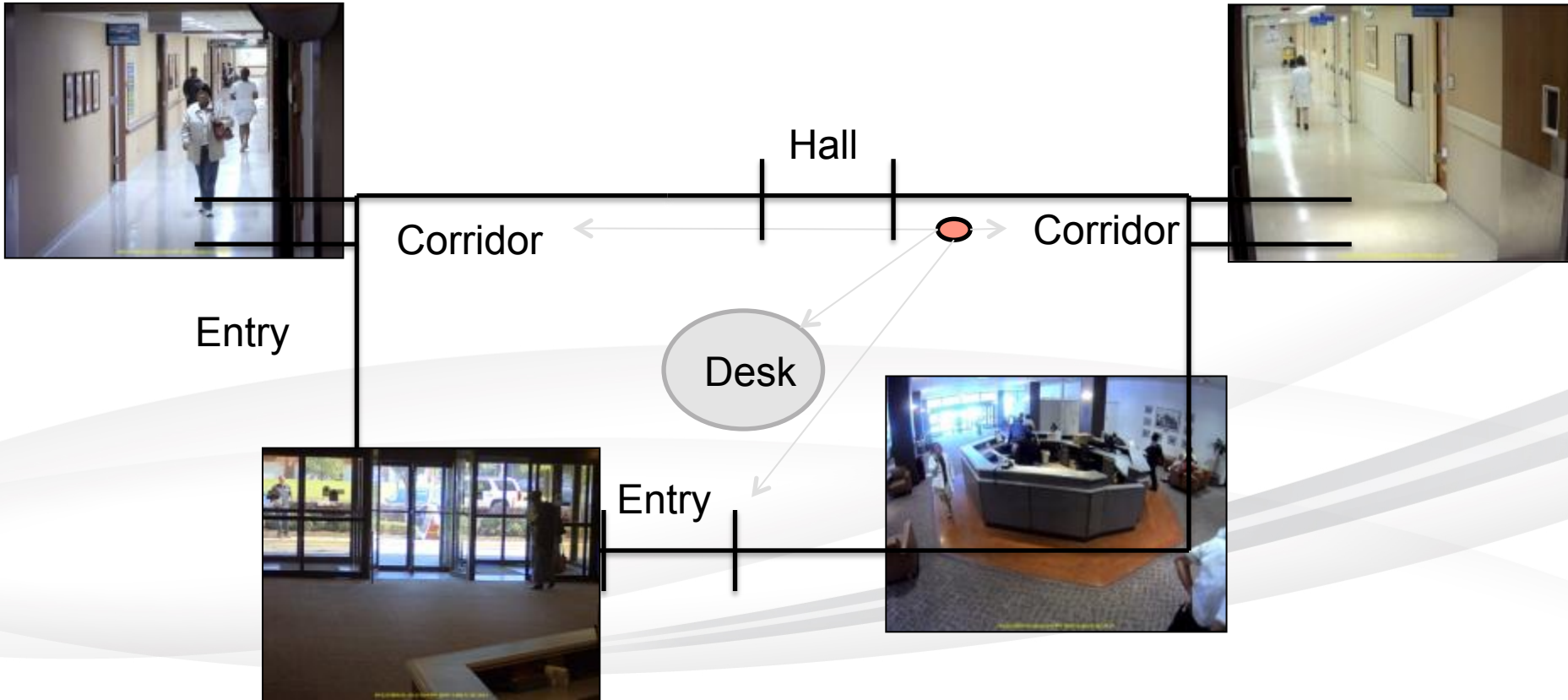


Goal:  
View Lobby  
Area





# Desired Coverage Areas





# Omni Lobby



Lobby  
Replace single  
3mp camera  
With 4 – 3mp  
WDR camera's.

## Lobby Doors

**16mm Lens**



Lobby

Overall area

**2.8mm Lens**

AV12176DN 01:20:41.849 PM (GMT-5:00) 9/18/2014

## Lobby Hall

**8mm Lens**

AV121760N 01:20:21.023 PM (GMT-5:00) 9/18/2014



## Lobby Hall

**8mm Lens**

AV121760N 01:28:54.752 PM (DNR-108) 9/18/2014

# Omni Camera Parts for Lobby

- 1.) 1 - Arecont AV12176DN-NL ( No Lens )
- 2.) 1 - Arecont Housing & WMT
- 3.) 4 - Lenses: 1 – 2.8mm / 1 – 8mm / 2 – 16mm

## Arecont Parts

**AV12176DN-NL** 12 Megapixel WDR & Day/Night H.264/MJPEG Omni-Directional Camera, 4 x 2048x1536, No Lens, Surface mount, Indoor/Outdoor, IP66, IK-10, PoE Powered Fan MSRP \$2,398.00

**AV-WMJB** Wall Mount Bracket with Junction Box (Mount Cap Not Included) for SurroundVideo® Omni Series - 1.5" NPT Female MSRP \$130.00

**SO-CAP** Mount Cap for SurroundVideo® Omni - 1.5" NPT Male MSRP \$70.00



**1 MPM2.8** Arecont 2.8mm, 1/2.5", F1.8 M12-mount; Fixed iris, IR CORRECTED MSRP \$60.00

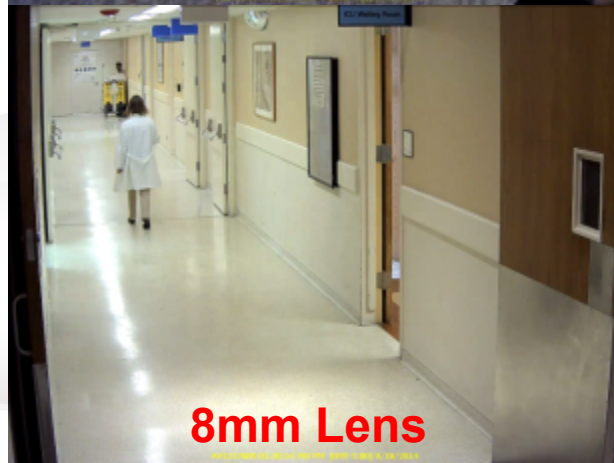
**2 MPM8.0** Arecont 8mm, 1/2.5", F1.6 M12-mount; Fixed iris, IR CORRECTED MSRP \$55.00

**1 MPM16.0** Arecont 16mm, 1/2.5", F1.6 M12-mount; Fixed iris, IR CORRECTED MSRP \$55.00

# Omni Lobby



Arecont Omni  
Provides more  
Coverage with  
Less Infrastructure.



# Covering Public Spaces with Arecont Vision Cameras



**Ted Brahms**  
**Director Field Applications**



- One of Arecont Vision's most unique and iconic product families.
- Can enable dramatic camera reductions in system designs.
- Coverage and field of view for the 180° products is impressive, like “being there.”

## Resolution:

- 8 = 8MP (4x 2MP Sensors)
- 12 = 12MP (4x 3MP Sensors)
- 20 = 20MP (4x 5MP Sensors)
- 40 = 40MP (4x 10MP Sensors)

## Body Type:

- 17 = Multi-Sensor / Multi-Directional
- 18 = 180° Panoramic
- 36 = 360° Panoramic

## Compression / WDR:

- 5 = H.264/MJPEG
- 6 = 5 + WDR

## Features:

- CO = **C**olor **O**nly
- DN = **D**ay/**N**ight
- -08 = 8mm Lenses
- -28 = 2.8mm Lenses
- -HB = **H**eater + **B**lower
- -NL = **N**o **L**ens

AV **20** **18** **5** **DN**

Resolution

Body Type

Compression

Features



AV40185  
AV20185  
AV8185



AV20365  
AV8365



AV12186

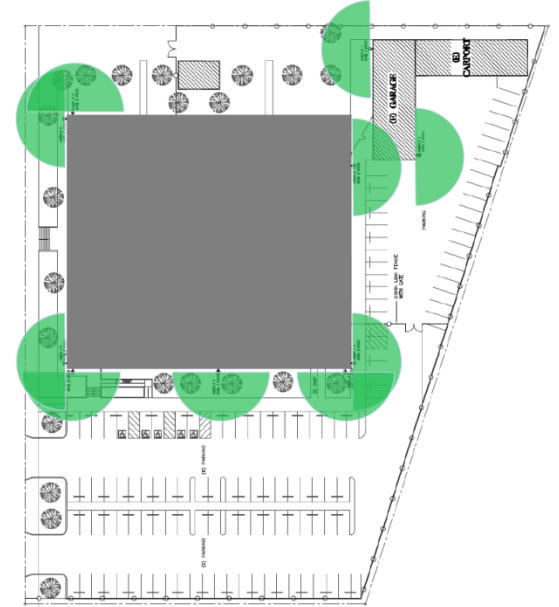


AV12366



AV12176  
AV20175

- Anywhere you have a very large space to cover with minimum mounting points.
- Common applications include:
  - Parking Lots
  - Campus Quads and Lecture Halls
  - Cafeterias and Building Lobbies
  - Large Industrial Spaces
  - Large Retail Space and Storage Yards









AV12186DN Garage Shot with and without WDR.



## Analog

24 cameras cover this public area and key areas of interest



## Megapixel

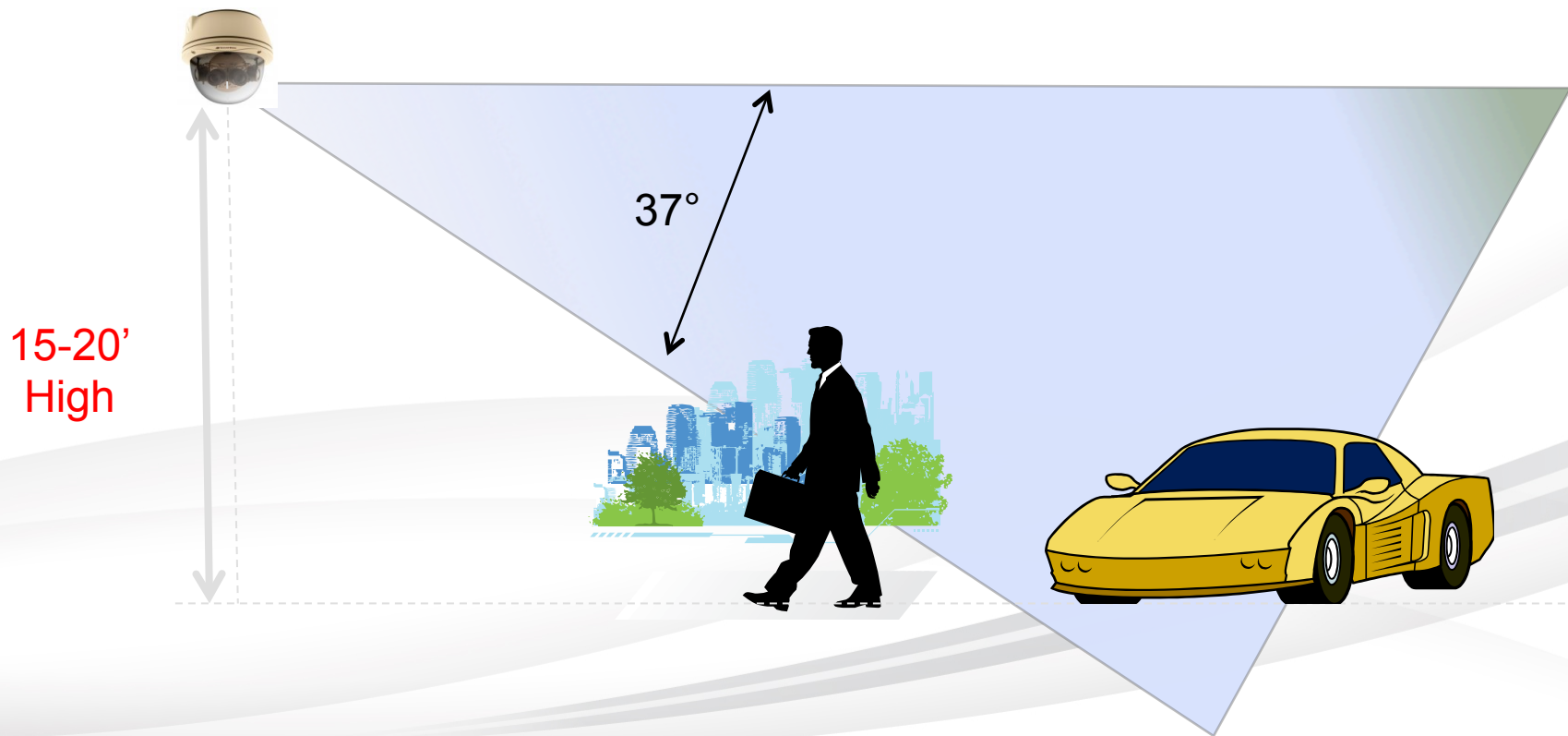
8 panoramic cameras give better coverage and more resolution





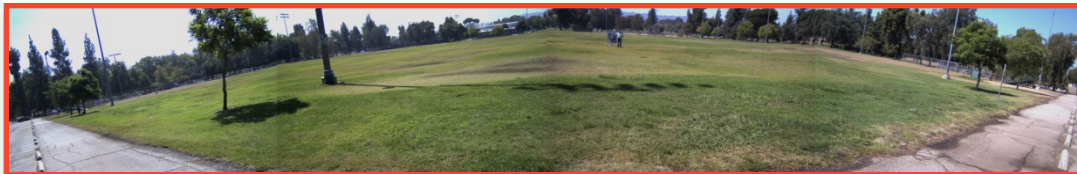


# Panoramic Best Mounting Height





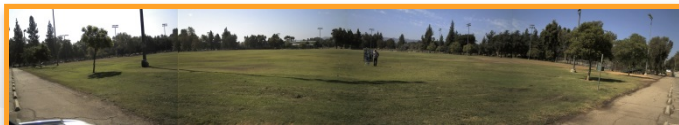
AV40185, 40MP @ 157 Feet / 47 Meters



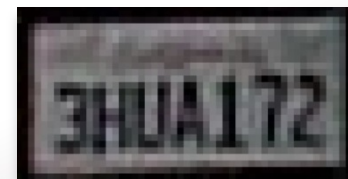
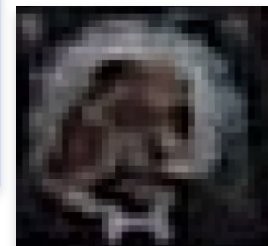
AV20185, 20MP @ 110 Feet / 33 Meters



AV1286, 12MP @ 88 Feet / 26 Meters

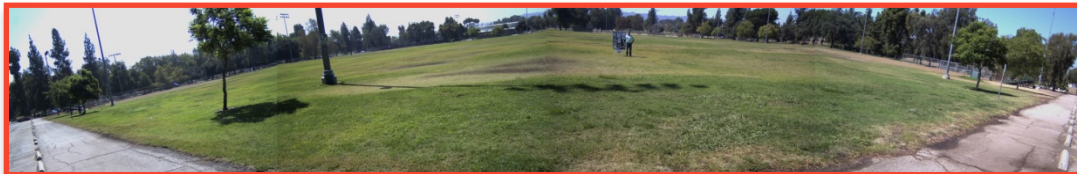


AV8185, 8MP @ 69 Feet / 21 Meters





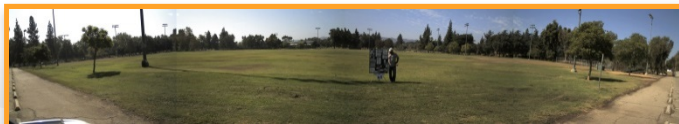
AV40185, 40MP @ 78 Feet / 23 Meters



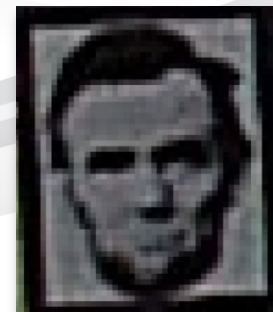
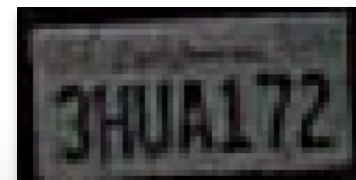
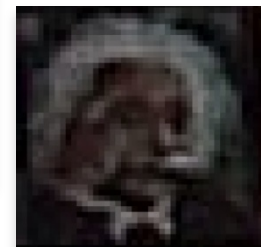
AV20185, 20MP @ 55 Feet / 16 Meters



AV1286, 12MP @ 44 Feet / 13 Meters



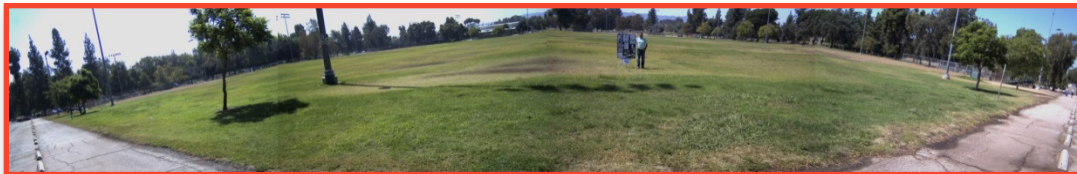
AV8185, 8MP @ 34 Feet / 10 Meters







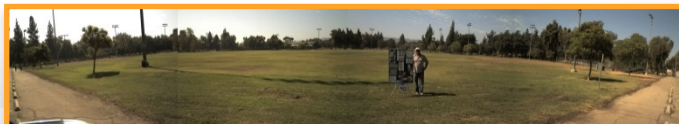
AV40185, 40MP @ 52 Feet / 15 Meters



AV20185, 20MP @ 36 Feet / 10 Meters



AV1286, 12MP @ 29 Feet / 8 Meters

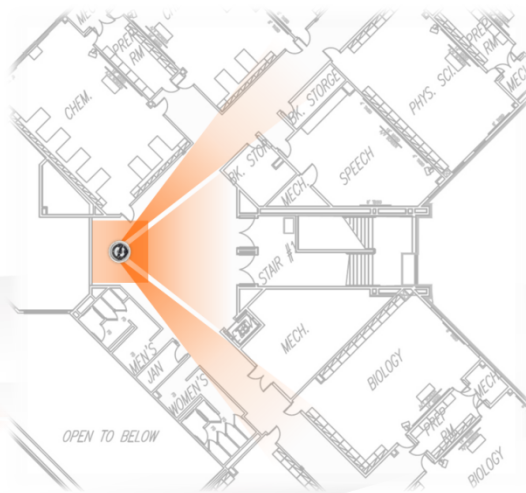
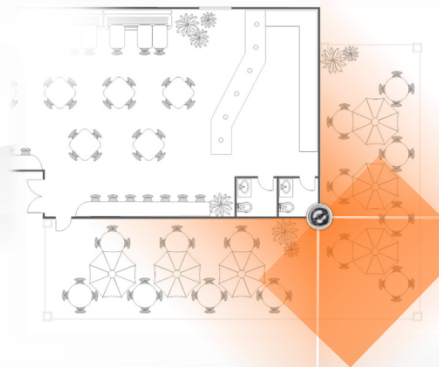
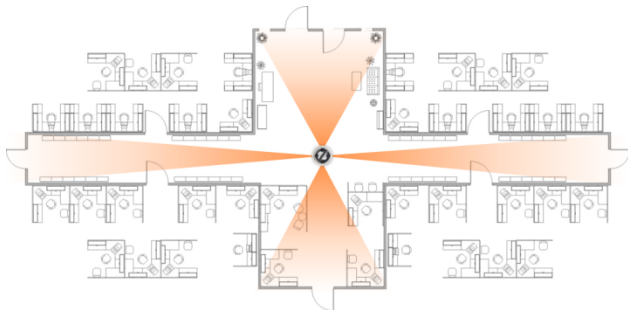


AV8185, 8MP @ 23 Feet / 7 Meters





Omni is all about application flexibility!



## Model Specific Features

Model	Resolution	Frame Rate	Features	
AV12176DN-NL	12MP	5.2fps	WDR	Binning
AV12176DN-2.8	12MP	5.2fps	WDR	Binning
AV12176DN-08	12MP	5.2fps	WDR	Binning
AV20175DN-NL	20MP	3.5fps		Binning
AV20175DN-2.8	20MP	3.5fps		Binning
AV20175DN-08	20MP	3.5fps		Binning

## Options

-NL	No Lenses (User Configurable and Ordered Separately)
-2.8	Configured with 2.8mm Lenses
-08	Configured with 8mm Lenses

- Anywhere you have a very large space to cover with minimum mounting points.
- Common applications include:
  - Parking Lots
  - Campus Quads and Lecture Halls
  - Cafeterias and Building Lobbies
  - Large Industrial Spaces
  - Large Retail Space and Storage Yards

# Quality and Technical Support

Darrel Tisdale

Director of Quality and Technical Support

January 21, 2013

- Single sensor firmware update – new features
  - ONVIF Profile-S
  - 100Mb/s full duplex
  - H.264 using Internet Explorer
  - Corridor View



- Single sensor firmware improvements
  - Network
  - Webpage
  - Firmware update while streaming
  - Improved camera discovery support
  - Upgraded password support

- Panoramic firmware updates (Jan 2015)
  - Same as single sensor
  - Firmware update via the webpage
  - Increased connection count
  - Customizable white balance control

- New release (Feb 2015)
  - Automatic camera discovery
  - Multicast camera discovery
  - Improved password support
  - Ability to select specific network
  - Improved software installation routine
  - Session log

- 3 ways to connect with us
  - Web portal <http://support.arecontvision.com>
  - Phone
  - Email [support@arecontvision.com](mailto:support@arecontvision.com)
- New Tech Support Manager – Sasha Ross
  - [ssross@arecontvision.com](mailto:ssross@arecontvision.com)
- In Warranty RMA process
- Out of Warranty RMA Process



- Creating support ticket is just the first step
  - More info may be needed
  - Screen shots very helpful
  - Additional troubleshooting may be requested
- Goal is to save you time and money
- Advanced Replacement requires AR form
- OoW repair – flat rate fee upfront

