

Arecont Vision Update

November Customer Update



Leading the Way in Megapixel Video

- 3Q16 Record Results!
- New people on-board in sales, engineering and services
- New products are shipping!
- Sales Training Classes have been highly acclaimed!
- Continued Progress with VMS/NVR Partner business alignment, integration, projects/orders, events, training and execution
- Project Registration is a terrific tool.
- Quality and Service continue strong improvement in RMA reductions and solid call rates.
- Operations, Assembly, Distribution working more efficiently in their new areas in our WHQ. Technical Support, Product Management, Quality and Engineering teams will be in their new locations in December.
- Customer Satisfaction continued improvement!

ARECONT VISION MEGAVERTICAL PRESENTATIONS

(Check *arecontvision.com* for other MegaVertical Presentations)

City Surveillance

- Megapixel camera technology enables city, county, state, and federal governments worldwide to deploy new, cost-effective applications for enhanced situational awareness and forensic viewing
- With security concerns on the rise, video surveillance is often the first and sometime the only witness to incidents and the actions that led to them
- Cities and municipal governments worldwide are leveraging Arecont Vision megapixel cameras to monitor a wide range of activities including...
 - Criminal behavior and vandalism
 - Law enforcement and first responders
 - Deterrence and documentation
 - Terrorist actions
 - Traffic monitoring
 - Parking
 - License plate recognition
 - Facial recognition
 - Crowd monitoring
 - Overall situational awareness

City Surveillance

Leading the Way in Megapixel Video™



News
Video

Alburtis

Case
Study



News
Video

Big Four Bridge

News
Video

News
Video



News
Video



News
Article



News
Article



News
Article



Case
Study



News
Article



News
Article



Case
Study



Case
Study



News
Article



Case
Study

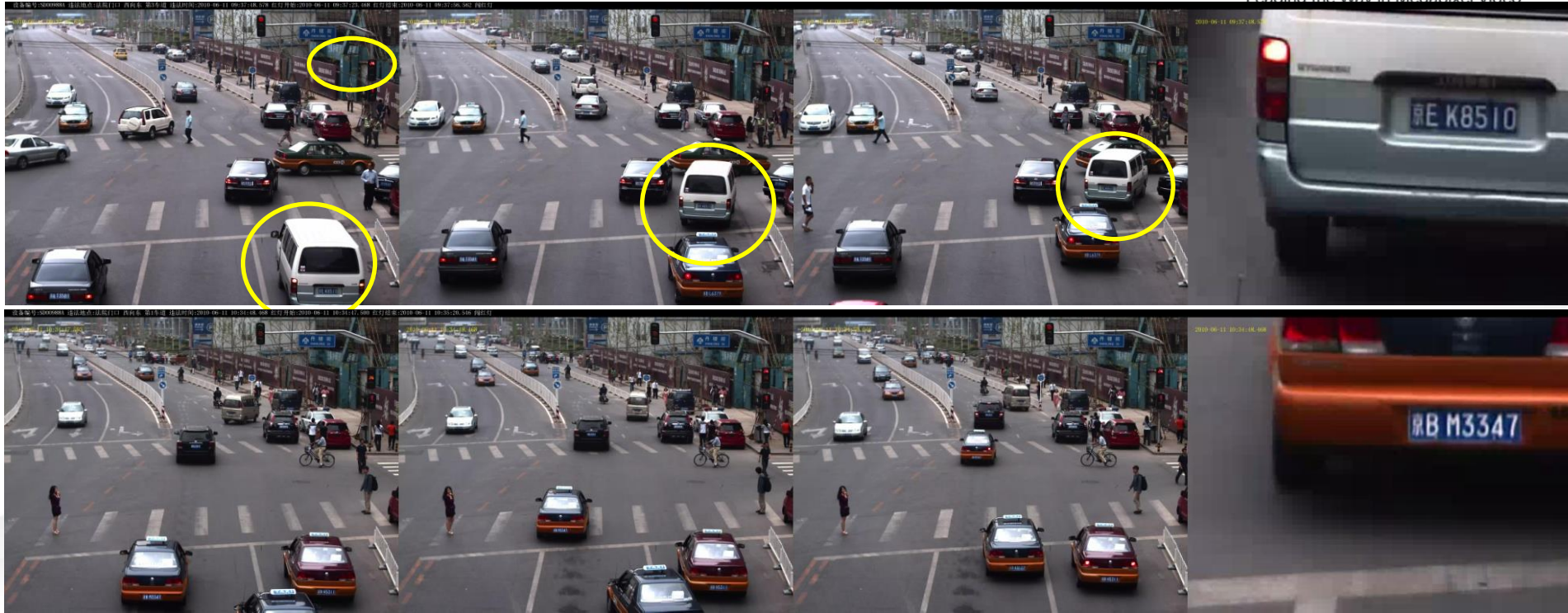


Case
Study

City Surveillance: Traffic Monitoring



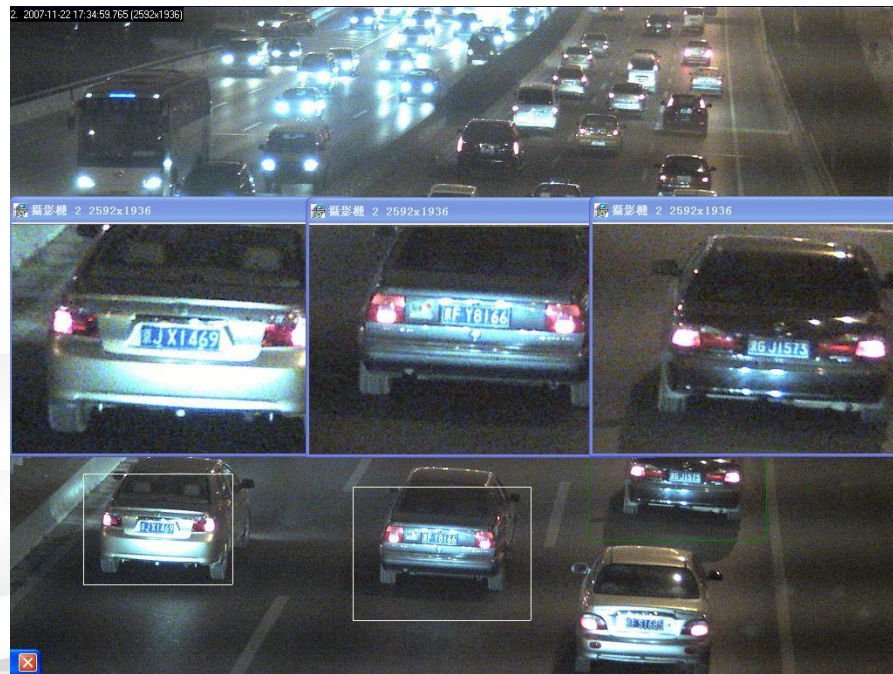
City Surveillance: Intelligent Vehicle Monitoring System



Capture LP for 3 lanes

- Use AV5115 5M to cover 3 lanes
- Single capture mode to snapshot images when violations happen
- LPR software
- External LED light

City Surveillance: Intelligent Vehicle Monitoring-Day/Night



City Surveillance: Ground Level 180 Degree Panoramics



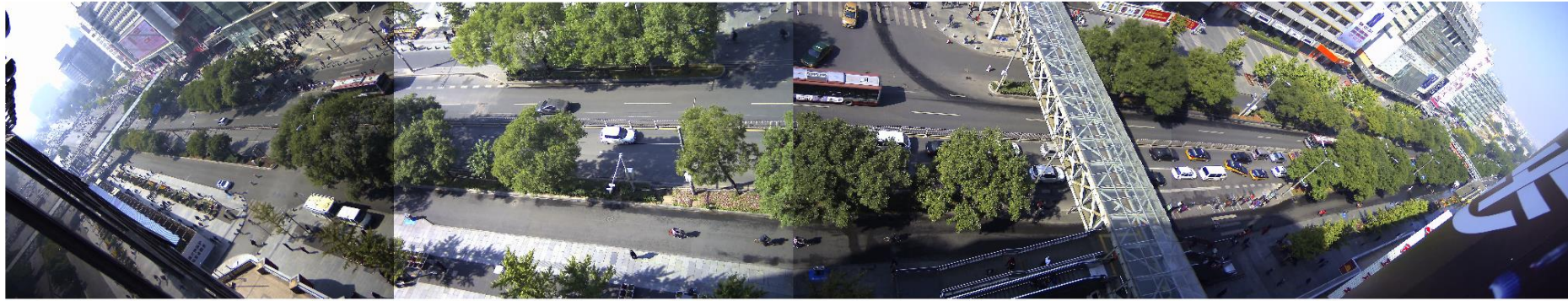
Leading the Way in Megapixel Video™



City Surveillance: High Mounted 180 Degree Panoramic Cameras



Leading the Way in Megapixel Video™



City Surveillance: Urban Area Situational Awareness



Leading the Way in Megapixel Video™



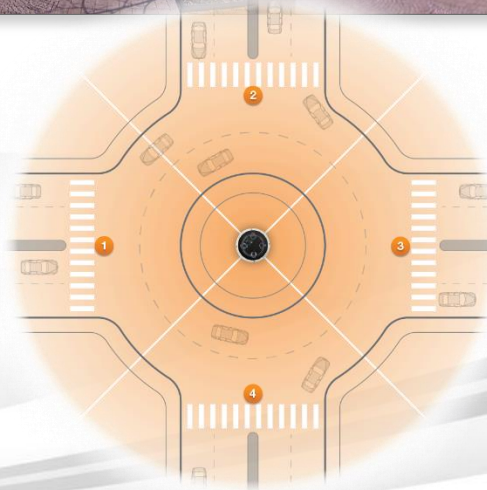


SurroundVideo® WDR Installed at Kumbh Mela

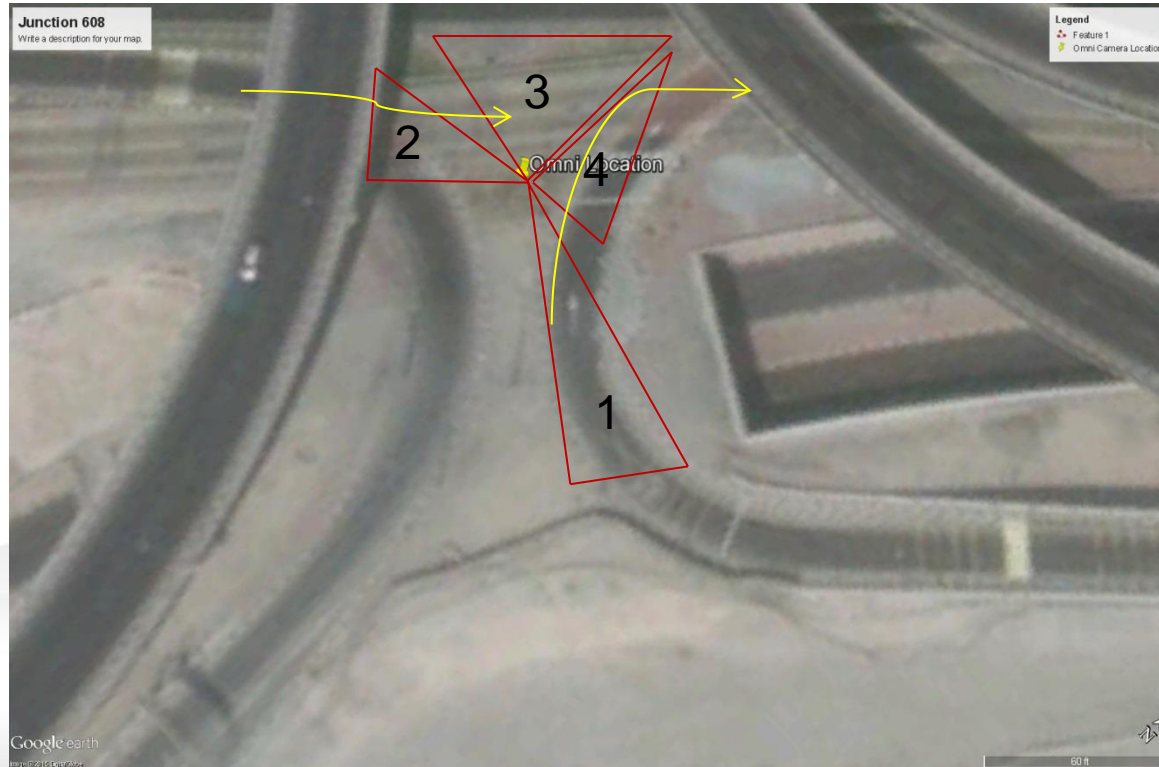
- One of the largest congregations of people in the world at a single site – approximately 10 Million people at Kumbh Mela
- There are 125 Arecont Vision panoramic cameras installed at the site, watching this huge festival



- **SurroundVideo®** Omni set up in the center of a traffic circle for a true 360 degree panoramic view



True 360° Traffic Circle
(Four 90° Lenses)



Omni Camera Lens Configuration:

- Lens 1 – 16mm - 16° angle of view
- Lens 2 – 08mm - 33° angle of view
- Lens 3 – 2.8mm - 89° angle of view
- Lens 4 – 2.8mm - 89° angle of view

Lens 1:
4mm



Lens 3:
8mm



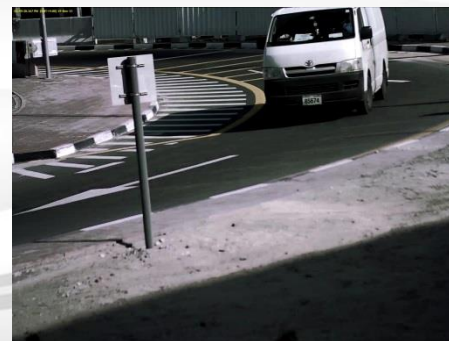
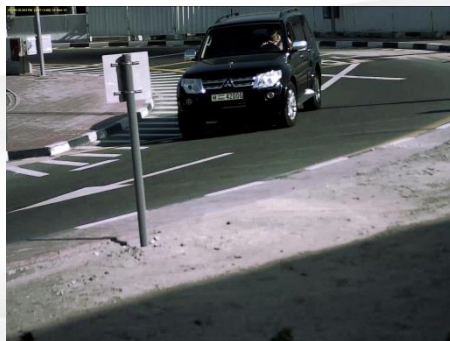
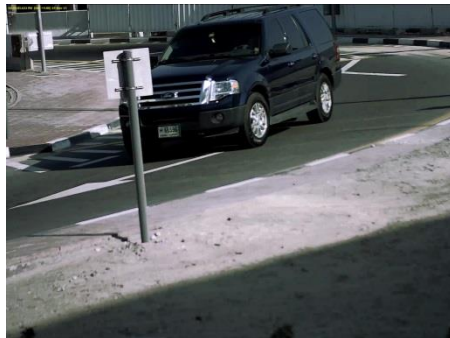
Lens 2:
2.8mm

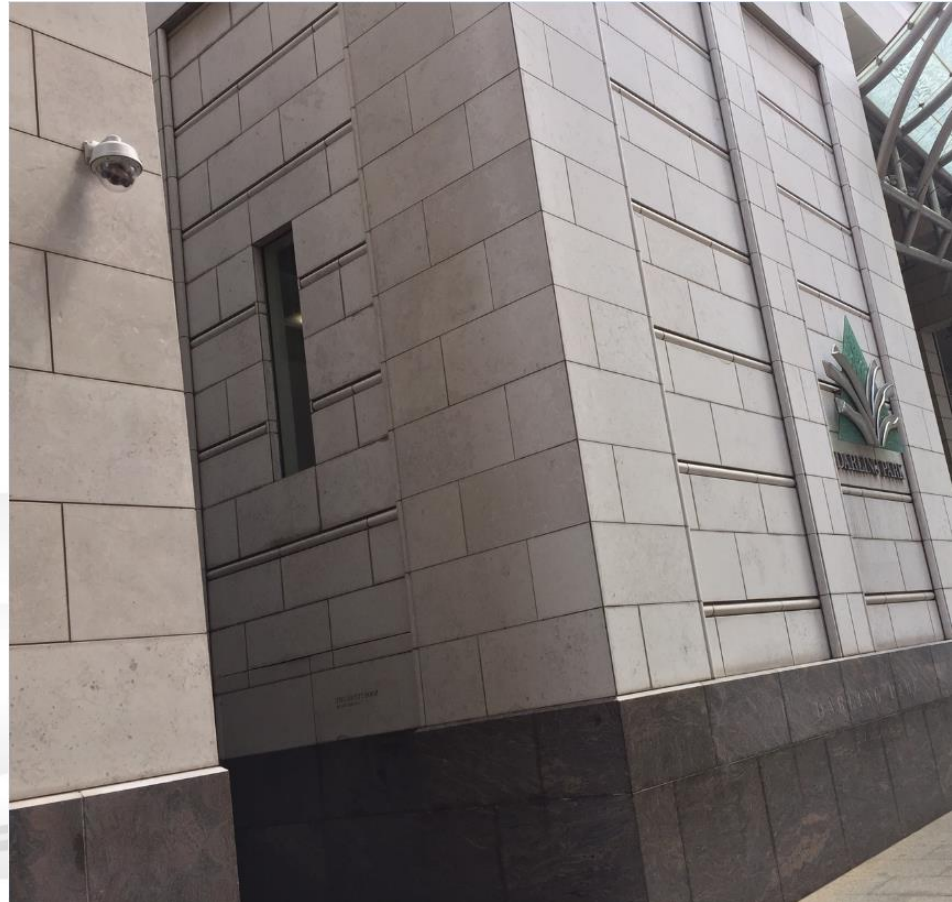


Lens 4:
8mm



Solutions - Lens #1 & 2, Junction 608, Dubai Pearl, Day LP Capture





- Programs released.
 - Try&Buy Program
 - Extended for Multi-Sensor Products
 - Expanded for 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.
- Our new products are shipping now!



City of Mankato Public Safety Center

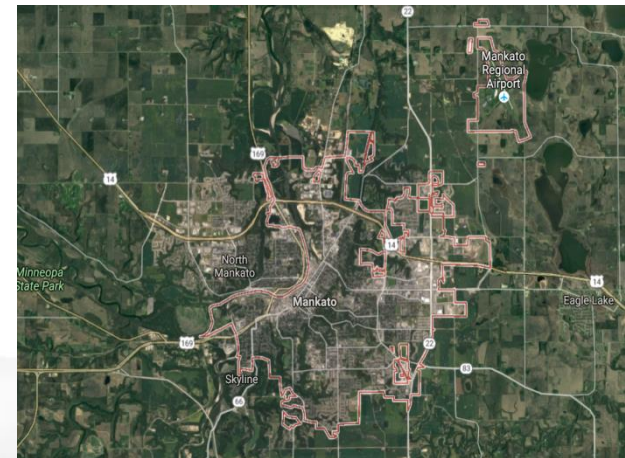


Leading the Way in Megapixel Video™

- **Mankato** is a city in the State of Minnesota..
- Goal was to enhance and improve the capabilities of their previous surveillance system.
- The original system NVR supported primarily analog technology cameras, with a small percentage of early generation IP cameras that supported only JPEG video.



- The city engaged security and communications integrator WW Communications to design and deploy the surveillance system. Mike Bales, with WW Communications, led the effort and selecting Arecont Vision megapixel cameras as the core of the new project.
- A variety of factors lead to the recommendation to use Arecont Vision:
 - Simplified installation features
 - The SurroundVideo series of cameras
 - Quality of made in USA product
 - Close integration between Arecont Vision and the Milestone.
- The initial phases of the new surveillance system included deployment of MegaDome2 & SurroundVideo 180's in the entertainment district. Their effectiveness lead to many more camera installations.

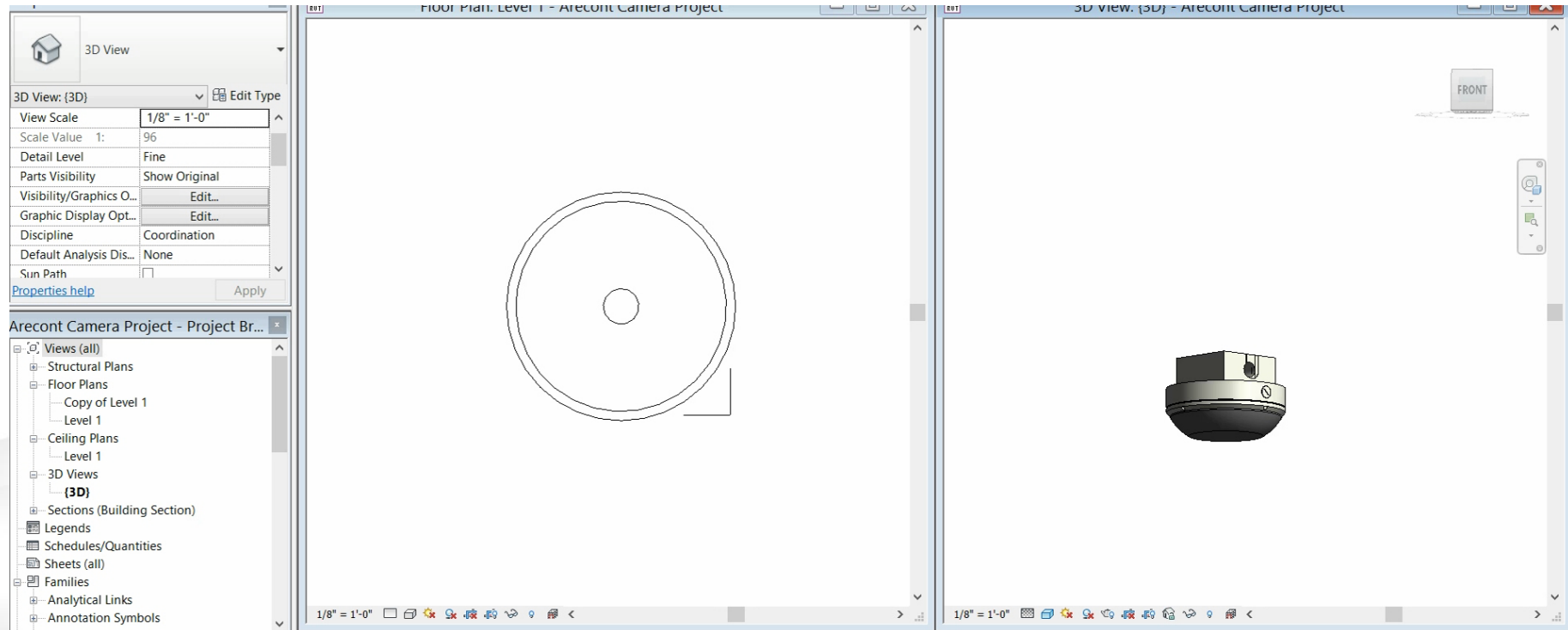


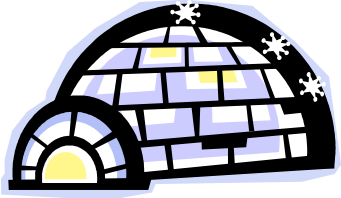
- The result for the City of Mankato is a single system for city-wide surveillance and the capabilities to expand and meet the needs of a growing community providing the ability to effectively monitor incidents of increasingly common vandalism and public safety crimes that afflict many communities today.



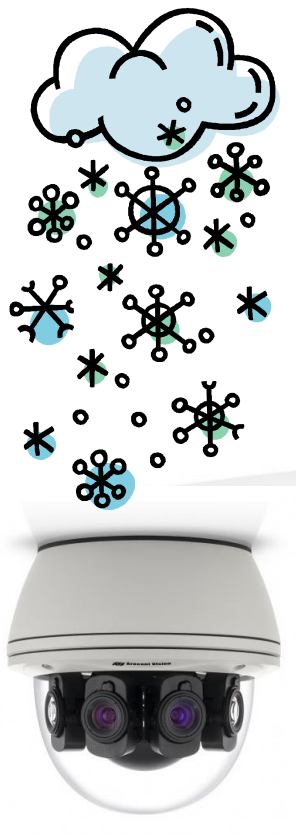
Arecont Vision's Revit Offering

- What is Revit?
 - Autodesk's BIM software platform
 - BIM (Business Information Modeling) provides 3D drawings w/metadata
- Who Uses Revit
 - Architects for new construction and large retrofit projects
- Why Revit is important for Arecont Vision?
 - Revit is the standard software platform for modeling new space in North America
- Where do you find Arecont Vision's Revit Content?
 - Download tab under the individual product page on arecontvision.com
- When will more Revit content be available?
 - SurroundVideo® Omni G2, MicroDome® G2, SurroundVideo® G5 and MegaDome® 2 now available
 - MegaView® 2, MegaVideo® Flex and MegaDome® 4K available by January 1st





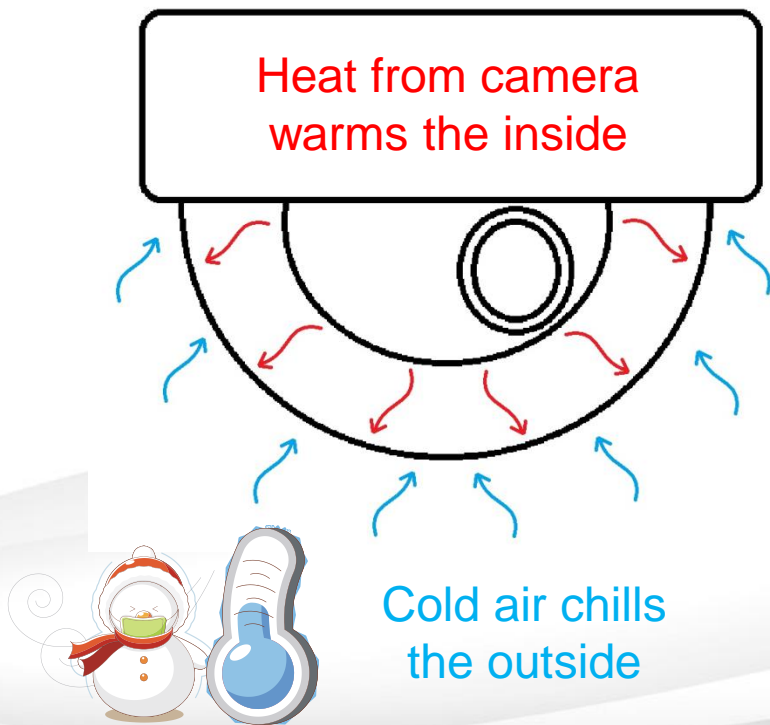
Installing Outdoor Cameras in Cold Environments

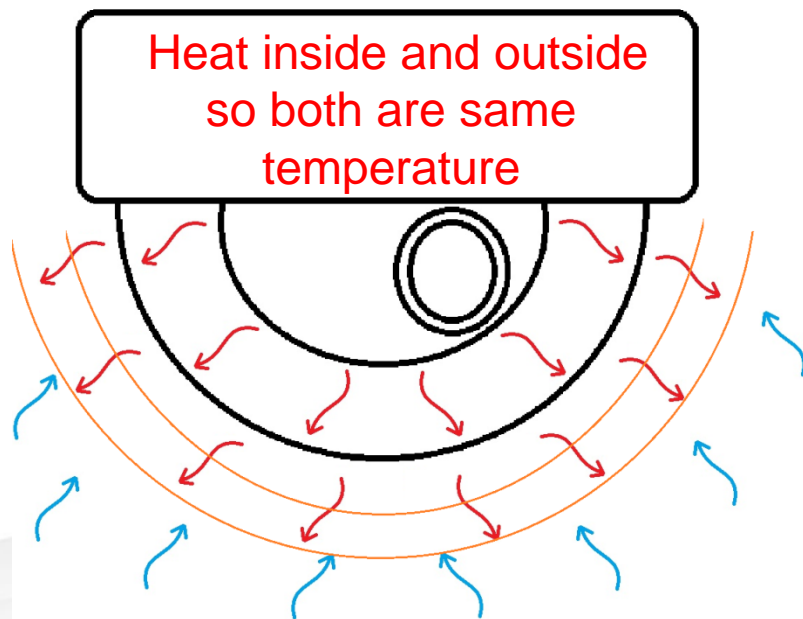


- Cold climates can be overlooked designing camera systems
- Since winter is almost here this segment will discuss concerns about installing cameras for the cold

- Cold is less an issue for electronics than heat
- IP cameras actually generate heat in normal operation so freezing is not the issue
- Cold by itself will not damage the camera
- The concern with cold weather is actually condensation

- Temperature difference causes humidity in the air to condense on the inside of the camera
- Condensed moisture causes damage to the electronics



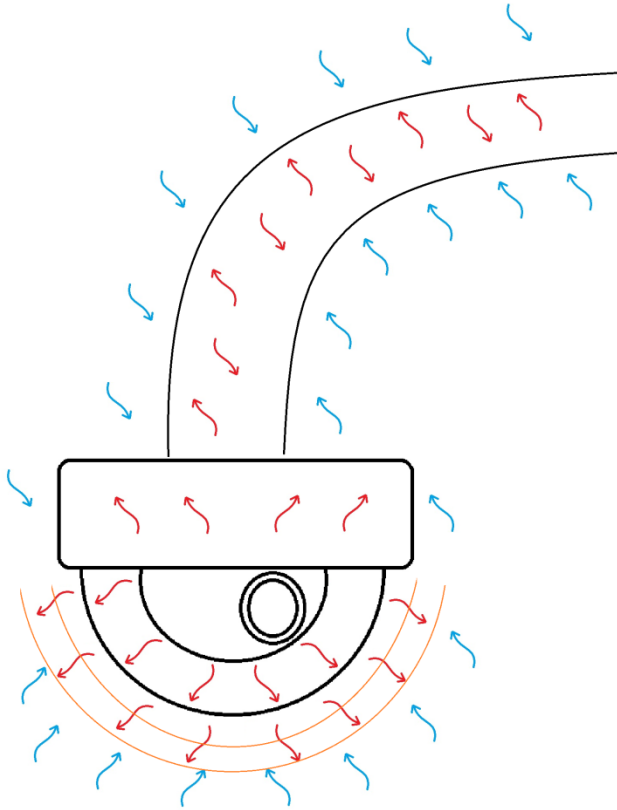


- Stop temperature difference between inside + out
- No difference = no condensation

Bubble of warm air
repels the cold air
away from the
camera



Some Tips:



- In a high humidity climates a desiccant packet can help absorb extra moisture in the air
- Condensation can also form in mounts and conduit dripping or wicking up cables into the camera
- Use conduit drip loops and make sure entry from top of camera is well sealed

Example – drip loops

- Use flex or hard conduit to connect to bottom $\frac{3}{4}$ " plug hole on junction box to create a “drip loop” keeping condensation in the conduit away from the camera



Note use of
junction box
accessory with
the wall mount

“flex” conduit

- Arecont Vision offers a number of IP66 products designed for outdoor use
- Some camera models have option for a heater, but most newer models don't need one

- MegaDome2 series heater can be PoE powered
- Heater option can be field installed **(2HK)**
- -40°C(-40°F) with heater
- Use of wall mount and junction box is strongly recommended



- Large Surround cameras must order “HB” option from factory separate power is required
- Smaller Surround and Omni no heater is required
- -30°C (-22°F) to +50°C (122°F)
- Use of wall mount and junction box is strongly recommended



- MegaView2 models can be powered via PoE for all functions
- No heater required
- -40°C (-40°F) to +50°C (122°F)
- Use of the included back box is strongly recommended



HSG2 Housing

- Holds MegaVideo box cameras and lens options in our line
- Housing heater/ blower is PoE powered using same supply as the camera
- -30°C to +55°C
- Use of the AV-JBA accessory strongly recommended



So what is an IP66 rating?

- IP rating = “Ingress Protection” defines the level of protection a housing or device has against solid and liquid intrusion
- An ingress is an opening to an enclosure
- In the case of Arecont vision the enclosure opening is for network, I/O, and power connections to the camera inside
- It is critical to protect this opening in the housing to maintain the IP66 capability of the housing

IP 66:

- First digit = 6, means protected from entry of dust, specifically: No ingress of dust; complete protection against contact
- Second digit = 6, means protected against jets of water from all directions; **limited to ingress** specifically a water jet is defined as a duration of at least 3 minutes at a volume of 100 liters per minute and pressure no more than 100 kN/m² at distance of 3m, **the ingress refers to the opening for wire entry in the housing**. You must protect the “**ingress**” to the housing to maintain IP66 protection for the camera.

- When mounting dome cameras outdoors on a wall you should **always** use wall mount bracket and junction box to protect the “ingress” opening on the camera
- Wall mount and junction box combined prevents water running down wall or cables into the camera

(Advise review of install best practice in manual)

- Camera heater prevents condensing of humidity inside the camera (order heater if model option)

- www.dotworkz.com
- Extreme temperature housings compatible with Arecont Vision cameras
- Their D and S series hold our dome and box cameras including SurroundVideo
- Ring of fire housings rated -51°C (-60°F)



Tip - they also make housings for extreme heat

Learn More:

www.arecontvision.com

avsales@arecontvision.com

+1 818.937.0700

Follow us on



[linkedin.com/company/arecont-vision](https://www.linkedin.com/company/arecont-vision)



[facebook.com/arecontvision](https://www.facebook.com/arecontvision)



[youtube.com/arecontvision](https://www.youtube.com/arecontvision)



twitter.com/arecontvision

[@arecontvision](https://twitter.com/arecontvision)

Arecont Vision Corporate Blog

<http://blog.arecontvision.com>