Increase Your Business with Arecont Vision Megapixel IP Technology:

Arecont Vision Update Focus on Large Venues

Customer Webinar 18 February 2015



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- Arecont Vision Update
- Product Update
- Partner Presentation
- How I Shot the Bear
- Tech Tips and Tricks
- Marketing Update
- Q&A

Scott Schafer [Executive Vice President]

Brad Donaldson [Director of Product Management]

Yaron Zussman [CEO FST Biometrics]

Erik Oudendijk [Regional Sales Manager Benelux]

Harry Ervin [Field Applications Engineer]

Jeff Whitney [Vice President of Marketing]

Arecont Vision Update

Scott Schafer

Executive Vice President



Company Update – February 2014



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- Record 2014 results!
- Key new products and technologies shipping
- Key products shipping very soon
 - 4K Camera
- Excellent Progress with VMS/NVR Partner integration
 - Improved camera discovery
 - Improved feature integration and performance
 - Better overall support
- Quality and Service
 - RMAs continue to be at very, very low levels!
 - Strong Support of the Arecont Vision Advance Replacement Process (NEW HOW-TO VIDEO ON WEBSITE)
 - Excellent Technical Support call and JIRA on-line answering results!
 - Project Registration Process is a winner! (NEW HOW-TO VIDEO ON WEBSITE)
- We are Celebrating 12 Years of Leading the Way in Megapixel Video!





Customer Satisfaction Survey Results

January 2014

Customer Satisfaction Measurement January 2015



Leading the Way in Megapixel Video

Delighted and Satisfied	Scores	(does not include somewhat satisfied, somewhat dissatisfied, disappointed)

	* * * * * * * * * * * * * * * * * * * *
 Arecont Vision stands behind their products 	97%
 Arecont Vision is a valued partner to your business 	94%
 Product Performance 	90%
 Satisfaction with Arecont Vision product line 	90%
 Overall Satisfaction with Arecont Vision 	89%
 Quality 	89%
Presale Support	89%

Very strong improvement in key areas: technical support, RMA process, pricing, training, confident in selling Arecont Vision, ease of doing business

Recent Customer Meetings



Leading the Way in Megapixel Video

- End User activity is high
 - Retail
 - Banking
 - Stadiums
 - Corporate and Higher Education campuses and parking lots
 - City Surveillance
 - Excited about Omni, STELLAR
 - Megapixel cameras provide the best ROI
- Systems Integrators are working more closely with Arecont Vision
 - Positioning Arecont Vision as a leading product line
 - Training
 - Demonstrations
 - Project Registrations
- Distributors are leading with Arecont Vision
 - · Distributors driving more intensity
 - Distributors and their SI/dealers make more money with Arecont Vision
 - SI/Dealers requesting Arecont Vision products more than ever before!

2014 Results



Leading the Way in Megapixel Video

<u>Sales</u>

1. Strengthened sales organization:

AP: Nakhorn T, Elizabeth L, Robert D
MEA&I: Mohammed K, Tom T, Vishesh W

Europe: Paul G, Henrik, Mathias

NA: Greg L, Ben B, Cody F, John V, Glenn G, Robert C, Mark R

- 2. Improved Activity with Customers
- 3. End User Wins
- 4. New Rep Firms in India and Rocky Mountain USA
- 5. Continued improvement in Sales/CRM funnel activities, metrics and execution

Much stronger field organization in 2015!



Field Applications Engineers

- 1. Strengthened Technical Support Team: Elias, Richard, Miguel
- 2. Excellent field support of customers
- 3. Outstanding work in driving designs for target customers
- 4. CPCP and CPCP advance training execution has been good
- 5. A&E/Consultant engagement and traction progress



Sales Operations

- 1. Strengthened team: Mariangela, Ernie, Sergio, Nina
- 2. Improved reporting and analysis
- 3. Improved CRM program and process
- 4. More outbound activity starting

Announcing New Programs, New Products

Follow through on open Project Registrations

Setting Meetings for RSL and Reps

Starting sales engagement

Technology Partner Program

- 1. Stronger integration process and follow through on technical challenges
- 2. Better in-house testing program
- 3. Genetec places Arecont Vision in Top Tier classification
- 4. Improvements continue with Milestone, Exacq, Genetec, 3VR, ONSSI and others.



Marketing

- 1. Strengthened Marketing team: Jeff and Jennifer
- 2. Excellent shows globally: IFSEC, ESSEN, ExpoProtection ISC West, ASIS (USA) shows completed with good results and favorable reviews of our new products: 4K, STELLAR, SurroundVideo Omni, SurroundVideo2, AV3236DN dual-sensor camera
- 3. New ads for STELLAR, OMNI
- 4. More energy around e-blasts
- 5. Better content, ratings, attendance and "timing" of webinars
- 6. SpaceX Press Release executed. "Arecont Vision cameras are out of this world!"
- MetLife Case Study
- 8. Levi Stadium TV coverage

Improved communications with field sales representatives, globally, with more outbound communications, management meetings/updates, and training.



Quality

- 1. Formal focus on top Quality Challenges. Action programs in process.
 - Top 5 Quality issues that result in RMA
 - Focus on Reliability, Availability, Serviceability, Usability, Installability (RASUI)
- 2. RMA rates continue to be in line with expectations and we will continuously improve



Technical Support

- 1. Strengthened Technical Support Team: Sasha
- 2. Reviewing and implementing improvement plans
 - Systems
 - Processes
 - People: Continue "We Take Customer Service Personally" monthly training program.
- 3. Technical Support Metrics
- 4. Calls answered within 60 seconds 85%
- 5. Calls answered within 120 seconds 92%
- 6. Voice Messages returned calls made in less than 2 hours
- 7. Few major customer issues or challenges outstanding.
- 8. Few major quality issues or challenges outstanding.



Awards-Channel

- ADI North America Vendor of the Year
- PSA Vendor of the Year (Superstar)

Awards-Product

- Detektor (Sweden) CCTV Product of the Year: AV12366DN
- Govies: Platinum AV12366DN, Omni
- SS&I Top 30 Technology Innovations 2014 Award Winner: Omni
- National Center for Spectator Sports Safety and Security Finalist (runnerup out of 50): Arecont Vision with MetLife Stadium. MetLife Security Director won for best stadium security in the USA.

IHS/IMS ranks Arecont Vision #4 in megapixel camera sales



SurroundVideo[®] Omni Cameras

SurroundVideo® 12MP 360° Panoramic Camera with true Wide Dynamic Range



Top 30 Technology Innovations of 2014



Govies:

Double Platinum Award Winner 2014

Detektor International Awards:

Best 2014 CCTV Product





"State of the Market" for video surveillance systems and services in 2014-15

- The state of the Video Surveillance Systems and Services market is very solid
- Higher growth in IP, primarily coming from Megapixel cameras
- IP standard definition cameras flat or low growth
- Analog cameras will decline another 10%
- Stronger offers by VMS firms for NVR products for standalone systems and multi-branch deployments

What will make 2015 different from 2014?

- Even more acceptability of IP and megapixel camera systems
- SI/dealers with more experience and better training in 2014 by will yield stronger systems

Is anything changing with end users requests or expectations when it comes to video?

- They still want a system that delivers value. Proof of ROI!
- · Better image quality than SD or Analog
- Fewer cameras to install, monitor and manage

Arecont Vision needs to continue to excel in all areas:

- Product Leadership
- Pricing Leadership
- Promotion and Marketing Leadership
- Sales and Channel Leadership
- Exceptional Execution!

2015 Keys to Success: Core Advantages



Leading the Way in Megapixel Video

- Our Sales Team
- Best overall product line: box, indoor and outdoor domes, dual sensor, panoramics
- Innovative, game changing products
- Excellent Image Quality + Camera Reduction = Terrific ROI! Plus, a new way of monitoring security systems.
- VMS/NVR "real" partnerships, globally
- High Quality and Reliability
- Made in USA
- Priced for success, especially via Project Registrations
- Our Service Team
- Advanced RMA process
- "We Take Customer Service Personally"
- Most impressive customer list in the industry!
- (One of the most profitable firms in the Security Industry)

Key Points



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- Our company will achieve our 2015 Plan: Orders, Revenue, Profit
- Customer Satisfaction is Excellent!
- Regional Sales Satisfaction is Strong!
- Strongest product line...EVER!
- Improvements in Quality and Support will continue...you will continue to notice the difference!
- Excellent operations performance—on time delivery allows you to sell, less administration
- Pricing with a Project Registration is key to your success
- Customers make more money (profit) vs. competitive cameras
 - Distributors
 - SI/Dealers
- Customer Visits to WHQ
- Strong Opportunities are right in front of you: Financial, Retail, Data Centers, Commercial, Manufacturing, Education, Stadiums, City Surveillance, Distribution Centers...

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



Integrated Motorized Lens with Remote Focus and Zoom



P-Iris Control for Best Depth of Field and Image Clarity



Wide Dynamic Range Available on AV2226 AV3226 Models



Dual Mode: 1080p/10MP on 10MP Models



Low Light Technology on 1.2MP Models



Wide Angle Lens

Wide Angle or Telephoto Lens Option





Junction Box Included

IP66 Rated



True Day/Night



All-in-One Bullet-Style



Pixel Binning Mode on 3, 5, and 10MP Models



10 MP

Telephoto Lens

with 90° Image Flip (-S Models)



SDHC Card Slot (-S Models)



Dual Encoder H.264/MJPEG



Maintains at Least 30fps on AV2225 Models

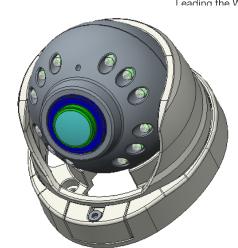


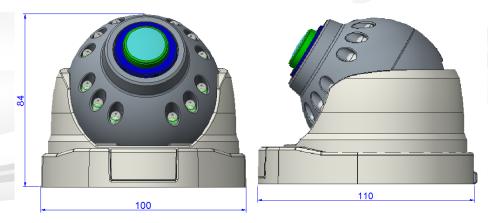
Audio Input/Output (-A Models)



MegaBall 2 w/ New Features

- 1.2MP-5MP Indoor IR solution
- Adaptive IR
- Remote Zoom, Remote Focus and Piris
- SD card, CorridorView and Scaling
- Stellar Low Light and WDR Technology
- Easy Installation Surface mount







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

2015
April Sept

April

- 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





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



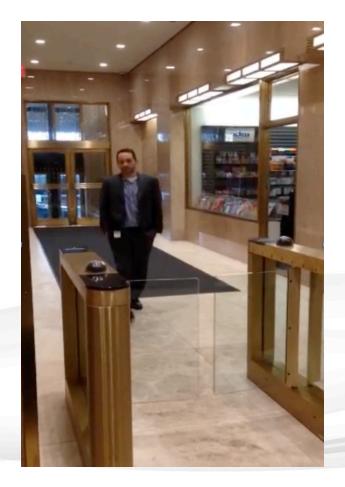


FST Biometrics – IMID Access

Yaron Zussman

CEO FST Biometrics 646-942-7512 yaronz@fstbm.com

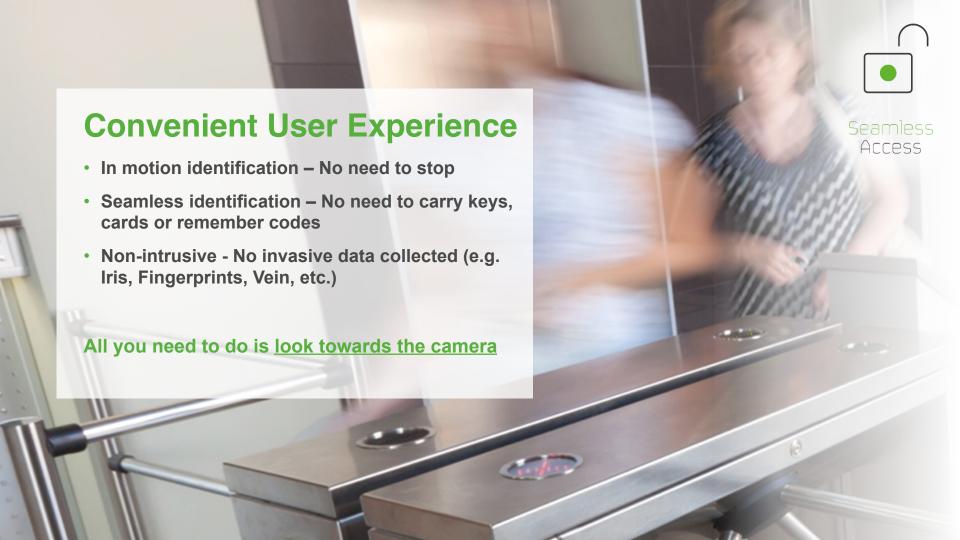












Analytical Fusion of Multiple Partial Credentials



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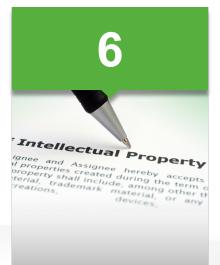




Times IMID system have identified users within the last four weeks



Sites are controlled by IMID system



Patents are protecting our intellectual property



False accept rate





THANK YOU

Yaron Zussman Yaronz@fstbm.com 646-942-7512

www.fstbm.com



How I shot the bear?

Football stadium SV Zulte Waregem

Leading the Way in Megapixel Video

E.J. (Erik) Oudendijk

Regional Sales Manager Benelux +31 657313844 eoudendijk@arecontvision.com





Project team



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End Usser: Football stadium Zulte Waregem



Installer: Campro Belgium



Distribution partner: Optima Networks Belgium



VMS: GeoVision



Camera's: Arecont Vision



Planning 2014 → 2015



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- June 2014 demo,
- September 2014 received the order form our Distribution partner
- November 28th official opening first phase new construction
- In 2015 will start with phase two, during the summer vacation





Scale installation



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AV5115 11	units
-----------	-------

100

Seats each camera around 800 seats





Seats





Parking and square for stadium

AV3455DN-S 11 units



Bars and stairways

AV5225PMIR 5 units



Entrance

Quality in stadium



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In stadium (seats) minimum 150 pixels / meter

Entrance minimum 220 pixels / meter

Other minimum 150 pixels / meter

Overall feedback from police and security manager: fantastic picture quality



Follow up chances



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• In 2015 more camera's entrance, bar's, stairways in phase 2. Total will ending around the 45 – 50 camera's.

 3 other stadium in Belgium, through the results are also other security managers interested. And the feedback from the police is also help full.

NOTE: An live demo is so important, and by involving the end user there in, the choice for Arecont Vision was 60% made after the live demo.



Arecont Vision®

Email:

eoudendijk@arecontvision.com

Phone:

+31 6 57 313 844

Thank you!

Stadium Security: Coverage from the Bottom to the Top

Harry Ervin

Field Applications Engineer - East 732-734-1380 hervin@arecontvision.com



Improving your Perimeters



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"No Cameras Allowed"

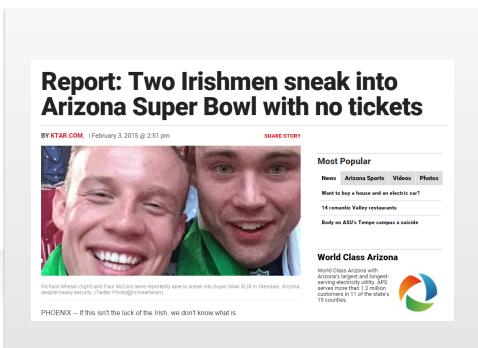
- James Marcus Haney started sneaking into music festivals in 2010
 - MTV Documentary highlighting his exploits
 - Sought after by Musicians for quality of work





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Thanks to media attention, the trend has started and grows stronger with every event.

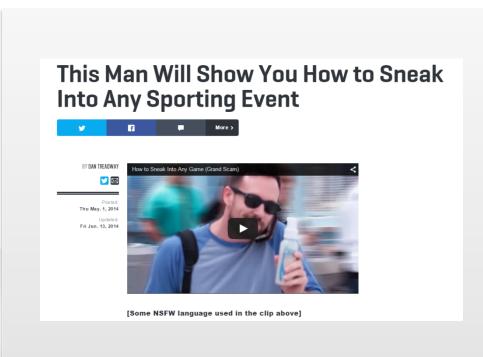






Leading the Way in Megapixel Video

Youtube videos also exist to teach the scam.





Improving your Perimeters



Leading the Way in Megapixel Video

Low Wage Gate Employees are the weak link.

- Systems are in place at Spectator Entrances to curb illegal entries
 - Metal Detectors
 - Random Bag Inspections
 - "Clear Bag Only" Rule
 - Ticket Collectors
 - Cameras and Turnstiles
- Employee Entrances and Loading Docks are often under protected
 - · Credentials and IDs
 - Name of an Employee on site
 - No to low Camera coverage
 - Confidence



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The Upper levels of the seating area are traditionally where the most incidences occur.

- Numerous factors lead to an increase in the number of drunken and disorderly conduct issues
 - Extended Tailgating Time
 - Team Performance
 - Arguments with Opposing Fans



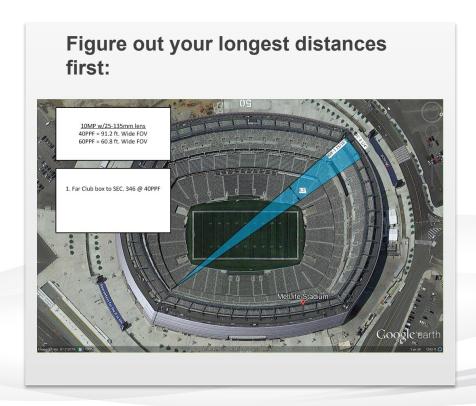


Considerations for capturing images over long distances



Leading the Way in Megapixel Video™

Make sure to use a lens to it's full potential.



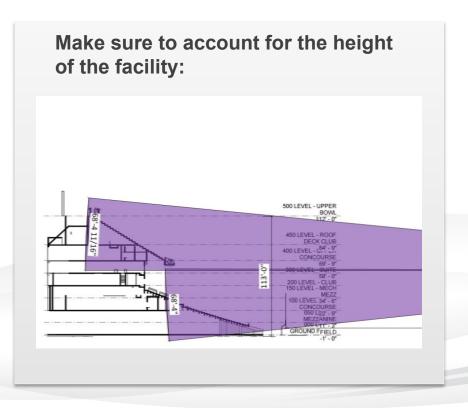
- For most Large Venues, distances will be in the 600-900' range
- The further the distance, the harder it is for light to reach the camera
- Higher (mm) lenses can accomplish long distances easily, but frequently suffer from poor light gathering

Considerations for capturing images over long distances



Leading the Way in Megapixel Video™

Make sure to use a lens to it's full potential.



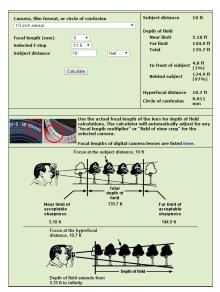
- For most Large Venues, heights will be in the 75-150' range
- Remember to account for the vertical
 FOV of the lens
- The taller the facility the more likely additional rows of cameras will be required for full coverage

Depth of Field makes it easier to focus

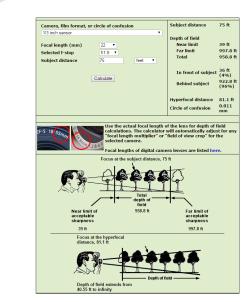


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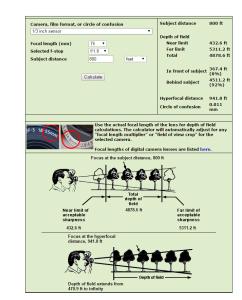
The longer the lens the larger the Depth of Field and the more area in focus.



8mm, F1.8 @ 10' has a DOF of 139' at the subject



22mm, F1.8 @ 75' has a DOF of 958' at the subject



75mm, F1.8 @ 800' has a DOF of over 4800' at the subject



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There is a rising trend of sneaking into Sporting events and Concerts.

- Many of these incidents occur at loading docks and employee entrances
- Low wage employees are less thorough and more prone to mistakes
- New methods are being instituted to prevent these occurances
 - Badge and ID scanners
 - K-9 units deployed to scan all bags entering the facility
 - Improved Credentials make it harder to copy

Covering distances with a lens is your friend.

- Long lenses give you increased Depths of Field and a greater area of focus
- Make sure to account for distance to object in order to select the correct (mm) length
- Remember to account for the vertical Field of view of the lens in order to select the correct number of cameras required to view the height of the facility

2015

Integrated Marketing Campaigns

February 2015 Webinar

Jeff Whitney

Vice President, Marketing
818.937.0477 | jwhitney@arecontvision.com





Leading the Way in Megapixel Video

- Integrated marketing campaigns underway (SurroundVideo® Omni & MegaView® 2 / STELLAR™)
- Objectives are to increase awareness of Arecont Vision® and our partners and drive lead generation with consistent themes







Leading the Way in Megapixel Video"

- Same message worldwide in multiple languages for...
 - ✓ Arecont Vision Website, including main landing page and product pages

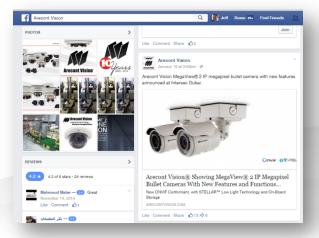


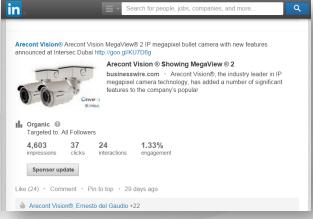




Leading the Way in Megapixel Video"

- Same message worldwide in multiple languages for...
 - ✓ Arecont Vision Website, including main landing page
 - ✓ Arecont Vision and Partner Social Media





Arecont Vision® Showing MegaView® 2 IP Megapixel Bullet Cameras With New Features and Functions at Intersec: ... bit.ly/1BW5D5P

TWEETS

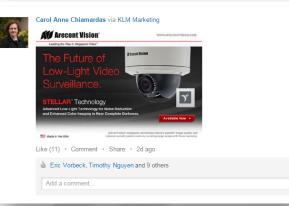
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Arecont Vision

Arecont Vision @arecontvision - Jan 19

@arecontvision







Leading the Way in Megapixel Video™

- Same message worldwide in multiple languages for...
 - ✓ Arecont Vision Website, including main landing page
 - ✓ Arecont Vision and Partner Social Media
 - ✓ Print Ads





Leading the Way in Megapixel Video

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 - ✓ Arecont Vision and Partner Social Media
 - ✓ Print Ads
 - ✓ Digital Advertising



















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 - ✓ Digital Advertising
 - ✓ Arecont Vision and Partner eBlast Email







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 - √ White Papers



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White Paper

STELLAR™: Redefining Possibilities in Low Light Imaging

Abstract

Surveillance at low light levels is plagued by inadequate photons that make it challenging to capture color image with good image quality. The poor image quality often manifest itself as noise that makes it hard to resolve fine details of a low-light some. Dim sejons of a low-light some may also be completely blacked out due to limited image sensor sensibility. Avecant Vision®s STELLAR® Technology stands for Spatial Temporal Low Light AP-hitecture. In this document, we explain how image quality in such challenging low-light senses can be enhanced by carefully designing, and controlling different camera components such as video optics, linage sensor, and video processing.



+1.818.937.0700 | 877.CAMEPA.8 | www.arecontvision.com | avsales@arecontvision.com



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 - ✓ Print Ads
 - ✓ Digital Advertising
 - ✓ Arecont Vision and Partner eBlast Email
 - √ White Papers
 - ✓ Events & Shows

Experience the latest innovations from the market leader in megapixel IP network video:			
<u>Date</u>	Event Information	Location	
Feb 17-19, 2015	The Secure Stores Forum Website	Coral Gables, Florida, United States	Learn More
Feb 18-20, 2015	New Jersey Electronic Security Association Annual Symposium & Expo Website	Atlantic City, New Jersey, United States	Learn More
Feb 22-26, 2015	2015 BICSI Winter Conference & Exhibition Website	Orlando, Florida, United States	Learn More
Feb 24, 2015	ADI Expo Website	Nashville, Tennessee, United States	Learn More
Feb 26, 2015	ADI Expo Website	Norman, Oklahoma, United States	Learn More
Mar 2-4, 2015	World Game Protection Conference 2015 Website	Henderson, Nevada, United States	Learn More
Mar 2-3, 2015	ASG's The Great Conversation Website	Seattle, Washington, United States	Learn More
Mar 3, 2015	ADI Expo Website	La Vista, Nebraska, United States	Learn More
Mar 12, 2015	ADI Expo Website	Anaheim, California, United States	Learn More
Mar 16-20, 2015	CeBIT 2015 Website	Hannover, -, Germany	Learn More

Leading the Way in Megapixel Video"

- We are working on a SurroundVideo® Omni white paper
- We have increased our Search Engine Optimization (SEO), using paid search on Google AdWords to increase traffic to our website
- We will be participating in Google AdSense before the end of the quarter with banner ads
- We are developing new video content for use on the website, in social media, and in presentations and for events
- We are also developing enhanced product and technology pages on the website
- We will also be broadening into solutions versus product-only messaging

Watch for more!



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Next Month...



Leading the Way in Megapixel Video

- Topic: The Future of Low Light Technology
- Wednesday, March 18th at 8:30 Pacific Time
- Register: www.arecontvision.com/webinars



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linkedin.com/company/ arecont-vision



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