

## Cautionary Advisory Regarding Forward Looking Statements

You should not place undue reliance on any forward-looking statements contained in this webinar presentation. The Company assumes no obligation to update forward-looking statements to reflect actual results, changes in assumptions, or changes in other factors affecting forward-looking information, except to the extent required by applicable laws.

[Arecont Vision Costar, LLC, a Costar Technologies, Inc. company](#)

The background features a collage of security-related items: a computer monitor displaying a multi-camera view of a parking garage, a software interface with the 'ConteraVMS' logo, a 'ConteraWS' logo with colorful overlapping shapes, and several different models of white security cameras, including dome and bullet styles.

# Arecont Vision Costar

## October 2018

### Webinar

**Arecont Vision**<sup>®</sup>  
A COSTAR COMPANY



# The New Arecont Vision Costar

IP Megapixel Cameras – VMS – Web Services – Recorders/NVRs

Arecont Vision Costar, LLC was launched on July 13, 2018 as a new business unit of Costar Technologies, Inc. (OTC Markets Group: CSTI).

*The New*

**Arecont Vision<sup>®</sup>**

A COSTAR COMPANY

[www.arecontvision.com](http://www.arecontvision.com)

**COSTAR**  
TECHNOLOGIES, INC.

[www.costartechnologies.com](http://www.costartechnologies.com)

Arecont Vision Costar, LLC provides advanced, reliable IP network megapixel cameras, web-enabled video management software, and web-managed NVRs & video recorders.

We deliver a complete, cyber-secure video surveillance solution, with products that can also be used in integration with other leading vendors.



**Arecont Vision Costar, LLC** is a new company, yet benefits from a 15 year legacy of security industry leadership with customer-proven, award-winning IP network megapixel cameras

- Our predecessor company, **Arecont Vision LLC**, was founded 2003 in Los Angeles, California
- The original company announced voluntary Chapter 11 on May 14, 2018 in order to clear outstanding debt and simplify the sale of the entire business to enable new investment and product development; this process was successful, and no interruption of sales, support, or manufacturing resulted



Leading the Way in Megapixel Video™



## Arecont Vision Costar Product Portfolio

- All products, technologies, patents, and trademarks of the original Arecont Vision were acquired by **Costar Technologies, Inc.** on July 13, 2018, with sales, support, and manufacturing continuing uninterrupted
- All products are now available from the new Arecont Vision Costar, as part of the Total Video Solution

**MegaIP™**  
Megapixel IP Cameras



**ConteraVMS™**  
Video Management Software



**ConteraIP™**  
Megapixel IP Cameras



**ConteraWS™**  
Cloud Managed Web Services



**ConteraCMR**  
Cloud Managed Recorders



- The original executive team & nearly all employees onboarded with the new company, reflecting our confidence in and excitement about the new **Arecont Vision Costar**



**RAUL CALDERON**  
PRESIDENT



**KYLE PARKER**  
VP, AMERICAS SALES



**SANJIT BARDHAN**  
VP, INTERNATIONAL SALES



**MITCH FAGUNDES**  
VP, GLOBAL STRATEGIC  
ACCOUNTS



**BRAD DONALDSON**  
VP, PRODUCT  
DEVELOPMENT



**JEFF WHITNEY**  
VP, MARKETING



**EDMOND DERAVANESSIAN**  
VP, FINANCE

- See the bios of our executive team here: <https://www.arecontvision.com/Company/management>

- Product development & investment in R&D continues for future products, including in both our Made in USA and world-class product families



## **Arecont Vision® Total Video Solution**

IP Cameras, VMS, Cloud Managed Recorders, & Web Services

**More Cyber-Secure, Made in USA-Qualified  
Video Surveillance Product Choices Than Any Other Vendor**

- We've made major improvements to our online Project Registration, Partner Portal, White Paper & Presentation Downloads, & System Design Tools in recent months

## Sales Presentations

Download the latest sales presentations to help with your sales efforts.

### GOLD STANDARD MASTER PRESENTATION

The GOLD STANDARD is a complete file of slides that can be delivered as a single presentation, but you can also use it with your consultants, especially if you combine it with your cameras in action.

### BASE PRESENTATION

The BASE presentation is a single very large file that contains all the slides.

### PART PRESENTATIONS

The PART or "partial" presentations are subset materials that, when combined together, match the complete BASE presentation.

- [Download Part 1](#)
- [Download Part 2](#)
- [Download Part 3](#)

### MEGAVERTICAL PRESENTATIONS

Arecont Vision's MegaVerticals are the vertical market segments that most frequently employ Arecont Vision products. The individual MegaVertical presentations are complete, stand-alone presentations that include all the slides, images, and appropriate slides.

ConteraSysCon System Configurator

My unsaved project

Recorder1	Camera Type	Recording	Camera Model	Hours	Activity	FPS	Qty	Bandwidth	Storage
Camera 1	Single Sensor	Continuous + Motion	10MP - Mega Line	12	Average	7	1	3 Mbps	1721 GB/Day
Total:								3 Mbps	0.02 TB/Day

## Partner Portal

### Project Registration

The Arecont Vision Project Registration Program gives our loyal reselling partners the opportunity to strengthen their position on projects with the full and active support of the Arecont Vision Sales Team.

- [Online Project Registration](#)
- [Create New Registration](#)

### Channel Support

Channel Support streamlines our Advance Replacement, Repair Request, and 30 Day Loaner program for our customers.

Use your dashboard to request Arecont Vision cameras, accessories and demonstration scenarios, and more.

## Manuals

- [ConteraWS Get More From Your Security Brochure](#)
- [ConteraWS Architecture Overview](#)
- [ConteraWS Platform Security Overview](#)
- [ConteraWS Channel Partner Sell Sheet](#)
- [ConteraWS Channel Partner User Manual](#)
- [ConteraWS IT Network Pre-Deployment Requirements](#)
- [ConteraWS DMP Integration](#)
- [Contera Channel Partner Buying Guide](#)
- [Contera Recurring Revenue & Managed Services Guide](#)

### Calculators

Arecont Vision provides the AV SysC and configure systems with MegaPi, generic ONVIF S cameras, plus Core services, and ConteraCMR cloud management.

[System Configurator](#)

## White Papers

### Arecont Vision and Cybersecurity

Arecont Vision megapixel cameras offer advanced protection against cyber attack with our in-house developed Massively Parallel Image Processing (MPIP) architecture and Field Programmable Gate Array integrated circuit at the core of every camera. This white paper examines how Arecont Vision cameras provide cyber security protection.

Server Version Presentation

Hardware AV-CSHPX16T

Channels 1

Storage 16 TB

Throughput 3 Mbps (250 MAX)

- Our current focus is in improving the customer experience across key areas, including...
  - *Pre-shipment product assurance & quality checks*
  - *Pre- & post-sales support for security dealers & systems integrators*
  - *Technical Assistance Center support for security dealers, systems integrators, & end users*

## TECHNICAL ASSISTANCE CENTER



- Learn more about the new Arecont Vision Costar online at <https://tinyurl.com/y9chhdxr>

The screenshot shows the Arecont Vision Costar website. At the top left is the logo "The New Arecont Vision A COSTAR COMPANY". To the right is a search bar and a "Quick Support" dropdown menu with "Sign In" and "Register" links. A navigation menu includes "COMPANY", "PRODUCTS", "SOLUTIONS", "EDUCATION", "NEWS", "SUPPORT", "EVENTS", "PARTNERS", and "HOW TO BUY". The main banner features the heading "About Arecont Vision" and the tagline "A Total Megapixel Video Solution Company." Below the banner is a "Company" sidebar with links for "ABOUT ARECONT VISION COSTAR", "Management Team", "Career Opportunities", "Contact Us", "Sales Team", and "What Our Customers Say". The main content area has a breadcrumb "Home / Company / ABOUT ARECONT VISION COSTAR" and a "CONTACT US" button. The heading "ABOUT ARECONT VISION COSTAR" is followed by a paragraph: "Arecont Vision Costar, LLC is a US-based company founded in 2018. Our headquarters, R&D, manufacturing, and support are in Glendale, Los Angeles County, California, and the company is a business unit of Costar Technologies, Inc. (OTC Markets Group: CSTI), based in Coppell, Texas. Visit Costar online by clicking [here](#)." Below this is another paragraph: "In July, 2018, the original Arecont Vision, LLC was acquired by Costar, a US corporation that designs, develops, manufactures, and distributes a full range of proven products for the video surveillance and machine vision markets. The executive leadership, most employees at time of purchase, and all of Arecont Vision's technology, trademarks, and patents are now part of the new Arecont Vision Costar. Manufacturing, sales, support, and all other functions continue as before, serving our customers around the world. The product line continues to grow, with the addition of the [Arecont Vision Total Video Solution™](#), composed of advanced megapixel cameras, cloud-enabled video management systems, web services, and network-managed video recorders." A third paragraph states: "Arecont Vision Costar continues to build upon the outstanding legacy of the original Arecont Vision, which contributed more to the development of megapixel camera technology for professional security applications than any other camera manufacturer (see our 'Industry Firsts' list below). With Arecont Vision megapixel camera base exceeding well over a million Made-in-USA units prior to becoming part of Costar, customers around the world rely on our products every minute of every day." At the bottom, it says "Download the new Arecont Vision Fact Sheet [here](#) to learn more about the company." On the left sidebar, there is a video player icon and the text "FREE Monthly Webinars on improving your business with".

- Download the new Arecont Vision Costar Fact Sheet at <https://tinyurl.com/y98cnr66>

## Arecont Vision Costar



**Arecont Vision Costar, LLC** is a new business entity, founded in 2018. The company is built upon the legacy of the security industry leadership & customer-proven, award-winning video surveillance products from the original Arecont Vision, LLC with the added expertise & resources of corporate parent Costar Technologies, Inc.

### Company Facts

- Arecont Vision Costar, LLC is headquartered in Glendale, California**, with onsite R&D, manufacturing, & support. The company launched as a business unit of Costar Technologies, Inc. on July 13, 2018. Visit Arecont Vision Costar online at [www.arecontvision.com](http://www.arecontvision.com).
- Costar Technologies, Inc.** acquired the original Arecont Vision, LLC including all technology, patents, trademarks, and products in July of 2018. Costar is a US corporation (OTC Markets Group: CTSI), based in Coppell, Texas, that designs, develops, manufactures, and distributes a wide range of proven products for the video surveillance and machine vision markets. Its other business units include Costar Video Systems, CohaHD Costar, iVS Imaging, and Innotech. Visit Costar online at [www.costartechnologies.com](http://www.costartechnologies.com).
- Arecont Vision Costar products are available to end user customers through authorized security dealers and systems integrators worldwide**, supported through a network of authorized distributors and our regional sales teams. Learn more at <https://www.arecontvision.com/where-to-buy.php>.
- Arecont Vision Costar invests in R&D, quality assurance, sales support, and technical assistance** to continuously improve our products, our service, and our customer support. Over one million Arecont Vision cameras have been shipped since 2004 to customers in a wide range of vertical markets around the world. The company offers service, warranty coverage, and out-of-warranty repair, while bringing exciting new products to market. Visit our Technical Assistance Center at <https://www.arecontvision.com/resources.php>.
- Arecont Vision was an early pioneer in the megapixel surveillance camera market**, leading to many first-in-the-industry innovations across the widest selection of Made in USA and maximum-cybersecure IP network cameras available. Learn more at <https://www.arecontvision.com/Company/about-arecont>.
- Arecont Vision Costar's award-winning products** are used by customers in a wide range of vertical markets. Learn what our customers say about the company, our products, and our employees: <https://www.arecontvision.com/Company/what-our-customers-say>.
- See Arecont Vision Costar cameras in the wild**, all around the world, where our customers rely on us every day. See our cameras in use at <https://media.arecontvision.com/where-have-you-seen-us>.
- Most leading VMS and NVR systems are integrated with Arecont Vision cameras** through either ONVIF compliance, the Arecont Vision MegaLab™ test and validation facility, or a combination of both. Learn about the MegaLab program at <https://www.arecontvision.com/supports/megalab>.

1.818.937.0700 | [www.arecontvision.com](http://www.arecontvision.com) | [avsales@arecontvision.com](mailto:avsales@arecontvision.com)

## Product Portfolio

**Arecont Vision**  
A COSTAR COMPANY

### The Arecont Vision Costar Total Video Solution™

The Total Video Solution was introduced in 2018, and is the company's most important initiative ever. It offers all the components to deliver a modern video surveillance system, with traditional local recording and next-generation cloud video and administration. Use as single solution, or as components that integrate with dozens of 3<sup>rd</sup>-party VMS/NVR choices. Learn about Arecont Vision Costar product families - <https://tinyurl.com/y7qm6ff4>



**The NEW Arecont Vision**  
A COSTAR COMPANY

### MEGAPIXEL CAMERAS

**MegaIP™ Single-, Dual-, and Multi-Sensor Megapixel Cameras**

- MegaIP offers the industry's most complete lineup of advanced megapixel cameras, most Made in USA qualified
- The Massively Parallel Image Processing Architecture™ & FPGA IC technology deliver maximum cybersecurity

**ConteraIP™ Single- and Multi-Sensor Megapixel Cameras**

- ConteraIP brings the best mix of superior image quality, performance, & affordability to professional surveillance
- World-class design & manufacturing are combined with industry-standard network & security protocol support

### SOFTWARE

**ConteraVMS™ Video Management System**

- ConteraVMS delivers an advanced, scalable, & web-enabled video management system
- Record/playback on ConteraCMR recorders or any compatible server platform

**ConteraWS™ Web Services**

- ConteraWS brings the power of the cloud to ConteraVMS & ConteraCMR, with cyber-secure remote administration & video uploading, viewing, & distribution
- Advanced cloud support benefits end users while building recurring revenue for security dealers/integrators

### VIDEO RECORDERS

**ConteraCMR™ Cloud-Managed Video Recorders**

- ConteraCMR is a complete line of powerful and reliable video recorders, most Made in USA qualified
- Function as local, independent platforms, or operated & managed remotely over the cloud with ConteraWS

+1.818.937.0700 | [www.arecontvision.com](http://www.arecontvision.com) | [avsales@arecontvision.com](mailto:avsales@arecontvision.com)

- Read more about the new company in the industry press

- “Arecont Vision Costar Announces New Beginning & Plans for Future Growth” (*SDM Magazine*)

<https://tinyurl.com/yaeps6wm>

- “Arecont Vision Costar Leadership Plans for Growth” (*Security Informed*) <https://tinyurl.com/y9gw9zhm>

- “Arecont Vision Charts a New Path Under Costar’s Ownership” (*SecurityInfoWatch / SD&I Magazine*)

<https://tinyurl.com/ya426tjl>



# Recent Announcements

- At *GSX Las Vegas* & at *Security Essen Germany*, we announced the availability of all of our single-sensor megapixel cameras in the *ConteraIP™* series



## ConteraIP™ Camera Series

Affordable. Advanced Features.

Now shipping!



**Arecont Vision®**  
A COSTAR COMPANY



## Announcements Still To Come

- The final component of the **Arecont Vision Total Video Solution™** is coming soon
- The **ConteraIP™ Multi-Sensor Camera** is currently in Initial Customer Testing and Quality Assurance Review, and will complete the 1<sup>st</sup> phase of the Contera™ camera series when fully released
  - *More from Brad Donaldson, VP of Product Development, on the Total Video Solution is up next*



*ConteraIP™ Multi-Sensor Megapixel Dome camera (middle of image)*

# Awards

- The ConteralIP™ Multi-Sensor has already received two industry awards for its design & performance...

**Arecont Vision**  
A COSTAR COMPANY

Arecont Vision ConteralIP™ Multi-Sensor Camera Takes Home New Product of the Year Award

*Award presented to Arecont Vision Costar at GSX 2018 by Security Today*



**Las Vegas, NV (September 25, 2018)** – [Arecont Vision Costar](#), the industry leader in [IP-based megapixel camera technology and video surveillance solutions](#), announces receipt of a prestigious award for the brand new ConteralIP™ multi-sensor panoramic dome camera series. Arecont Vision Costar's newest multi-sensor camera was named New Product of the Year in the "Video Surveillance Cameras – IP" category at GSX 2018 in Las Vegas, Nevada by 1105 Security Today magazine.

The ConteralIP multi-sensor panoramic dome camera was first publicly unveiled on April 11, 2018. Arecont Vision has a long history of innovation, introducing the first IP-based megapixel cameras in 2006. The ConteralIP multi-sensor camera is a member of the Arecont Vision Costar family of industry-leading IP-based megapixel cameras.

New 001/2018



**Arecont Vision**  
A COSTAR COMPANY

Arecont Vision ConteralIP™ Multi-Sensor Camera Named 2018 Campus Safety BEST Winner

*2<sup>nd</sup> Major Industry Award Received for New Surveillance Camera*



ConteralIP™ 180° Panoramic Multi-Sensor Camera

**Los Angeles, CA (October 8, 2018)** – [Arecont Vision Costar](#), the industry leader in [IP-based megapixel camera technology and video surveillance solutions](#), announces that the ConteralIP™ multi-sensor panoramic dome camera is the recipient of an important security industry award. The new camera has been recognized as a 2018 Campus Safety BEST winner in the "CCTV Surveillance Hardware" category.

The ConteralIP multi-sensor panoramic camera offers a choice of 8 or 20MP dome configurations. It is ideal for schools, colleges, and healthcare facilities. The camera provides a panoramic 180° view from a single, affordable, high-resolution dome unit. It delivers superior, non-stop situational awareness while reducing the number of cameras and cabling required. This reduces the cost to buy, install, and maintain a modern surveillance system, while being less overt by having fewer cameras deployed.

New 007/2018



# Free Software

- Sign up for a no-cost Web Services account to take advantage of free software:

<https://tinyurl.com/ya7h58tn>

## Free Software from <sup>THE NEW</sup> **Arecont Vision**<sup>®</sup> A COSTAR COMPANY

Get a No-Cost Web Services Account to Evaluate, Learn, & Demo ConteraVMS™ & Web Services

### SETUP EVALUATION, TRAINING, OR DEMO SYSTEMS

- ✓ 30-day full-featured ConteraVMS/WS server software trial download

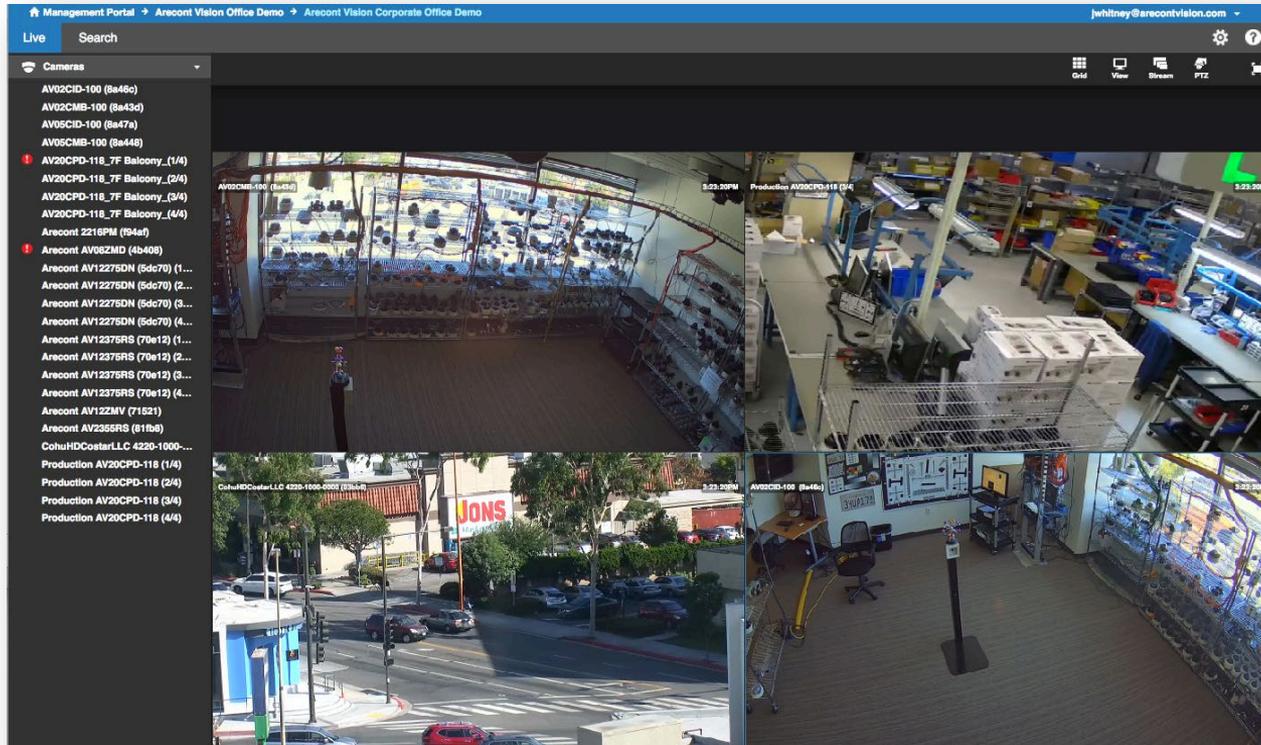
### VIEW OUR LIVE SYSTEMS OR SELECT CUSTOMER SITES

- ✓ ConteraVMS/WS thin client (PC or Mac web browser)
- ✓ Full-featured ConteraVMS/WS thick client (PC or Mac)
- ✓ Contera Mobile app from the Apple or Google Play stores (smartphone or tablet)
- ✓ ConteraSysCon System Configurator to design Total Video Solution™ (PC, Mac, smartphone, or tablet web browser)



# Demo from Anywhere

- Once signed up with a no-charge Web Services account, you can access our HQ and select customer demo systems from any supported device (Mac or PC using web browser; smartphone or tablet using app)



# See Our Latest Video Solutions Live

- Get more info on upcoming events:
  - <https://www.arecontvision.com/tradeshows.php>

## Trade Shows & Events

Experience the latest innovations by Arecont Vision®.



<u>Date</u>	<u>Event Information</u>	<u>Location</u>
Oct 16, 2018	<b>2018 Graybar Technology Showcase</b> Website	Minneapolis, Minnesota, United States
Oct 16, 2018	<b>2018 Southeast Security Expo</b> Website	Concord, NC, North Carolina, United States
Oct 17, 2018	<b>Electronic Security Association (ESA) of Washington 2018 Security Symposium</b> Website	Auburn, Washington, United States
Oct 24-25, 2018	<b>Security Canada Central</b> Website	Etobicoke, Ontario, Canada
Oct 25-26, 2018	<b>Securing New Ground 2018</b> Website	New York, New York, United States
Oct 25, 2018	<b>Anixter Teeing Up Technology Event</b> Website	The Colony, Texas, United States
Nov 6-8, 2018	<b>Johnson Controls Financial Security Symposium</b>	Boca Raton, Florida, United States
Nov 8, 2018	<b>Anixter Teeing Up Technology Event</b> Website	Orlando, Florida, United States
Nov 13-16, 2018	<b>CEPTA 2018 Annual Conference</b> Website	Sacramento, California, United States
Nov 14-15, 2018	<b>ISC East 2018</b> Website	New York, New York, United States



# Recurring Revenue Model Using ConteraVMS and Contera WS from Arecont Vision Costar

IP Megapixel Cameras – VMS – Web Services – Recorders/NVRs

**Arecont Vision®**  
A COSTAR COMPANY

**Arecont Vision®**  
A COSTAR COMPANY

# Building An Arecont Vision Total Solution

- **Arecont Vision ConteraWS™**  
Cloud Managed Web Services

- **Arecont Vision ConteraIP™**  
Megapixel Cameras

- **Arecont Vision MegaIP™**  
Megapixel Cameras



- **Arecont Vision ConteraCMR™**  
Cloud Managed Network Video Recorder Servers

- **Arecont Vision ConteraVMS™**  
Video Management System

- **Arecont Vision ConteraSysCon™**  
System Configuration Tool

# ConteraVMS™ & ConteraWS™

- The **Contera**VMS is an advanced, full-featured Video Management System from Arecont Vision®
- The **Contera**VMS can operate as a traditional local surveillance system, or can be greatly enhanced with use of **Contera**WS Web Services
- **Contera**WS brings the performance and reliability of local recording with the convenience and flexibility of the cloud to Arecont Vision video surveillance systems

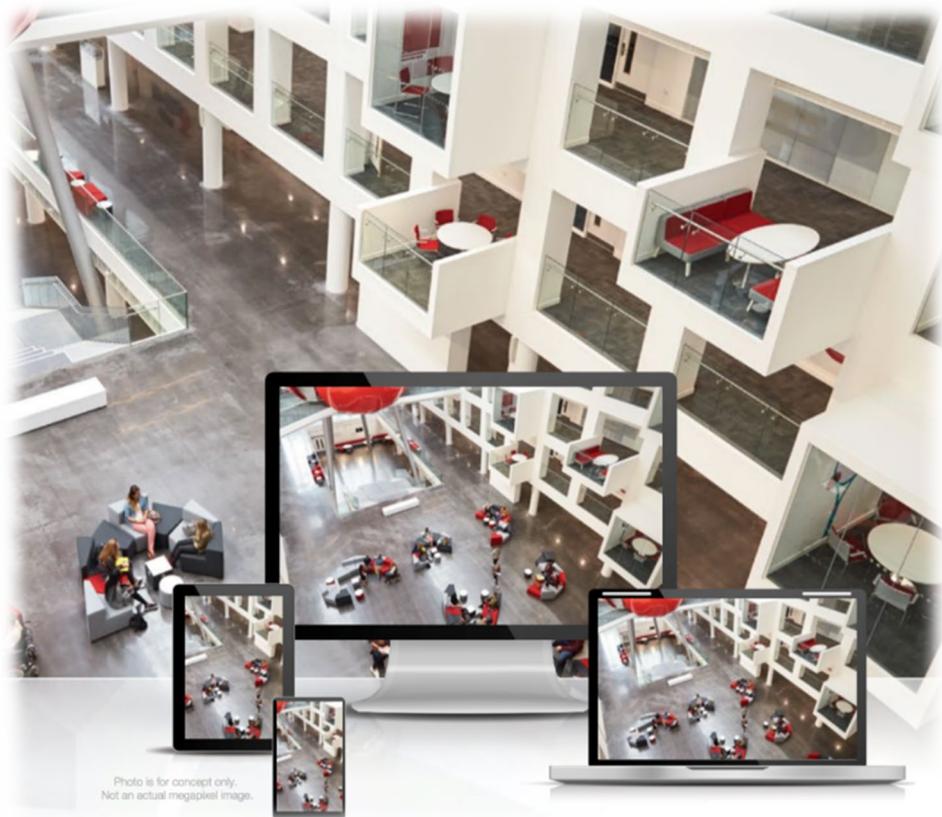
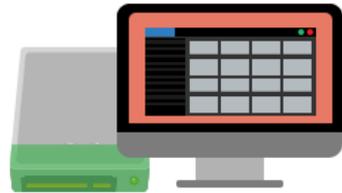


Photo is for concept only.  
Not an actual megapixel image.

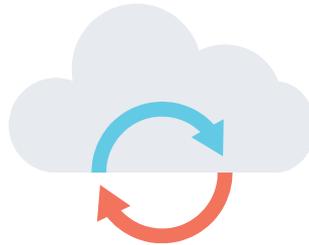
# ConteraVMS™ & ConteraWS™

- **ConteraVMS** - the performance and reliability of local recording

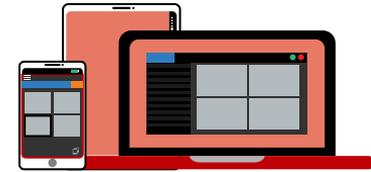
- **ConteraWS** – the convenience and flexibility of the cloud



LAN

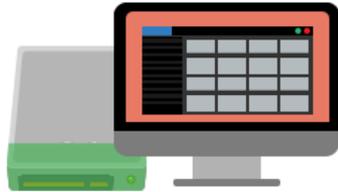


WAN



# ConteraVMS™ & ConteraWS™

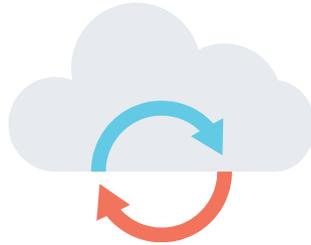
- Recording takes place locally for increased performance & reliability with **ConteraVMS**



**LOCAL**

**LAN**

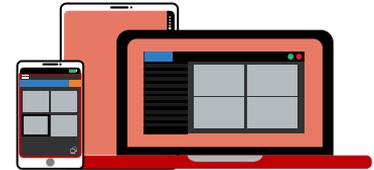
- User profiles and recorder information stored in the cloud for convenient remote access and management with **ConteraWS**



**CLOUD**

**WAN**

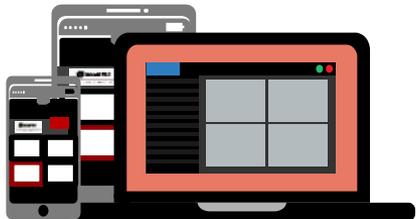
- Recorders are accessed using choice of powerful remote applications with **ConteraWS**



**REMOTE**

- Remote Access

- *Connect from anywhere with choice of a fully featured thick client, mobile apps, Apple TV app, and a multi-browser web client*



- Remote Monitoring

- *Receive instant notification of alarm, motion, or system health events from the cloud to a smartphone or PC*





- Increase Return on Investment
  - *Simplify video access & retrieval*
  - *Simplify user management*
  - *Store & share video clips online*
  - *Reduce IT overhead*



- Improve Cybersecurity
  - *No Open Inbound Ports*
  - *Multi-factor Authentication*
  - *NIST Compliant Data Encryption*
  - *Transport Layer Security*

- ArecontVision® Channel Partners Benefit from ConteraVMS & ConteraWS



- Reduce labor & support costs



- Recurring revenue growth from proactive video services



- Excite users & close business with a differentiated solution

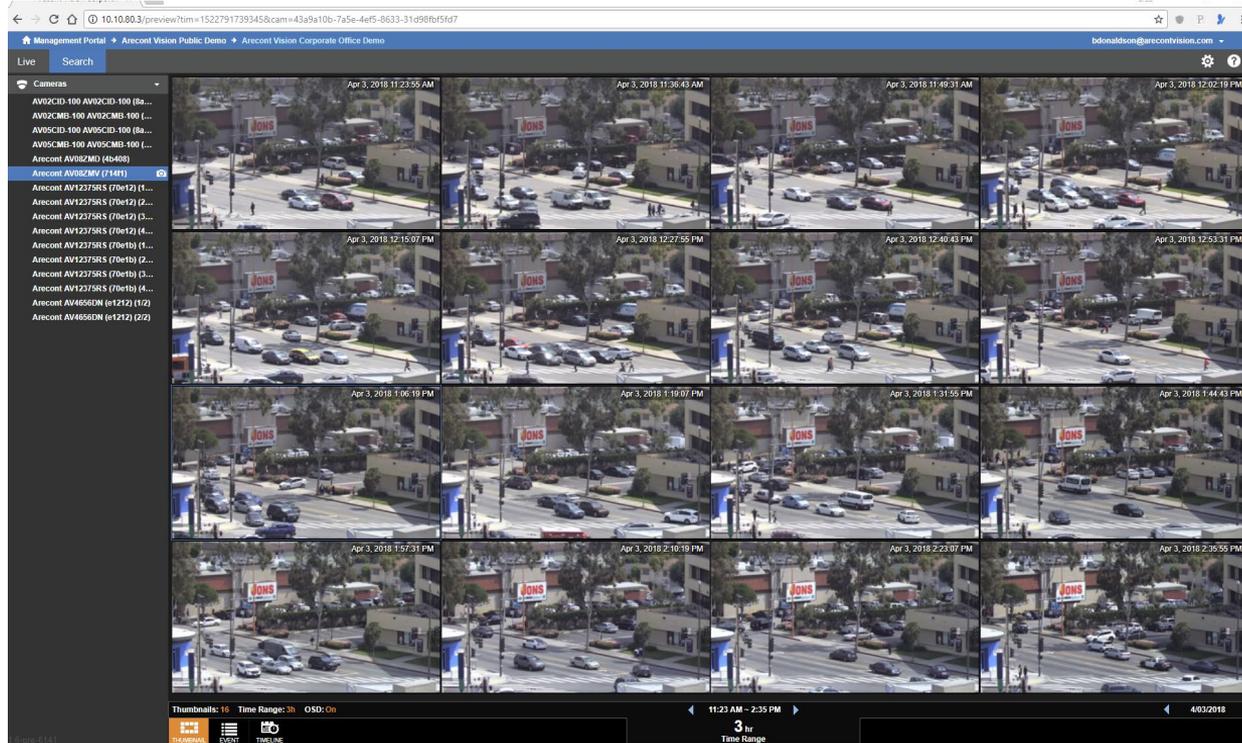
- Increase Recurring Revenue with Enhanced, Proactive Video Services for Channel Partners



	STANDARD	DELUXE	PREMIUM
24/7 Digital Monitoring of System Health	✓	✓	✓
Monthly Camera Image Verification Report	✓	✓	✓
Video Verification of Monitored Alarms	✗	✓	✓
Proactive Response to Digital Health Monitoring Events	✗	✓	✓
Request for Video Event Backup and Distribution	✗	2 Per Month	Unlimited
Camera Image Verification	✗	Quarterly	Monthly
Installation of Critical Security Updates	✗	1 Week	2 Business Days
Installation of Available Software Updates	✗	Annually	Quarterly
Appliance / Server Inspection and Cleaning	✗	Annually	Semi Annually
Camera Inspection and Cleaning	✗	Annually	Semi Annually
Service on Installed Equipment	In Warranty	✓	✓
Initial Response Time to Service Inquiries	Same Day	4 Hours	2 Hours
Same Day or Next Day On Site Service Available	✗	✓	✓
24/7 Service Available	✗	✗	✓
Locked in Labor Rates During Agreement Term	✗	✓	✓

# Recurring Revenue Services

## Thumbnail Search and Video Export



# Recurring Revenue Services

Export video to cloud and sharing

**Export**

Video Clip | Snapshot

### Export Video Clip

All locally exported video clips are saved in your browser's default download directory.

**Length of Clip**  Seconds (14,400 seconds max)

**Video Quality** Low  High

**Video Resolution**  Mobile Compatible  Original

Mobile Compatible exports video in 1080p unless the primary recording stream is already at a lower resolution.

**Include Audio if Available**

Save to Contera WS | Save Locally | Cancel

Management Portal → Arecont Vision Public Demo

BRAD DONALDSON2

Arecont Vision WEB CONNECT VIDEO

### Web Connect

Search Recorders

Recorders

Recorder Name	Status
Arecont Vision Corporate Office Demo	CONNECT
Audio Innovations Fresno	CONNECT
Parker Security & Locksmith	OFFLINE

# Recurring Revenue Services - REPORTS

The screenshot shows the Arecont Vision Management Portal interface. The top navigation bar includes 'Management Portal', 'ACCOUNTS', 'ALERTS', and 'REPORTS'. A yellow arrow points to the 'REPORTS' menu item. Below the navigation bar, the 'Customer Accounts' section is visible, listing two accounts: 'Arecont Vision Public Demo' (ID: 0002) and 'Arecont Vision Training' (ID: 0001).

## Reports

- System Summary Report
- Asset Report - Inventory
- Image Verification Report – Day/Night
- Thumbnail Report

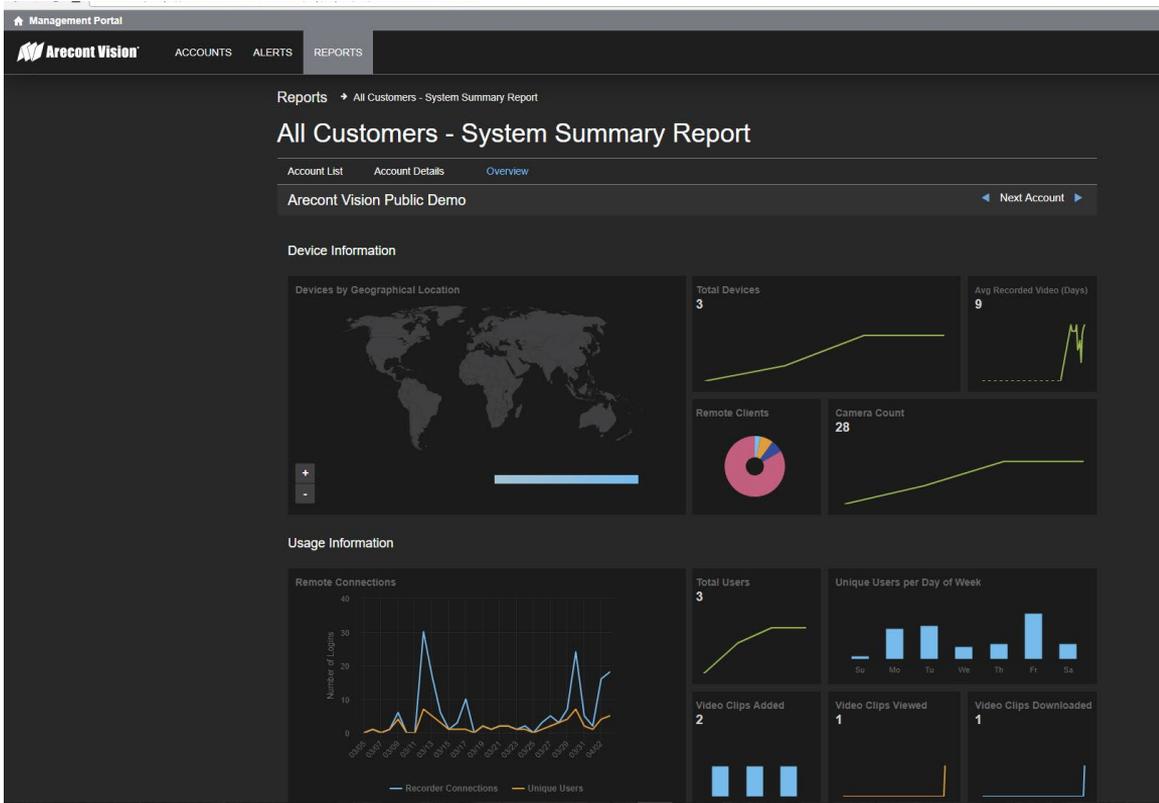
The screenshot displays the 'All Customers - System Summary Report' dashboard for 'Arecont Vision Public Demo'. The dashboard includes several key metrics and charts:

- Device Information:**
  - Devices by Geographical Location: A world map showing device distribution.
  - Total Devices: 3
  - Avg Recorded Video (Days): 9
  - Remote Clients: A donut chart showing client distribution.
  - Camera Count: 28
- Usage Information:**
  - Remote Connections: A line chart showing the number of recorder connections and unique users over time.
  - Total Users: 3
  - Unique Users per Day of Week: A bar chart showing the number of unique users per day.
  - Video Clips Added: 2
  - Video Clips Viewed: 1
  - Video Clips Downloaded: 1

# Recurring Revenue Services - REPORTS

## System Summary Report

- Device Information
  - *Recorded Video (Days)*
  - *Remote Clients*
  - *Online Status*
  - *Storage*
- Usage Information
  - *Remote Connections*
  - *Unique Users*
  - *Video Clips Added/Viewed/Downloaded*
  - *Sample Images*



# Recurring Revenue Services - RULES

Management Portal

Arecont Vision ACCOUNTS ALERTS **REPORTS**

### Alert Rules

[+ ADD NEW RULE](#) Search Alert Rules

Alert Rule	Description	Type	Date Created	
Health Alerts		Health Alerts	03-05-2018	<a href="#">EDIT</a>
Motion Alerts		Motion Alerts	03-05-2018	<a href="#">EDIT</a>
Sensor/Alarm Alerts		Sensor Alerts	03-05-2018	<a href="#">EDIT</a>

Management Portal

Arecont Vision ACCOUNTS ALERTS **REPORTS**

Alert Rules → Health Alerts → Rule Definition

- Rule Definition
- Recorders
- Users/Notifications
- General Info

### RULE DEFINITION

Events

Connection Lost to Camera Offline for more than  Hour(s) [-](#)

No Recorded Video No recorded video for more than  Hours [-](#) [+](#)

### DURING THIS TIME

This rule is always active.

### TAKE THIS ACTION

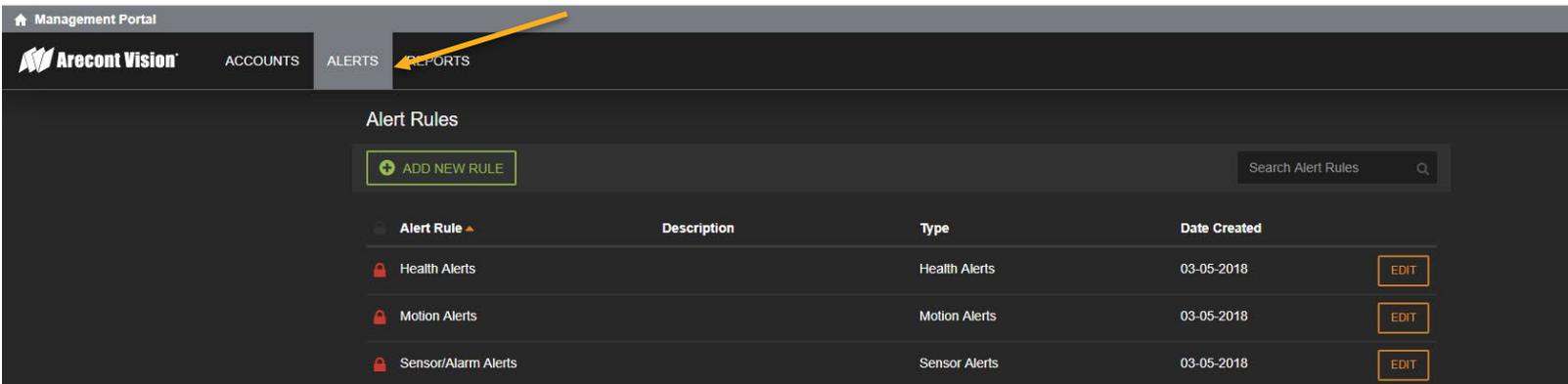
Create CRITICAL Alert

[CANCEL](#) [SAVE](#)

## Rules

- Health Alerts
- Motion Alerts
- Sensor/Alarm Alerts
- Storage Retention Alerts

# Recurring Revenue Services - RULES



Management Portal

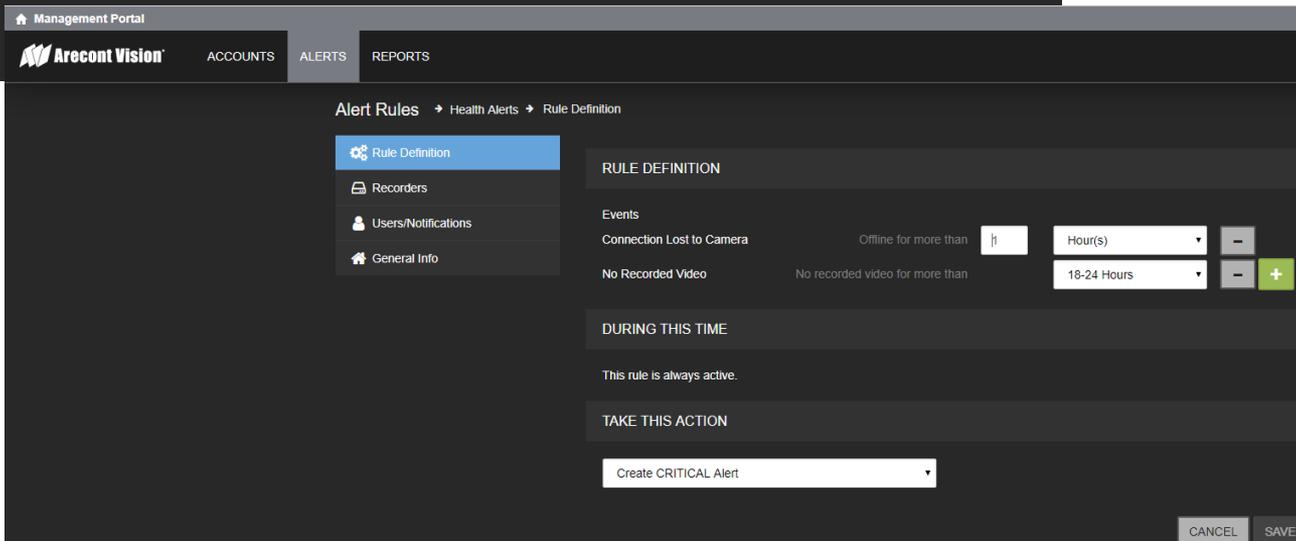
Arecont Vision ACCOUNTS ALERTS **REPORTS**

### Alert Rules

[+ ADD NEW RULE](#) Search Alert Rules

Alert Rule	Description	Type	Date Created	
Health Alerts		Health Alerts	03-05-2018	<a href="#">EDIT</a>
Motion Alerts		Motion Alerts	03-05-2018	<a href="#">EDIT</a>
Sensor/Alarm Alerts		Sensor Alerts	03-05-2018	<a href="#">EDIT</a>

## Creating a Health Monitoring Rule



Management Portal

Arecont Vision ACCOUNTS ALERTS **REPORTS**

Alert Rules → Health Alerts → Rule Definition

- Rule Definition**
- Recorders
- Users/Notifications
- General Info

### RULE DEFINITION

Events

Connection Lost to Camera Offline for more than  Hour(s)

No Recorded Video No recorded video for more than  Hours

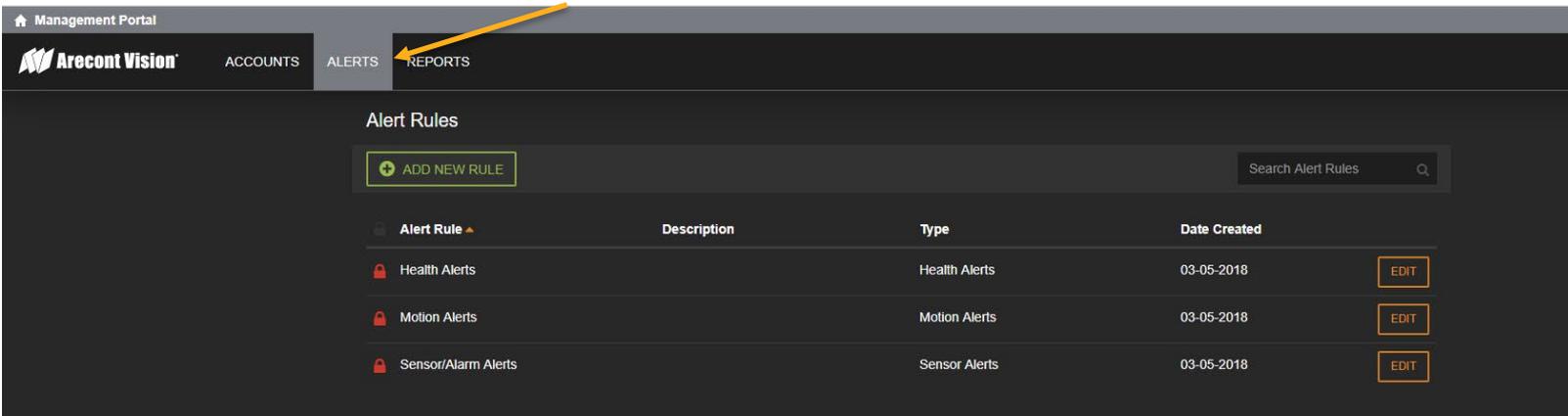
### DURING THIS TIME

This rule is always active.

### TAKE THIS ACTION

Create CRITICAL Alert

# Recurring Revenue Services - RULES



Management Portal

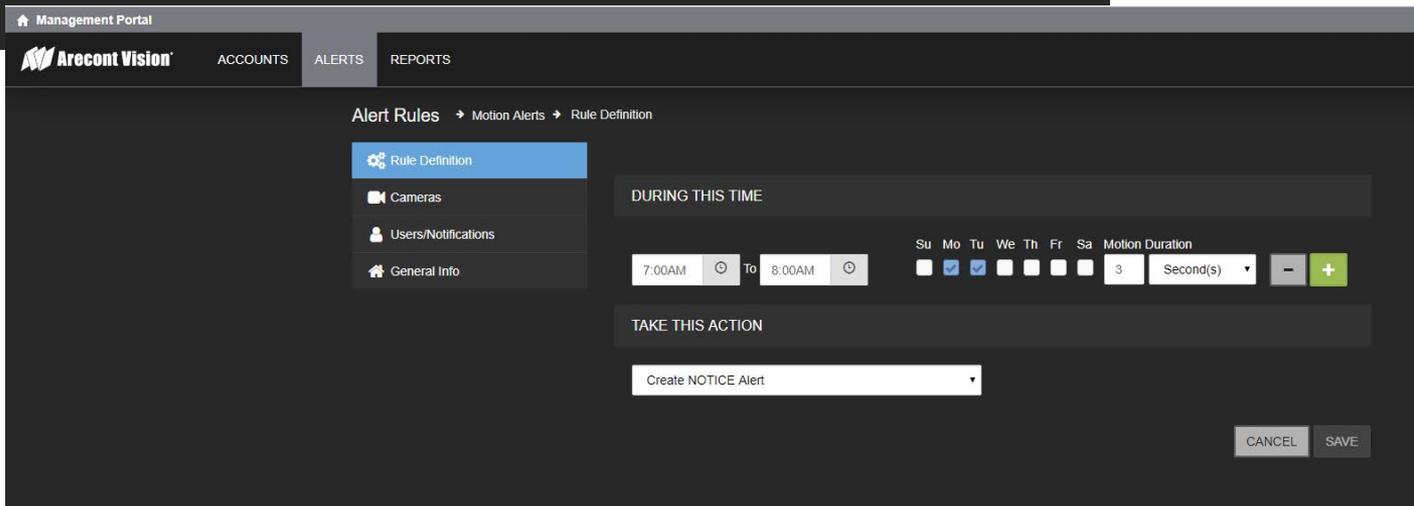
Arecont Vision ACCOUNTS ALERTS **REPORTS**

### Alert Rules

[+ ADD NEW RULE](#) Search Alert Rules

Alert Rule	Description	Type	Date Created	
Health Alerts		Health Alerts	03-05-2018	<a href="#">EDIT</a>
Motion Alerts		Motion Alerts	03-05-2018	<a href="#">EDIT</a>
Sensor/Alarm Alerts		Sensor Alerts	03-05-2018	<a href="#">EDIT</a>

## Creating a Motion Detection Rule



Management Portal

Arecont Vision ACCOUNTS ALERTS **REPORTS**

### Alert Rules → Motion Alerts → Rule Definition

- Rule Definition**
- Cameras
- Users/Notifications
- General Info

**DURING THIS TIME**

7:00AM To 8:00AM

Su Mo **Tu** **We** Th Fr Sa Motion Duration

3 Second(s)

**TAKE THIS ACTION**

Create NOTICE Alert

# ConteraVMS™ & ConteraWS™

- Cloud API Integration
  - The **ConteraWS** API simplifies deploying video integrations while improving reliability & reducing maintenance requirements



# ConteraVMS™ Licenses

- The **ConteraVMS** is available with 3 tiered licensing choices per server platform

- **ConteraVMS Standard License**

- *Maximum of 16 cameras per server*
- *Maximum of 3 concurrent remote connections*



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- **ConteraVMS Premium License**

- *Maximum of 32 cameras per server*
- *Maximum of 5 concurrent remote connections*



---

- **ConteraVMS Professional License**

- *Maximum of 64 cameras per server*
- *Unlimited concurrent remote connections*



- Cloud Managed Web Services with ConteraWS



- Simplify Video Access
- Centralize User Management



- Store & Share Video Clips Online



- Reduce System Maintenance Cost



- Eliminate Port Forwarding
- Eliminate DDNS



- Remotely Update Software



- Leverage Health Monitoring
- Deploy as Thin Client When Appropriate

Contera IP

ConteraCMR

Arecont Vision  
ConteraCMR™

Mega™ IP

ConteraVMS

# ConteraCMR™ Cloud Managed Recorders

## ConteraCMR NVR Appliance



- 8 port models offer 2 - 16TB video storage
- 16 port models offer 2 - 20TB video storage
- Slim desktop appliance
- Linux OS
- Integrated PoE switch
- Ready for **ConteraVMS™** license

## ConteraCMR Desktop NVR Server



- 4 - 24TB video storage
- Up to 64 channels
- Compact desktop NVR server
- Choice of Windows or Linux OS
- Ready for **ConteraVMS** license

## ConteraCMR Compact NVR Server



- 12 - 40TB video storage
- Available RAID 5
- Up to 64 channels
- 2U compact rackmount NVR server
- Choice of Windows or Linux OS
- Ready for **ConteraVMS** license

## ConteraCMR High Performance NVR Server



- 16 - 80TB video storage
- Available RAID 5
- Up to 64 channels
- 2U rackmount NVR server
- Choice of Windows or Linux OS
- Ready for **ConteraVMS** license

Contera IP

ConteraCMR

Arecont Vision

# Resources and Documentation

Mega™ IP

ConteraVMS

# Sales Resources and Documentation

## Recurring Revenue and Managed Service Guide



Leading the Way in Megapixel Video™

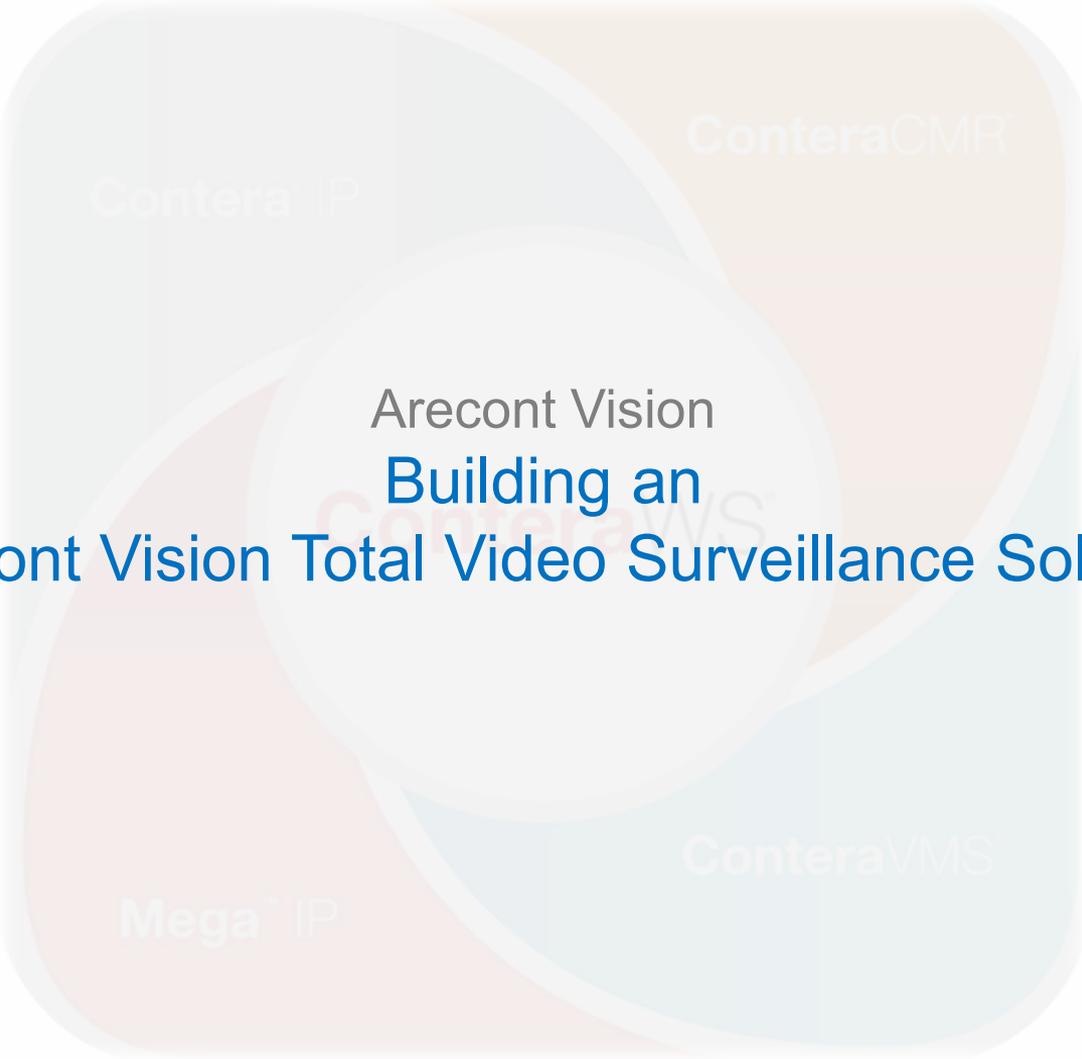
### Contera™ Series

- VMS
- Cloud Managed Recorders
- Web Services

### Guide to Recurring Revenue and Managed Service Solutions

+1.818.937.0700 | [www.arecontvision.com](http://www.arecontvision.com) | [avisales@arecontvision.com](mailto:avisales@arecontvision.com)

1. Building RMR Recommendations
2. Sample RMR Offerings
3. Example Sales Models
4. Software Solutions for RMR Model
  1. Active Health Monitoring & Proactive Service Response
  2. Camera Image Verification
  3. Software Update Management
  4. System Configuration Management
  5. User Management and Administration
  6. Video Clip Export and Distribution



Arecont Vision  
**Building an**  
Arecont Vision Total Video Surveillance Solution

**ConteraSysCon™ System Configurator**  
By Arecont Vision™

My unsaved project ▼

Max FPS is 13

➕ Add Camera   ➕ Add Recorder

Recorder 1	Camera Type	Recording	Camera Model	Hours	Activity	FPS	Qty	Bandwidth	Storage
Camera 1	Multi Sensor	Continuous + Motion	20MP - Contera Line WDR On	12	Average	15	1	4.34 Mbps	24.5
Camera 2	Single Sensor	Continuous + Motion	8MP (4K) - Mega Line	12	Average	29	1	8.06 Mbps	44.5
Camera 3	Single Sensor	Continuous + Motion	12MP - Mega Line	12	Average	7	4	11.7 Mbps	67.37
Camera 4	Single Sensor	Continuous + Motion	5MP - Mega Line	12	Average	7	2	3.24 Mbps	19.59
Total: 8								27.34 Mbps	0.16

SYSTEM

STORAGE

Name Recorder 1

Server Version Premium

Hardware AV-C1600-20T

Channels 8

Storage 20 TB

Throughput 27.34 Mbps (100 MAX)

Days Recorded 116 (0.16 TB/Day)

SELECT YOUR RECORDER SOLUTION

- Arecont Vision ConteraSysCon Total Solution Configuration Tool
  - The **ConteraSysCon** is a powerful online systems design and configuration assistant
  - Use it to provide complete system configurations featuring **MegaIP™** & **ConteraIP™** cameras plus **ConteraVMS™**, **ConteraWS™**, & **ConteraCMR™** platforms

# Building An Arecont Vision Total Solution

- **Arecont Vision ConteraWS™**  
Cloud Managed Web Services

- **Arecont Vision ConteraIP™**  
Megapixel Cameras

- **Arecont Vision MegaIP™**  
Megapixel Cameras



- **Arecont Vision ConteraCMR™**  
Cloud Managed Network Video Recorder Servers

- **Arecont Vision ConteraVMS™**  
Video Management System

- **Arecont Vision ConteraSysCon™**  
System Configuration Tool



**Arecont Vision**  
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