Arecont Vision Update

February Customer Update



Company Update – February 2017



Leading the Way in Megapixel Video

- Arecont Vision added new team members in Sales, Engineering, and Services
- Many new products are shipping! If you haven't tried them with end users yet, consider the Try-and-Buy program
 SurroundVideo[®] Omni G2

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 Models)
- Multiple Lens Options in a Single Camera Housing from 2.1mm to 16mm

Available Now



* Sold Separately



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 Models)
- · 2 Individual 3-Axis Camera Gimbals can be Positioned Independently

Optiona

IR LED Units

Multiple Lens Options in a Single Camera Housing from 2.1mm to 16mm

Available Now



- 1.2, 1080p, 3, and 5MP H.264 All-in-One Motorized Lens with Remote Focus True Day/Night Indoor/Outdoor Dome IP Cameras
- True Wide Dynamic Range up to 100dB at Full Resolution (Select Models)
- Easy to Install with Innovative Spring Arm Design (-F Models)
- 3-Axis Gimbal
- Multiple Lens Options in a Single Camera Housing from 2.1mm to 16mm

Available Now



Surface Mount



SurroundVideo® Omni G2 4 Motorized User-Configurable Sensors in an Omni-Directional All-in-One Solution

- 12 or 20MP H.264 All-in-One Remote Focus Omni-Directional User-Configurable Multi-Sensor True Day/Night Indoor/Outdoor Dome IP Cameras
- 4 Individual 3-Axis Camera Gimbals can be Independently Placed in Any Orientation Around a 360° Track with Extra Positions for Looking Straight Down
- True Wide Dynamic Range up to 100dB at Full Resolution (Select Models)
- Multiple Lens Options in a Single Camera Housing from 2.1mm to 16mm
- Faster Frame Rates versus Previous Generation

Available Now

SurroundVide0° G5 Now with Remote Focus and STELLAR™

- 5, 12, and 20MP H.264 All-in-One 180° Panoramic True Day/Night Indoor/Outdoor Dome IP Camera
- Motorized P-Iris Lenses with Remote Focus
- STELLAR[™] (Spatio Temporal Low Light Architecture) Technology on 5MP Model
- True Wide Dynamic Range up to 100dB at Full Resolution (Select Models)
- Faster Frame Rates versus Previous Generation

Available Now



SurroundVideo® G5 Mini Smaller Housing Models Now Up to 20 Megapixel

- 12 and 20MP H.264 All-in-One 160° or 360° Panoramic True Day/Night Indoor/Outdoor Dome IP Cameras
- True Wide Dynamic Range up to 100dB at Full Resolution (Select Models)
- Faster Frame Rates versus Previous Generation
- New Easy-to-Install Housing Design



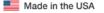
MegaDome^a 4K 8.3 Megapixel at 30fps!

180° Panoramic

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

360° Panorami

- 8.3MP H.264 True Day/Night Indoor/Outd
 1080p at 60 Frames per Second
- 1080p at 60 Frames per Second
 New Easy-to-Install Housing Design





Company Update – February 2017



Leading the Way in Megapixel Video

• Next up...

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 2.8–6mm 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 Models)
- SNAPstream[™] Advanced Compression Algorithm Reduces Bandwidth without Impacting Image Quality







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 Models)
- Binning Mode for 3MP Cameras
- Remote Focus/Zoom Motorized 2.8–8mm Lens and Integrated IR LEDs
- Easily Adjustable 3-Axis Wall Mount

Coming Soon

Made in the USA



Leading the Way in Megapixel Video™

 If you haven't tried the new products out with end users yet, consider the Try-and-Buy program which features our newest models risk-free...



Check out all our three of our Q1 Promotions online: https://goo.gl/wkKPU8





- Arecont Vision Project Registration has been highlighted by Top Distributors at their recent global meetings
- Continued media coverage of the benefits of our Project Registration and RMA process over other vendor programs.

How Dealer Programs Can Give Security Professionals the Upper Hand

Learn how partner program participation can stack the deck in your favor for generating more sales, support and profits.



Why Ednetics Trusts Arecont's Vision

Ednetics, headquartered in Post Falls, Idaho, was founded in 1997 and provides integrated IT solutions for education and government operations. These include wired and wireless networks, facilities security, datacenter, VoIP communications, and ISP.

Dave Teague, director, Ednetics Protect, explains that Ednetics chose to partner with IP and megapixel video surveillance camera specialist Arecont Vision after evaluating the market and determining that Arecont offered best-of-breed products and exceeded customer requirements.

"Arecont has been a leader in megapixel cameras for years. Being made in the USA was also important to us," Teague adds. "Services that Ednetics leverages the most include project registration, extended warranties and advanced RMAs [return merchandise authorizations]."

While Ednetics started out 20 years ago as an IT integration company, it didn't start providing security integration services until six years ago. Thanks in part to relationships like it has with Arecont, Teague reports that Ednetics now ranks as one of, if not the largest IT security integrator in the Pacific Northwest.

"Being an authorized dealer has helped us separate ourselves from the competition by showing our customers we have a great relationship with our manufacturer," he says. "We only work with companies willing to truly partner with us. Partner programs are the first step in protecting the investments we make in taking the time to create demand and sell a product."

According to Teague, Ednetics' partnership with Arecont has assisted them in achieving 50% growth annually for the past three years. He recommends that other integrators considering partnering with a company as an authorized dealer make sure there is real value and investment on both sides.



https://lnkd.in/g6yAhUG



- Arecont Vision product quality improvements year after year have also continued to make a big impact in customer satisfaction to our highest levels ever
 - Reduced RMA returns now among the lowest in the industry
 - Support Calls to the Technical Assistance Center average less than 2 voice messages per day
- Our headquarters, R&D, and manufacturing facilities were moved with our HQ facilities here in LA
 - **Operations, Assembly,** and **Distribution** working more efficiently after completing their moves over the summer
 - The **Technical Assistance Center, Product Management, Quality,** and **Engineering** teams completed their own moves to new labs and offices in December



ARECONT VISION MEGAVERTICAL PRESENTATION Transportation



Made in the USA



- Seaports and harbors are the entry and exit points for both domestic and international travel and the transshipment of freight and cargo
 - Ports typically have multiple roadway accesses, rail yards, large parking areas, large terminal buildings, fuel storage, and large numbers of employees and visitors
- Airports are the entry and exit points for both domestic and international travel and the transshipment of freight and cargo
 - Airports typically have multiple roadway accesses plus passenger railway access, large parking areas, terminal buildings, fuel storage, and large numbers of employees and visitors
- Train stations and roads are the entry and exit points for both domestic and international travel and the transshipment of freight and cargo
- These facilities require increasing levels of security and leverage Arecont Vision megapixel camera technology to deliver both overall and targeted situational awareness

Market Overview - Transportation

- Criminal activity and terrorist deterrence
- Roadways, parking lots/structure surveillance
- License plate recognition
- Crowd monitoring and facial recognition

PHOENIX SKY HARBOR

BOS

OrlandoAirports 🐒

Guangzhou Ocean Container

Terminal

American Airlines 🍗

- · Facility and terminal entrances/exits surveillance
- Control towers, tarmacs, runways, fueling stations, harbors, greenspaces, perimeters, fencing, and pier monitoring
- Terminal gates, security checkpoints, retail areas, restaurants, ticket counters, and luggage areas coverage

Port

of Seattle

irdor

Mancheste

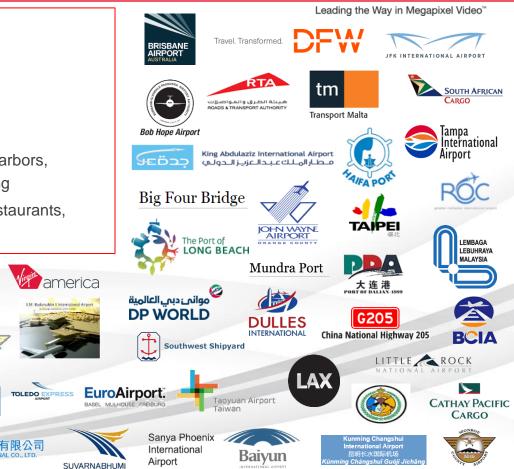
Boston

AIRPOR

Vuhan Tianhe

ternational Airport

武汉天河国际机场



Arecont Vision[®]

Representative Arecont Vision transportation customers across airports, ports, highways, bridges, and trains

Made in the USA

Airports

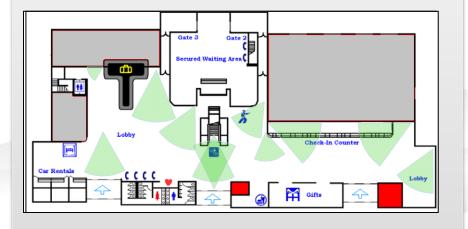


Leading the Way in Megapixel Video™

Camera Reduction / Increased Resolution: Airport Terminal

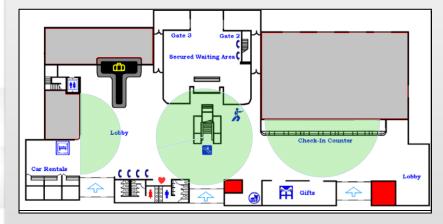
Analog

11 Cameras to Cover Ticketing Public Area



Megapixel

3 Arecont Vision Megapixel Cameras Yield Better Clarity and More Than Double the Resolution



Areas covered are the same, but PTZ only sees the region it's current position is looking at.

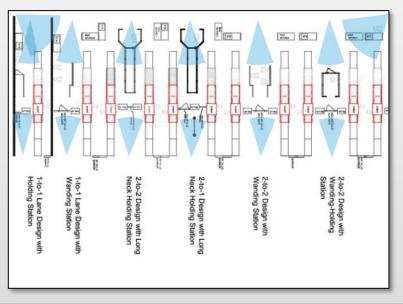




Camera Reduction / Increased Resolution: Passenger Screening

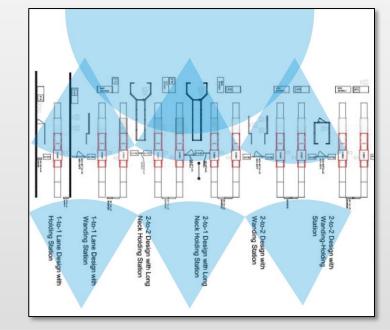
Analog

14 Cameras to Cover This Passenger Security Screening Area



Megapixel

7 Arecont Vision Cameras Give Better Coverage





"Ease of installation, compatibility with our current VMS, and the new features [including] Wide Dynamic Range. Our experience has been great.

Our organization requires high levels of security and with Arecont Vision's updates to firmware we can maintain our internal network security policies."

- Safraz Samad, TPA Operations – Security Administration, Tampa International Airport



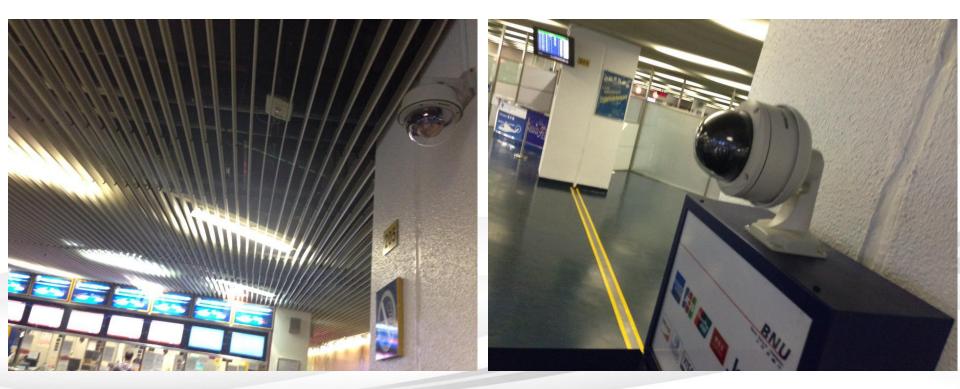


Caught on SurroundVideo 20MP Panoramic





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Victoria Cruise Ship Terminal in British Columbia, Canada



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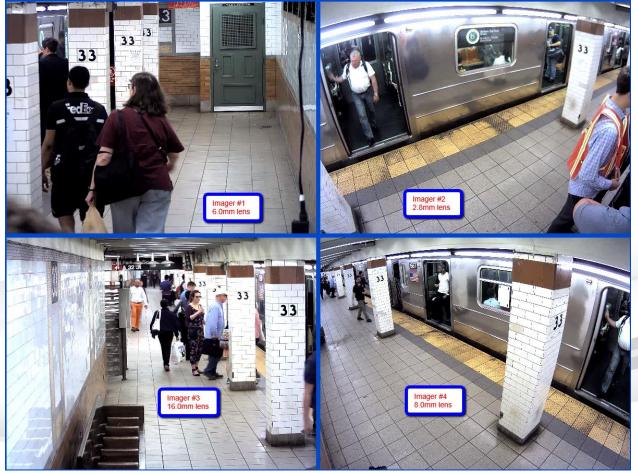
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New York City Subway





Manchester Regional Airport (Ticketing & Baggage Claim)





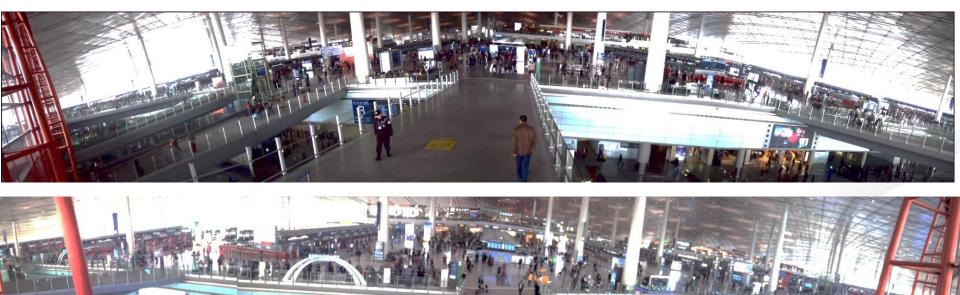


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Leading the Way in Megapixel Video[™]



Airport Terminal Coverage









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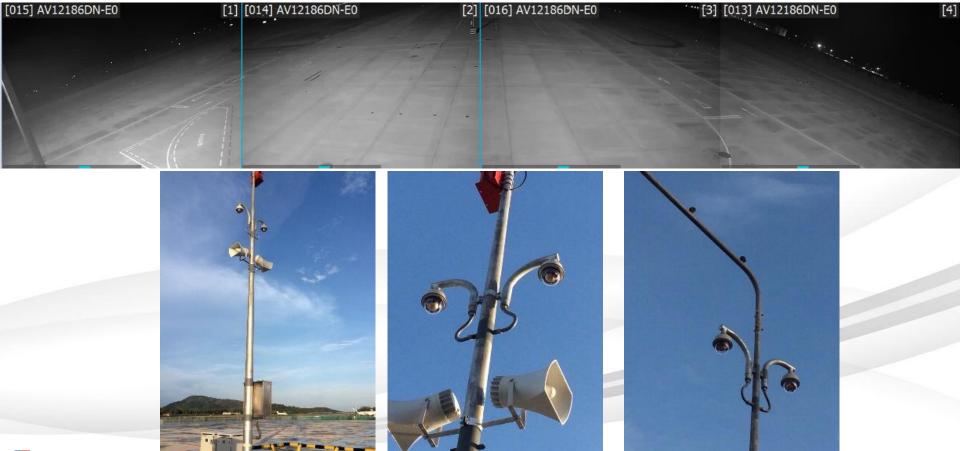
Kunming International Airport – 4th largest airport in China





Arecont Vision[®]

Leading the Way in Megapixel Video[™]





- Leverage Arecont Vision Q1 Promotions to Accelerate Your Sales
 - Trade UP Program
 - Competitor & Legacy Arecont Vision Cameras for Rebates on New Arecont Vision Purchases
 - Try & Buy Program
 - SurroundVideo G5, SurroundVideo Omni G2, MegaDome 4K, MegaVideo Flex
 - 50% Off With Project Registration
 - SurroundVideo 180° & 360° Panoramics & SurroundVideo Omni G1
- Speed RMAs by Signing a Service Parts/Demo Agreement
 - · Immediate shipment without a credit card when a support/product problem occurs
 - Agreement form is short and simple
- Want some PR for a project you won with Arecont Vision cameras? We'll help write and promote a case study and customer testimonial
 - Contact your local Arecont Vision sales team or email Michelle Chen (mchen@arecontvision.com)

Evaluating Competitive Multi-Sensor Panoramic Cameras



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Panoramic Multi-Sensor Cameras

- Panoramic cameras always have a fixed field of view, unlike a SurroundVideo Omni camera or many single sensor cameras.
- A fixed field of view means that you have a fixed focal length lens.
- A fixed focal length lens means that pixel density changes in a linear fashion as you move away from the sensor. Pixel density for a given distance does not change.
 - With an Omni camera you can change the lens, thus changing your pixel density for a given distance.





Not all Panoramic Multi-Sensor Cameras are the Same



What's the Difference?





Not all Panoramic Multi-Sensor Cameras are the Same





Why Does This Matter?



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Pixel Density!

Pixel Density: Number of pixels in a given Field of View

Horizontal Pixels

(Camera resolution)

Pixel Density

(Clarity of the image)

Horizontal Field of View

(Left to right field of view)



Pixel Density

Arecont Vision[®]

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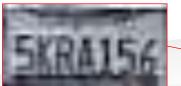
Coverage Map	100 PPF 330 PPM	80 PPF 260 PPM	60 PPF 195 PPM	40 PPF 130 PPM	20 PPF 65 PPM
10MP 5MP 1080p 720p VGA					
10MP Camera, 90° lens	36 ft 11.1 m	46 ft 13.9 m	61 ft 18.5 m	91 ft 27.8 m	182 ft 55.6 m
5MP Camera, 90° lens	26 ft 7.9 m	32 ft 9.9 m	43 ft 13.2 m	65 ft 19.8 m	130 ft 39.5 m
1080p Camera, 90° lens	19 ft 5.9 m	24 ft 7.3 m	32 ft 9.8 m	48 ft 14.6 m	96 ft 29.3 m
720p Camera, 90° lens	13 ft 3.9 m	16 ft 4.9 m	21 ft 6.5 m	32 ft 9.8 m	64 ft 19.5 m
VGA Camera, 90° lens	6 ft 2.0 m	8 ft 2.4 m	11 ft 3.3 m	16 ft 4.9 m	32 ft 9.8 m
Made in the USA	Distances from Camera with 90° Lens				







VGA (18PPF | 59PPM)



1.2MP (36PPF | 118PPM)



35ft (10.7m) wide FOV at front bumper



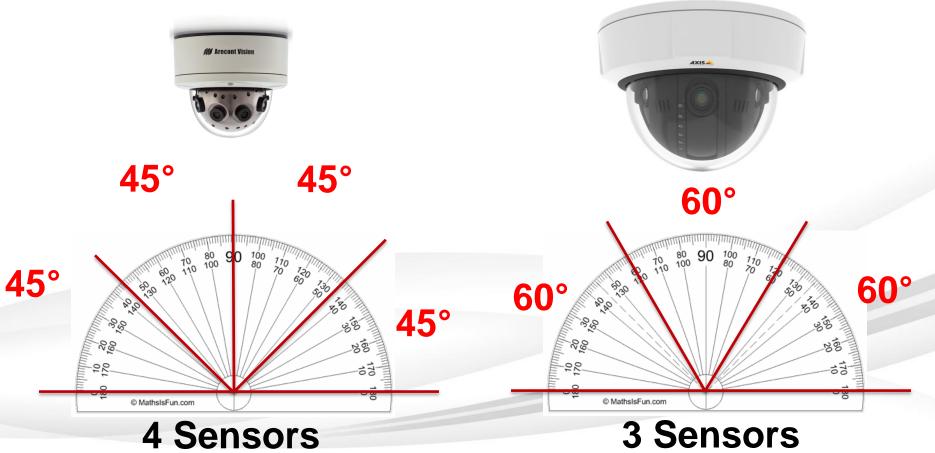
Not all Panoramic Multi-Sensor Cameras are the Same



15MP and 24MP



y in Megapixel Video™





Let's Compare an Arecont Vision 4 Sensor 12MP 180° Camera to a Competitive 3 Sensor 15MP 180° Camera





Horizontal Pixels

(Camera resolution)

Horizontal Field of View

(Left to right field of view)

	45° Lens	60° Lens	
	4 Sensor	3 Sensor	
	12 = 3 x 4	15 = 3 x 5	
	3MP Sensor	5MP Sensor	
Horizontal Pixels	2048	2560	
Horizontal Field of View at 20' Distance	16.6	23.1	
Pixel Density (Pixels per Foot)	123.4	110.8	



Pixel Density (Clarity of the image)



Let's Compare an Arecont Vision 4 Sensor 20MP 180° Camera to a Competitive 3 Sensor 24MP 180° Camera

24MP



Made in the USA



Horizontal Pixels

(Camera resolution)

Horizontal Field of View

(Left to right field of view)

	45° Lens	60° Lens
	4 Sensor	3 Sensor
	20 = 5 x 4	24 = 8 x 3
	5MP Sensor	8MP Sensor
Horizontal Pixels	2592	3840
Horizontal Field of View at 20' Distance	16.6	23.1
Pixel Density (Pixels per Foot)	156.1	166.2



Pixel Density (Clarity of the image)



Let's Compare an Arecont Vision 4 Sensor 12MP 180° Camera to a Competitive 3 Sensor 24MP 180° Camera







Horizontal Pixels

(Camera resolution)

Horizontal Field of View

(Left to right field of view)

	45° Lens	60° Lens
	4 Sensor	3 Sensor
	12 = 3 x 4	24 = 8 x 3
	3MP Sensor	5MP Sensor
Horizontal Pixels	2048	3840
Horizontal Field of View at 20' Distance	16.6	23.1
Pixel Density (Pixels per Foot)	123.4	166.2



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Pixel Density (Clarity of the image)



	45° Lens	60° Lens
	4 Sensor	3 Sensor
	12 = 3 x 4	24 = 8 x 3
	3MP Sensor	5MP Sensor
Horizontal Pixels	2048	3840
Horizontal Field of View at 20' Distance	16.6	23.1
Pixel Density (Pixels per Foot)	123.4	166.2
	45° Lens	60° Lens
	4 Sensor	3 Sensor
	12 = 3 x 4	24 = 8 x 3
	3MP Sensor	5MP Sensor
Horizontal Pixels	2048	3840
Horizontal Field of View at 200' Distance	166	231
Pixel Density (Pixels per Foot)	12.3	16.6

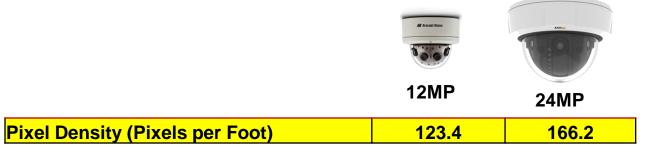


Made in the USA

12MP

24MP







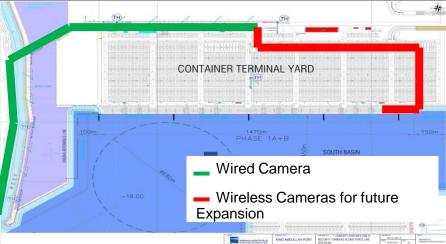
How I Shot the Bear: King Abdullah Port





The Ports Development Company is developing the King Abdullah Port, located in the King Abdullah Economic City north of Jeddah, Kingdom of Saudi Arabia

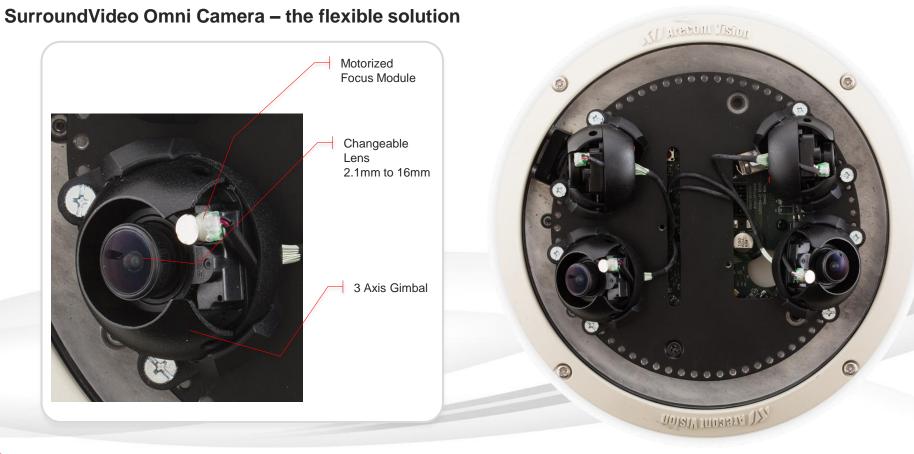
- The port is the first owned and operated by private sector
- It is still under development and will be finished in 8 years
- The challenge was to provide a solution monitored by the Coast Guard that follows the HCIS (*High commission of Industrial Security*) regulations while being super cost effective as it will be funded by Ports development company
 - The fence line (in green) should be fully monitored by surveillance cameras with an expansion capabilities solution as long as the fence is being constructed
 - The goal is to provide a very cost effective solution while maintaining the field of view and coverage of the cameras, while at the same time providing a very high quality product



The Solution

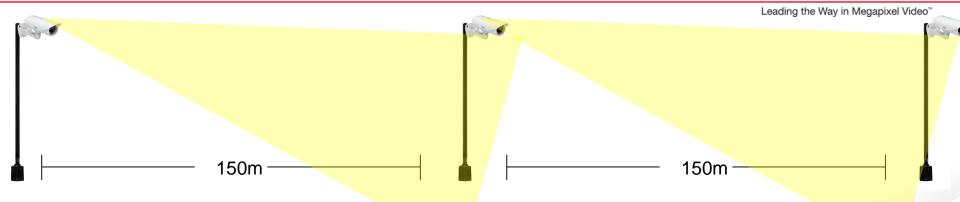


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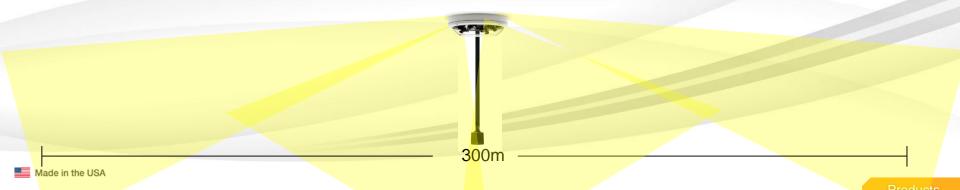


The Solution

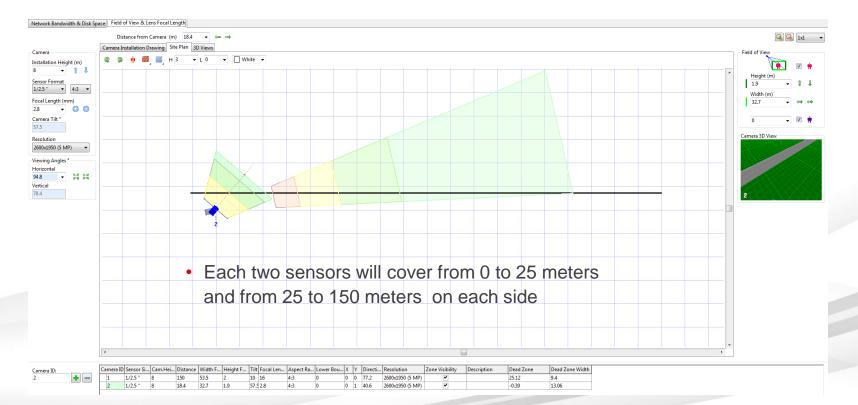




Other manufacturers will often propose a fixed bullet camera every 150 meters to follow the camera poles to cover PTZ dead zones. Using an SurroundVideo Omni camera allowed us to reduce the cameras numbers by half



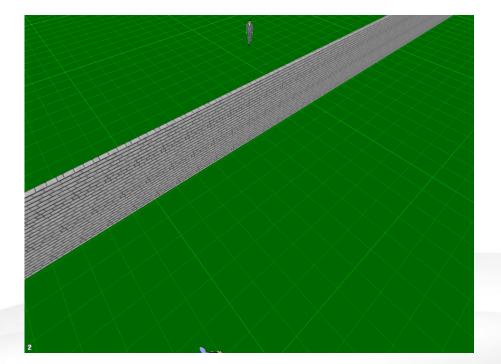


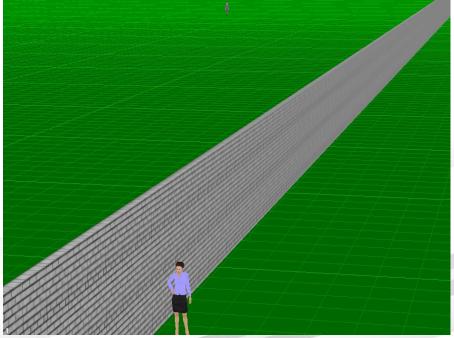


The Solution



Leading the Way in Megapixel Video[™]





2.8 mm lens

16 mm lens



By installing SurroundVideo Omni cameras, Arecont Vision reduced the cost challenge by eliminating the 50% of infrastructure, including...

- Poles and its concrete bases
- Fiber cores
- Cabling and terminations
- · Switches and media convertor

The customer recognized they had no other viable choice but to go with Arecont Vision

- Made In USA Camera
- Three years warranty
- Integrated with Milestone Husky NVR
- Lower price than Hikvision solution by 35%



- After installation, the customer was very happy with the results
- The monitoring team from the Coast Guard was impressed about how Arecont Vision could provided superior coverage with a very small number of cameras
 - Panoramic IR Illuminators was used to provide better results at night
- The Coast Guard team had requested PTZ cameras in the beginning, but with these results that is no longer an issue
- An expansion project is in design and development, and the customer will continue using Arecont Vision Cameras for that next phase

Tips and Tricks – Getting the Best Remote Focus



Made in the USA

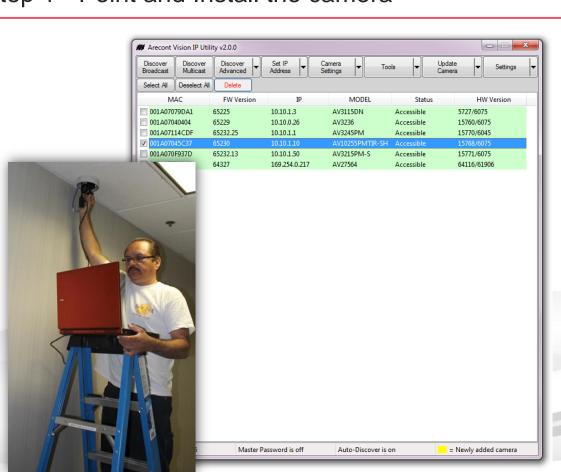


- Products with remote focus are great labor savers
- Arecont Vision New Generation products all feature remote focus option for installation convenience
- It is possible to simply click the full range focus button and consider the camera focused for general use (Auto Focus)
- But I am going to show you a 6 step fine focus procedure that will improve the zoomed image even more to get the most detail out of the image possible





- Install and Point the camera
- Set the camera IP
- Then double left click on the camera in IP Utility
- This opens the camera web page



Step 2 - Adjust the field of view and do full range focus

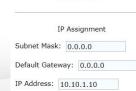


Leading the Way in Megapixel Video"

- Go to the "Focus" menu
- Adjust the Zoom to the desired field of view
- Then click "Fullrange Focus" button and wait

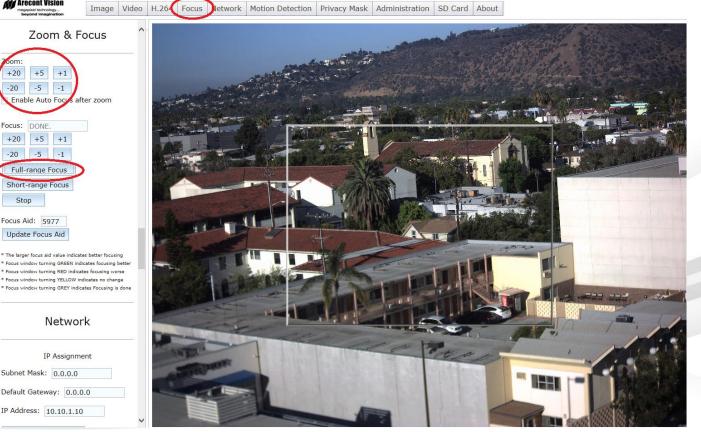


The lens will stop at the best over all point of focus



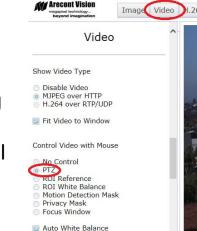
* Focus window turning YELLOW indicates no change

Network



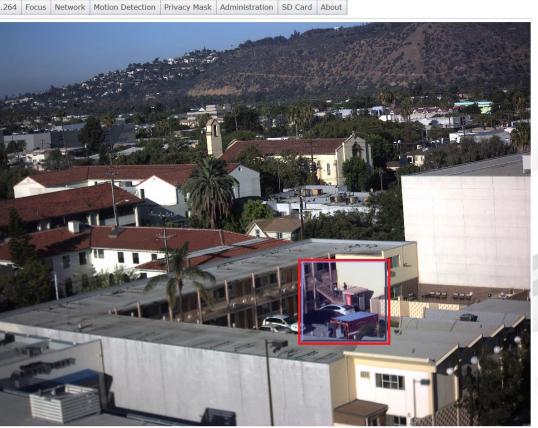


- Go to Video Menu select PTZ button
- Left click and drag box within image to select fine detail
- Image zooms in
- Repeat till you can see pixels



Mouse-related control requires running MJPEG vide
 Click and move to select window to set.
 Double click to reset to default settings.

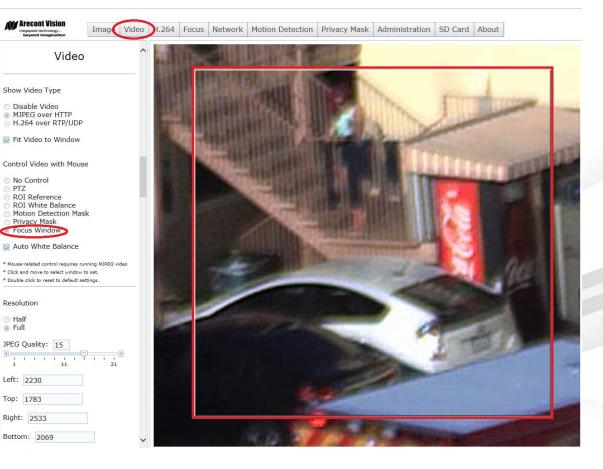




Step 4 – Make zoom window focus window too



- Still in Video Menu select
 "Focus Window" option
- Left click and drag to highlight area within the zoom window you created



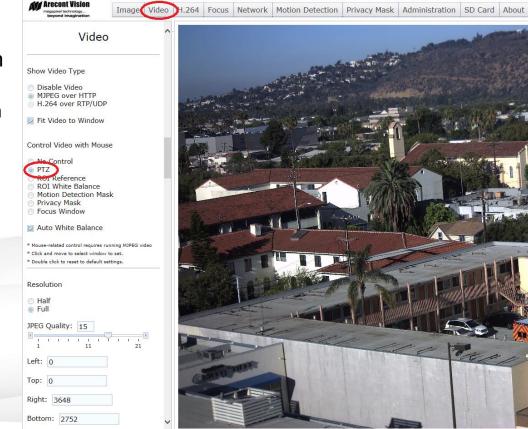


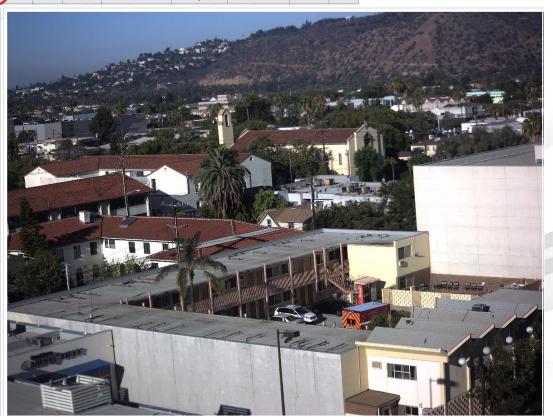
- Go to the Focus menu again
- Click "Short-Range Focus" button and wait
- Camera will go through the short range adjustment around the original focus and stop at best point of focus using the new reference area

Arecont Vision regapixel technology beyond imagination Image Video	H.264 Focus Network Motion Detection Privacy Mask Administration SD Card About
Zoom & Focus	
Zoom: +20 +5 +1 -20 -5 -1 Enable Auto Focus after zoom	
Focus: DONE.	
-20 -5 -1	
Full-range Focus	
Short-range Focus	
Stop	
Focus Aid: 5108 Update Focus Aid	
The larger focus aid value indicates better focusing Focus window turning GREEN indicates focusing better Focus window turning RED indicates focusing worse Focus window turning YELLOW indicates no change Focus window turning GREY indicates Focusing is done	
Network	
IP Assignment	
Subnet Mask: 0.0.0.0	A los
Default Gateway: 0.0.0.0	
IP Address: 10.10.1.10	



- Go back to the Video menu and select "PTZ" option
- Double left click on the image and it should return to full field of view











- "FULL RANGE FOCUS", Best for scenes that are completely out of focus. The camera automatically scans the full focus range of the scene to find the best focus position
- "SHORT RANGE FOCUS", Best for scenes that are slightly of out of focus. The camera quickly fine-tunes for a precise focus position







All Arecont Vision current Generation 2 & Generation 5 camera families now feature remote focus or the option for use of a remote focus lens





Learn More: www.arecontvision.com sales@arecontvision.com +1.818.938.0700



linkedin.com/company/ arecont-vision



facebook.com/ arecontvision



youtube.com/user/ArecontVision



twitter.com/arecontvision @arecontvision

Arecont Vision Corporate Blog

http://blog.arecontvision.com