

# Increase Your Business with Arecont Vision Megapixel IP Technology

Customer Webinar

18 July 2012

*Arecont Vision Confidential*



*The*  
**BEST SURVEILLANCE SOLUTION**  
*for*  
**EVERY APPLICATION**  
*in*  
**ANY TYPE OF BUSINESS.**



# Agenda



- The State of the Industry
  - Product Updates
  - Success Story
  - Technology Partner Introduction
  - Guest Presenter: Exacq Technologies
  - Tech Tips
  - Marketing Update
  - Close & Q&A
- Scott Schafer [Executive Vice President]
- Raul Calderon [Senior Vice President]
- John Bujarski [Regional Sales Manager]
- Jason Schimpf [Director of Partner Relations]
- Roger Shuman [Sr. Marketing Manager]
- Ted Brahms [Director of Field Applications]
- Mark Espenschied [Marcom Director]
- Scott Schafer



# Arecont Vision Update

Scott Schafer  
Executive Vice President

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# Company Profile



## WORLD LEADER

- Founded April 2003
- High-definition, state-of-the-art, full motion, multi-megapixel video surveillance cameras for the security industry
- Design, development, manufacturing, assembly, service

## LOS ANGELES HEADQUARTERS

- Engineering, production, quality assurance, sales, service and support are all located at our global headquarters

## ENGINEERING and DESIGN

- Superior CMOS imaging and high-speed image processing
- Excellent image quality, frame rate and compression designs
- Leadership in multi-sensor architecture and H.264 compression

## CUSTOMER SERVICE

- Global Sales and Support
- Technical support engineers and sales support for our customers



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# Security Industry Direction

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# SDM 2012 Industry Forecast



SDM 2012 INDUSTRY FORECAST

## 2012 INDUSTRY REVENUE: Flat

Total industry revenue from the sale, lease, installation, service, and monitoring of security systems



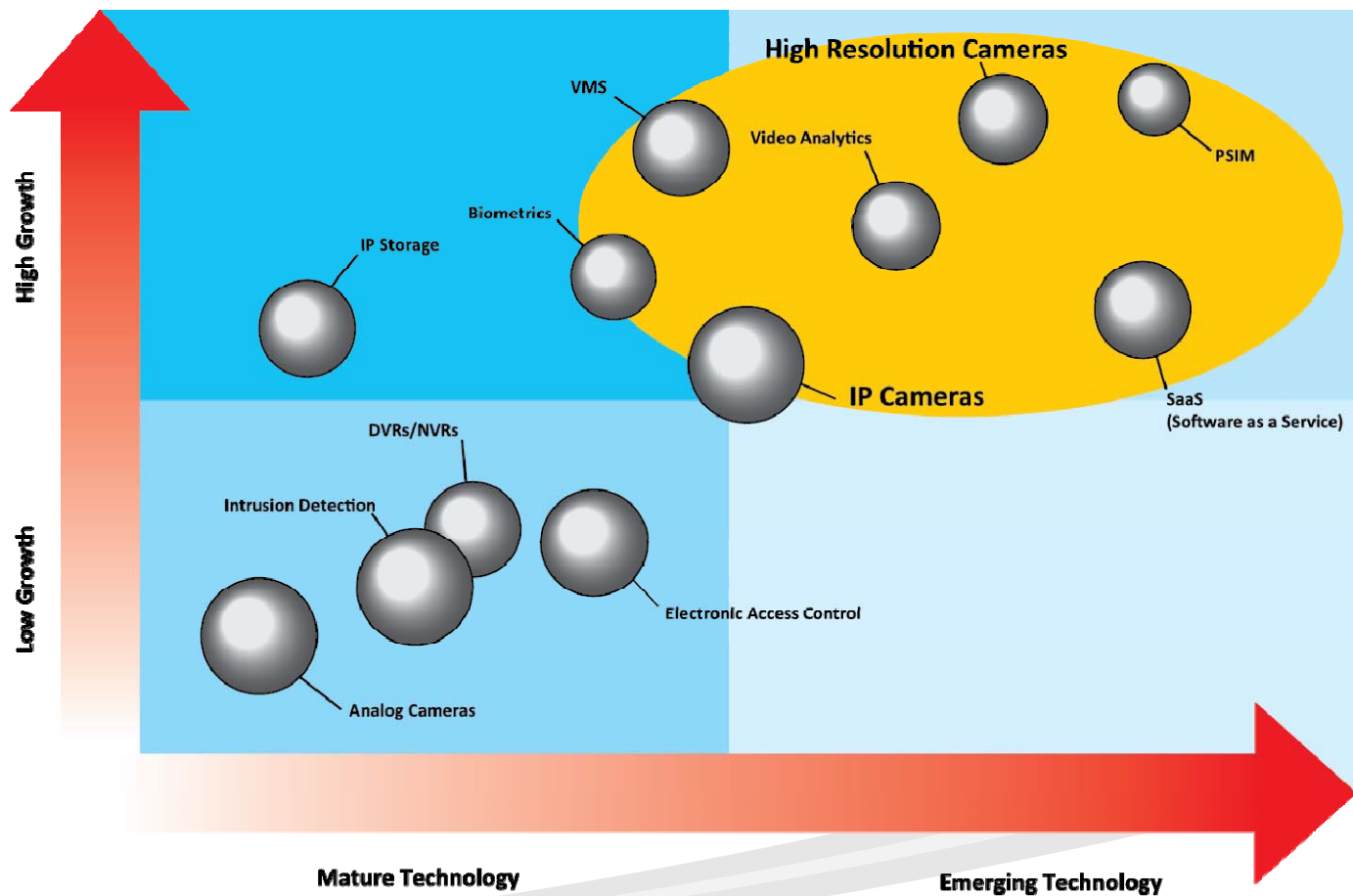
36 January 2012

**SDM**

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# Emerging Technologies ► Future Growth



Source: Frost & Sullivan 2011  
Physical Security Trends Dynamics

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# Arecont Vision Results and Direction

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# June 2012 Results



- June 2012 was a record sales month!
- 2Q12 was a record sales quarter!
- Key Initiatives for 2H2012
  - Key New Product Releases
  - Improved Price Position in 1.3MP/1080 Product Lines
  - Increased Advertising and Promotion Activity
  - Company Expansion Internationally



# Key Actions In Process



- Product

- WDR demonstration units (FCA) 6/12
- MegaDome2 Deliveries to Customers (GCA) 7/12
- WDR Deliveries to Customers (GCA) 7/12
  
- 3 Year Warranty USA & Canada 6/12
  
- Quality Improvements
  
- Technical Support Process Improvements and Impressive Results
  
- RMA Process Improvements
  - Advance Replacements much more often and more liberal
  - Process improvements from Service incident to Product Receipt to Fix to Package to Shelf to Shipment

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# Customer Service Improvements



- Technical support metrics for calls answered within 60 seconds (65%) and 120 seconds (85%) show that we are doing much better in responding quickly to our customers. Only 1-2 customers are leaving tech support messages per day, and those are answered within 2 hours.
- Advance RMA processes are reducing in-process returns significantly.
- Our quality product and process improvements, technical support improvements, and Inside Sales support are really making a noticeable difference.
- When you add in the training our field provides, the new on-line training for installation and troubleshooting, and improved products through our early evaluation program prior to full General Customer Availability, things look very good ahead.



# Key Actions In Process



- Promotion

- Rolling Thunder Public Relations Campaign
  - "Thought leading" Articles
  - MegaLab Review by Security Products Magazine
  - Case Studies and Customer Testimonials
  - New Product and Program Releases
  - New Personnel Announcements

- Price

- Significant improvement in pricing for key products, especially 1.3MP/1080p based cameras and camera systems. 7-12% reduction effective 1 July 2012.
  - AV1115xx
  - AV2115xx
  - D4x-AV1115xx-xxxx
  - D4x-AV2115xx-xxxx
  - D4SO-AV2115xx-xxxx
  - AV1125xx
  - AV2125xx
- 3 Year Warranty USA & Canada

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# Key Actions In Process



- Marc Ladin joins Arecont Vision as Chief Marketing Officer (CMO)
- Arecont Vision Sales People
  - Erin Glackin, Director of Sales Operations and Customer Service
  - Paul Taggar, Country Sales Manager, UK/Ireland
  - Joel Murawski, Region Sales Manager, South Central USA
  - Harry Ervin, Region Field Applications Engineer, Eastern USA
  - Leo Lin, Regional Sales Manager, South China
  - Cathy Li Yuen Wah, Region Sales Manager, Hong Kong
  - Tony Piyapoj Phakdeesuparithi, Region Sales Manager, South East Asia
  - Tommy Wu, APAC Inside Sales
  - Accdaela Valencia, Central USA and Latin America Inside Sales Manager
- New Sales Representatives
  - Security Marketing Consultants, Midwest USA
  - Rep Marketing expands into NYC & Northern New Jersey
- Recent Wins: Data Centers, Warehouses, Schools/Universities
- Office Expansion: EMEA and Asia Pacific

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# Provide the Best

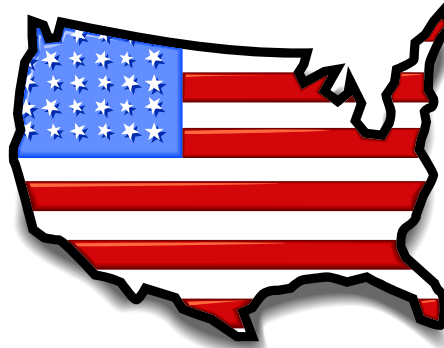


## Performance



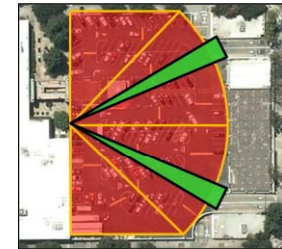
- Image Quality
- Fastest Frame Rates
- Highest Resolutions
- Most Efficient Compression
- Low Light
- Casino Mode
- Color Accuracy

## Quality / Reliability



- Made In USA
- Solid State Technology
- MegaLab Integration
- Own Our Own Intellectual Property
- Education Leaders
- Knowledgeable Support

## ROI / TCO



3  
VS.  
17



- More detail with fewer cameras.
- Real Savings:
  - Installation Costs
  - Management Costs

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# Arecont Vision New Product Updates

Raul Calderon

July 2012

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# Upcoming Product Releases



- All-in-one Design
  - 1.3MP, 1080p, 3MP & 5MP Resolutions
  - Integrated 3-9mm or 3.6-9mm Remote Focus, Remote Zoom, Auto-iris Lens
  - Day/Night, IR and Audio Options
  - Adjustable 3-axis Gimbal
  - IP66 & IK10 Vandal Resistant Dome
- Total PoE Solution
  - PoE 802.3 af class 3 to Support Camera, Heater & IR LED ring
- Casino Mode, Binned Mode, Privacy Masking
- PSIA & ONVIF Compliant

## MegaDome®2



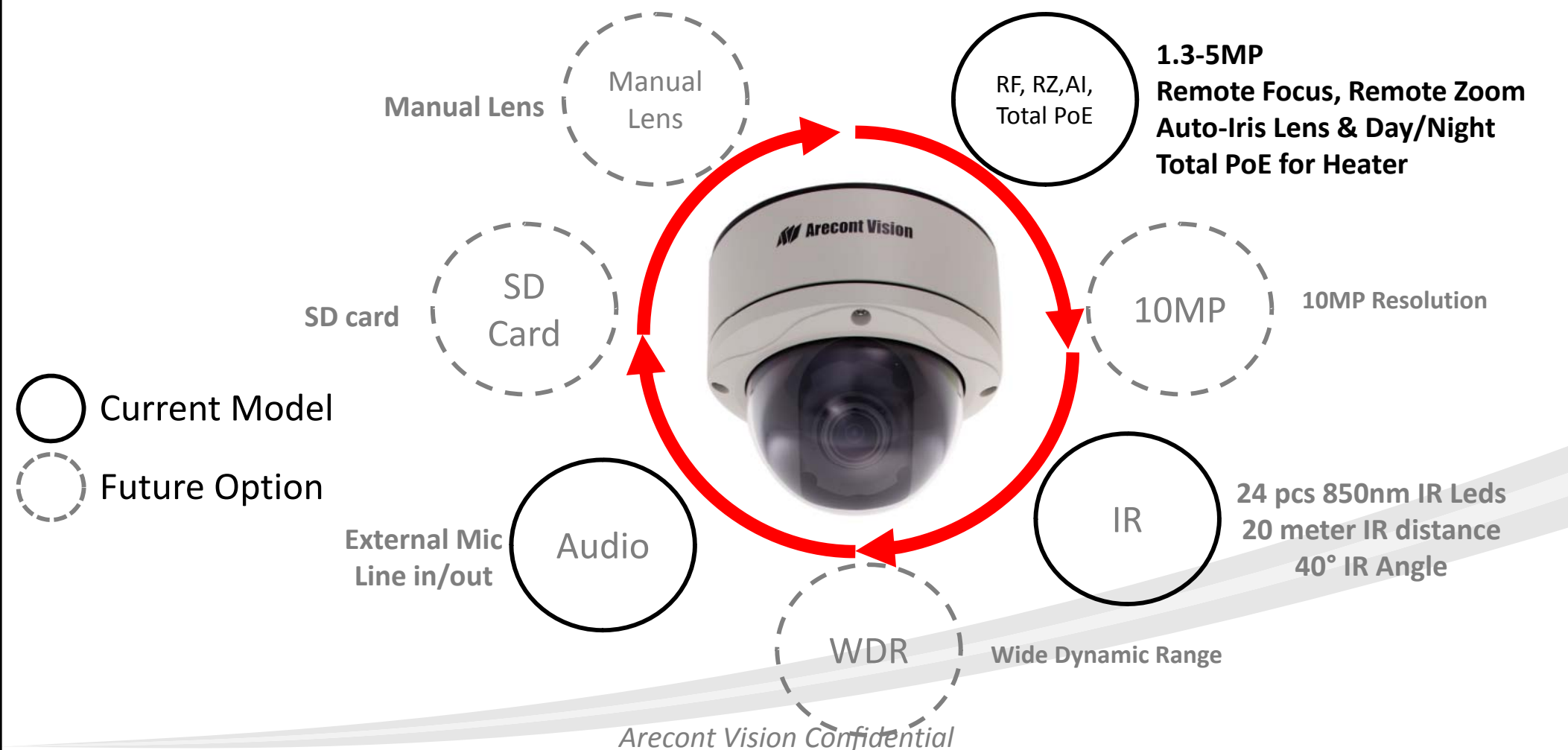
Shipments Targeted  
July End/August Mid

e.g. 1080p MD2 Models  
AV2255AM : Base  
AV2255AM-H : w/Heater  
AV2255AM-A : w/Audio  
AV2255AMIR : IR LED

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# The Whole Family of MegaDome<sup>®</sup> 2





# Advantages of Remote Focus Lens

- No need for hands-on focusing at the camera
- Remote zoom and focus for easy installation through the camera web page
- Easy Focus Button & Precision Focus
- No Focus Tool Requirement
- Installer Friendly and Labor Cost Savings
- Unsurpassed Image Quality

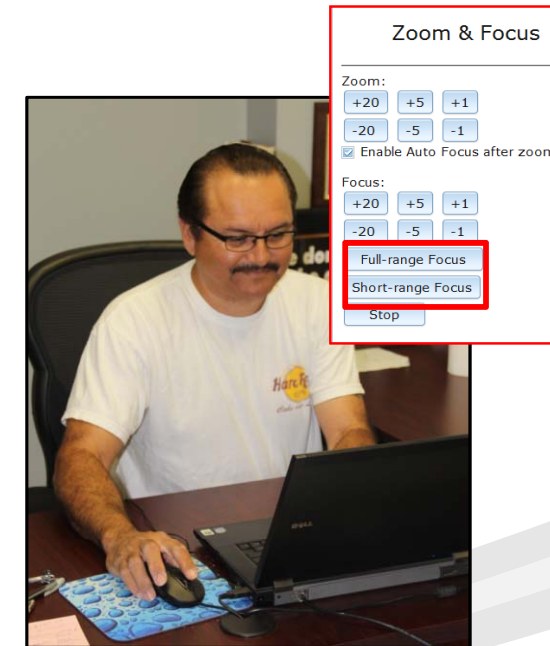
## Manual Focus Lens



How difficult for Installer to focus camera w/ manual focus lens !

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## Remote Focus Lens



Focus through the camera web page, Just Click Focus Buttons to get clear image! Or fine tune with manual web interface adjustments.



# How to Drive Motorized Lens?

- Use Camera Web Page Motorized Lens Interface
  - **Zoom** and **Focus** Adjustable
  - 20 Steps, 5 Steps and **1 Step** Manual Fine Tune
  - **Full-Range Focusing**: Automatically Scan the Full Focus Range and Find the Best Focus Position
  - **Short-range Focusing**: Fine Tune and Quickly Get a Precise Focus Position to Save Time

### Zoom & Focus

---

Zoom:

+20

+5

+1

-20

-5

-1

☒ Enable Auto Focus after zoom

Focus:

+20

+5

+1

-20

-5

-1

Full-range Focus

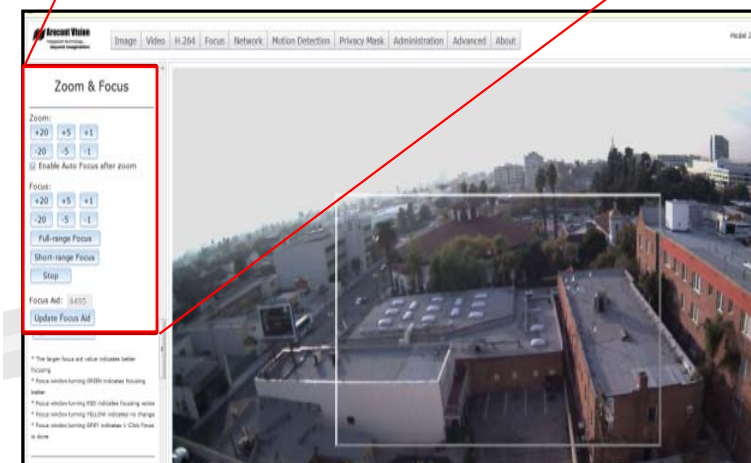
Short-range Focus

Stop

Focus Aid: 4495

Update Focus Aid

Resolution	Model #	Focal Length	F Number	Wide H-FOV	Tele H-FOV
1.3MP	AV1255AM	3-9mm	F1.2	76°	24°
1080p	AV2255AM	3-9mm	F1.2	115°	37°
3MP	AV3255AM	3.6-9mm	F1.8	72°	25°
5MP	AV5255AM	3.6-9mm	F1.8	92°	36°



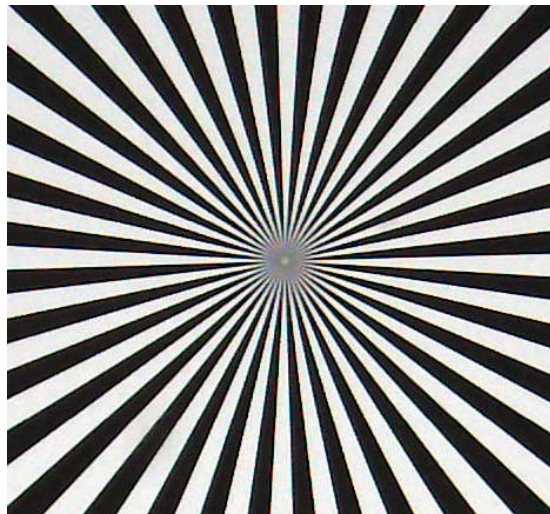


# The Value of Remote Focus

- Get Clear Image through Polycarbonate Bubble



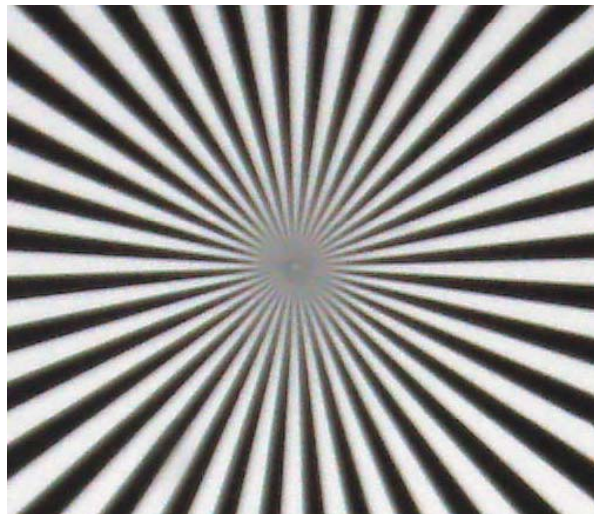
**w/o Bubble After Focusing**



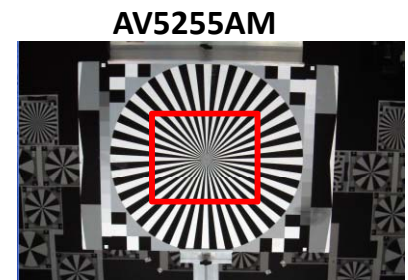
**Clear Image**



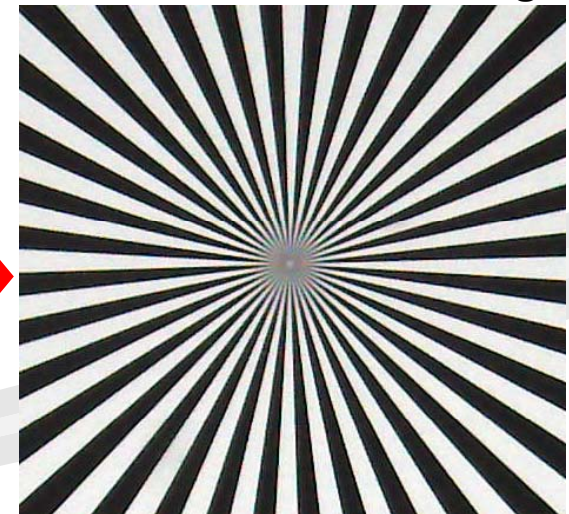
**w/ Bubble Before Focusing**



**Blurry Image**



**w/ Bubble After Focusing**



**Clear Image**



# Remote Zoom



5MP @ 3.6mm HFOV=92°



**Wide FOV**

5MP @ 9mm HFOV=36°



**Tele FOV to See Detail**

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# IR Version Testing



300 Lux



0 Lux



## IR Leds Specs

- 24 pcs 850nm Leds
- 20 meter IR distance (max)
- 40 degree IR angle
- MTBF: 82,442 hours

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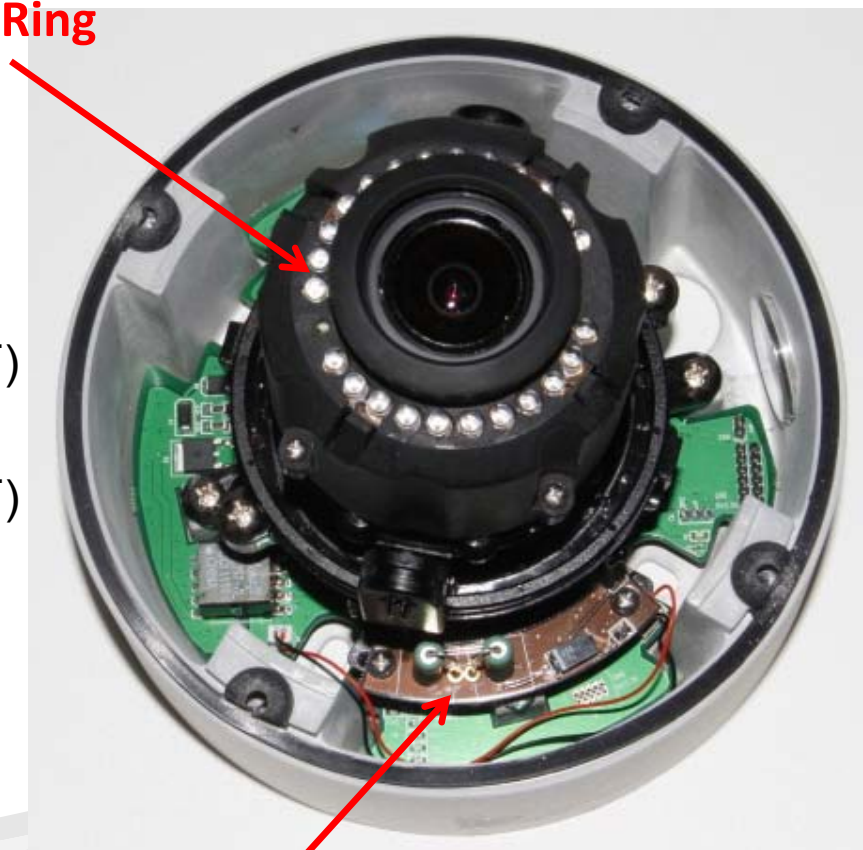
# Total PoE Solution for Heater and IR Led



- Total PoE Solution:
  - 2.1 Watts Heater
    - Operating Temperature
      - » 1.3MP and 1080p
        - -30°C (-22 °F) to +50°C (122 °F)
      - » 3MP and 5MP
        - -30°C (-22 °F) to +60°C (140 °F)
  - IR Led Ring

**No External Power needed for both heater and IR Led ring !!**

**IR Led Ring**



**Heater**

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# MegaDome® 2 Accessories



**MD-WMT2 ( Fit 1.5NPT)**



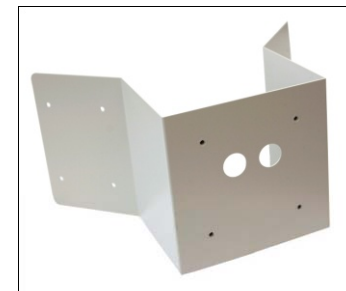
**SV-JBA**



**MD-FMA**



**MD-JBA  
( For MD-CMT only)**



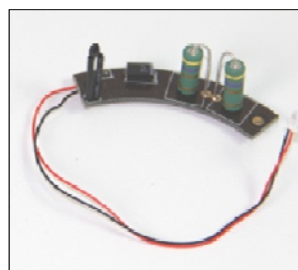
**MD-CRMA**



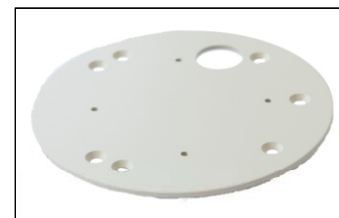
**MD-CMT**



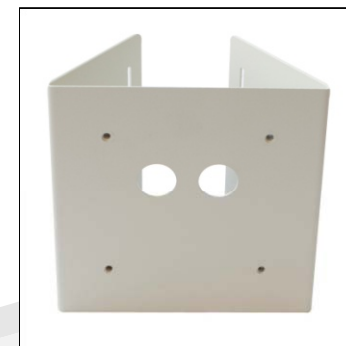
**SV-EBA**



**MD2-HK  
2 watts Heater**



**MD-EBA**



**MD-PMA**



# Upcoming Product Releases



- **True Wide Dynamic Range Camera**
- **Dynamic Range up to 100 dB**
- **1080p & 3MP Resolutions**
  - AV2116v1
  - AV2116DNv1
  - AV3116v1
  - AV3116DNv1
- **Color & Day/Night Models**
- **Fastest Frame Rates**
  - 21 fps @ 3MP
  - 32 fps @ 1080p
- **Casino Mode, Binned Mode, Privacy Masking**
- **PSIA & ONVIF Compliant (soon)**

## Compact WDR





Shipments Targeted  
July End

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# AV3115 vs. AV3116



	AV3115 	AV3116 
Resolution	3MP	3MP
WDR	NO	Yes
Wide Dynamic Range	60 dB	Up to 100dB
Frame Rate	21fps	21 fps
Privacy Mask	Yes	Yes
Binned Mode	Yes	Yes
PSIA	Yes	Yes



ONVIF Coming Soon

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# AV2115 vs. AV2116



	AV2115 	AV2116 
Resolution	1080p	1080p
WDR	NO	Yes
Wide Dynamic Range	69 dB	Up to 100dB
Frame Rate	32fps	32 fps
Privacy Mask	Yes	Yes
Casino Mode™	Yes	Yes
PSIA	Yes	Yes

ONVIF Coming Soon

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## Regular vs. WDR cameras

### Regular Camera: (AV3115)

- **Color Washed Out** & Can't Clearly see Shaded Area **under Strong Sunshine**



### True WDR Camera: (AV3116)

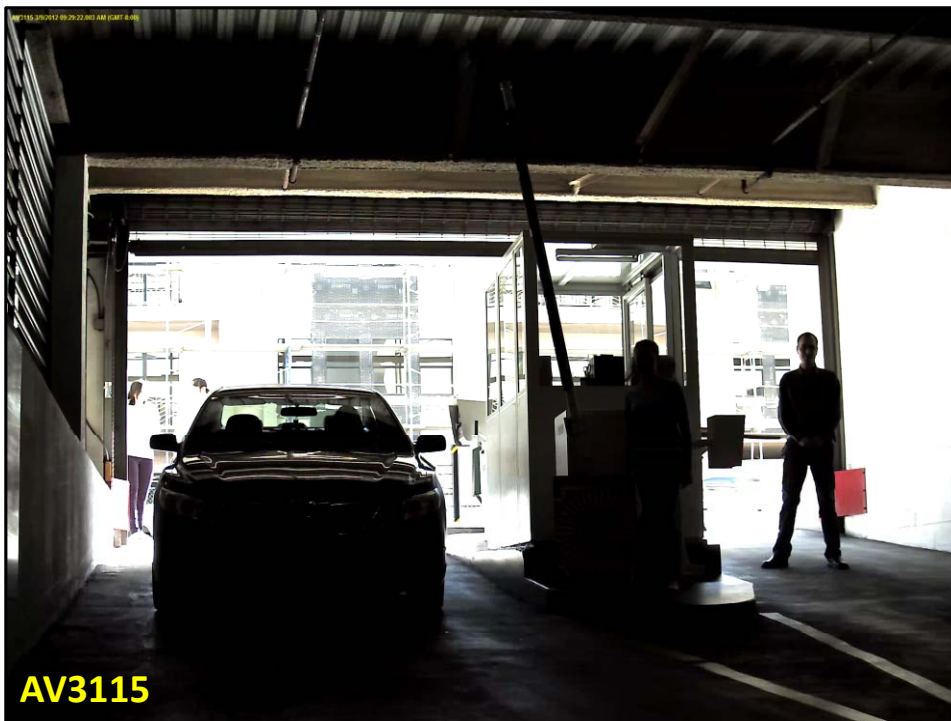
- **Vivid Color** and Clearly See **Shaded** and **Bright Light** Areas under Strong Sunshine





# WDR vs. Regular Cameras

- Dynamic Range **up to 100 dB** Allowing Users to **See Clearly** in **Shaded** and **Bright Light** Conditions **Simultaneously**





# Pricing



- Pricing on these products was released on our newest price list released on July 2<sup>nd</sup>.
- Contact your Arecont Vision Representative for more information.



# “How I Shot the Bear” Success Stories

John Bujarski  
Regional Sales Manager

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# Video Surveillance Upgrade for Virginia Largest Public University

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# About GMU

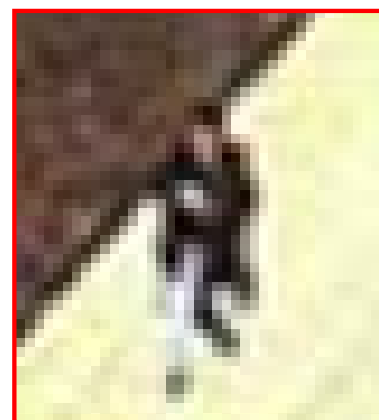
- 670-acre residential campus
- Enrollment 33,320+
- Staff 2,600
- Four Campuses
- Located in the heart of Northern Virginia's technology corridor near Washington, D.C.
- One of the top 40 Law Schools in the United States.





# Purpose & Challenge

- Previous Video System Challenges
  - Poor Video Quality.
  - Not enough Detail to Identify Persons or Events.
  - Inadequate Coverage.
  - No Standardization across the Campus.



Lack of Image  
Quality

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# Solution



***“We have installed almost every variety of megapixel camera made by Arecont Vision, from the 1.3 megapixel MegaDome® to the 8 megapixel 360-degree SurroundVideo® panoramic camera,”*** said James L. McCarthy Jr., Director of Physical Security, George Mason University, Fairfax, Virginia.



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# Entrances & Hallways



- Higher Resolution Cameras provide more detail at key entrance and gathering points.
- More resolution enables you to see details further into an image or further down a hallway.





# Large Venues



## Large Venue Coverage

- Using fewer cameras but higher resolutions.
- Reduced installation cost allowing the purchase of more Higher Resolution Cameras.
- Spend money on technology that can be used over and over, as opposed to installation labor which is only utilized once.



# SurroundVideo® Panoramic



## Arecont Vision 8 Megapixel Panoramic Cameras

- Single Camera providing Detail Coverage over large areas.
- Provide great detail both Live and Forensically.
- Building Exteriors and Parking Areas.

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# Building Exteriors



## Camera Placement & Latest Technology

- New System Designs and deployment can reduce cost dramatically.
- Are you changing the way you deploy technology?
- What classes have you taken to help you think outside Standard Resolution IP?



# George Mason Results



Video Surveillance Upgrade Projected to be a Five Year Project.



Actually implemented in **Two Years**.

Arecont Vision Megapixel Solution reduced camera count, reduced labor cost and enabled GMU to implement solutions faster.

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# Solutions Worth Noting



- Case Studies for Many Different Vertical Markets.
- Presentations & Images for specific Vertical Markets.
- Do you have one worth promoting?

**CUSTOMER**

George Mason University is one of Virginia's fastest growing higher education institutions with four campuses and 35,000 students. Located in the heart of Northern Virginia's technology corridor near Washington, D.C., George Mason University offers strong undergraduate and graduate degree programs in engineering, information technology, biotechnology and healthcare. The George Mason University School of Law has been recognized by U.S. News and World Report as one of the top 40 law schools in the United States.

**CHALLENGE**


The previous video system at George Mason University suffered from poor video quality and a lack of standardization. The legacy system could not provide the needed levels of video surveillance, either related to the area being viewed or the quality of images needed to identify events and/or individuals. A new construction project included the required funds for an initial investment in an IP-based surveillance system. The University needed a system that could provide better video quality to capture facial recognition and to offer a wider range of options.

**Arecont Vision**

Look Closer™  
Case Study

**George Mason University  
Deploys Arecont Vision Cameras**

*Several Models including 8 Megapixel Panoramic Cameras  
Keep Watch Over Multiple Campuses*



*George Mason University replaced their antiquated security system with a new, IP-based surveillance system using Arecont Vision megapixel cameras.*

**MEGAPIXEL SOLUTION**


A need for better image quality led George Mason University directly to IP-based megapixel camera technology. The University evaluated several well-known camera suppliers before deciding on Arecont Vision, which leads competitors related to processing power, breadth of product line and use of H.264 compression technology to minimize bandwidth and storage needs.

"We have installed almost every variety of megapixel camera made by Arecont Vision, from the 1.3 megapixel MegaDome® to the 8 megapixel 360-degree SurroundVideo® panoramic camera," said James L. McCarthy Jr., Director of Physical Security, George Mason University, Fairfax, Virginia. The capabilities of various cameras are matched to the areas they need to cover.

**AV8185DN  
8 Megapixel H.264 Day/Night 180°  
Panoramic IP-camera**

**Key Features**

- Integrated four 2 megapixel cameras, IR corrected lenses, Day/Night switchers and IP66 dome housing
- 6400(H) x 1200(V) (4 x 2MP)
- 1600(H) x 1200(V) per sensor
- 22 fps @ 6400(H) x 1200(V) (4 x 2MP)
- 8 megapixel 180° field of view
- H.264 (MPEG-4, Part 10), Motion JPEG



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# Partner Presentation



Roger Shuman  
Exacq Technologies





## **Roger Shuman**

*Sr. Marketing Manager*

- Been with exacq since January 2006
- Employee #9 (now over 100)
- Previously employed with Integral Technologies



# exacqVision – 3 Differentiators



exacqVision

## 1. Hybrid Server - Ease of Migration from Analog to Megapixel

- Use an existing analog infrastructure – initial cost savings
  - exacqVision servers: 8, 16, 32, 48 and 64 analog inputs
- Most exacqVision hybrids **INCLUDE** 8 IP licenses
- Expandable to up to 128 IP licenses per server (depending on server)
- Very common for end-users to replace poor or broken analog cameras with megapixel cameras
- Scalable with all exacqVision servers
- **Over 150,000 exacqVision IP licenses sold in 2011**

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# exacqVision – 3 Differentiators



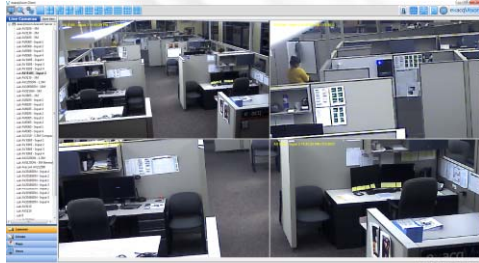
exacqVision®



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# exacqVision – 3 Differentiators



## 2. Easy to Install and Operate exacqVision VMS

- exacq will do nearly 75 TRTs in 2012
- “Software is easy to use—why did we need training?”
- Software is licensed to the MAC address of the server, not the camera.
- Intuitive user interface, up and running in minutes



exacqVision

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# exacqVision – 3 Differentiators



## 3. Free, scalable, cross-platform software and mobile apps

- No charge for client or server software
- Single camera to enterprise - same interface
- Server installs on Windows or Linux. Client installs on Windows, Linux or Mac
- 3 Year warranty on server hardware, 3 year SSA
- Out of the box solution
- Free exacq Mobile app for iPhone, iPad, Android, Kindle Fire, BlackBerry Playbook

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# Tech Tips

Ted Brahms

Director of Field Applications

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# Field of View and it's Effect on Image Clarity

## Pixel Density Concepts



# Examining Pixel Density by FOV



- Part of getting the best picture from megapixel involves thinking about “pixels on target.”
- With the same camera and settings, image quality can vary widely depending on the field of view covered by your lens selection.
- Camera reduction is a big motivator for buying megapixel, but it’s important to remember the basics of pixel density when setting end user expectations.



# Backyard Experiment



- Camera used is an AV2115 @ 1080p (1920 x 1080).
- All camera settings were left at “factory default.”
- In the scene captured, ambient lux levels throughout the scene averaged between 400-900lux.
- Camera distance to the target was fixed. The license plate in the images is 26' / 7.92 meters from the front of the camera lens, the wall is 46' / 14 meters from the same point.

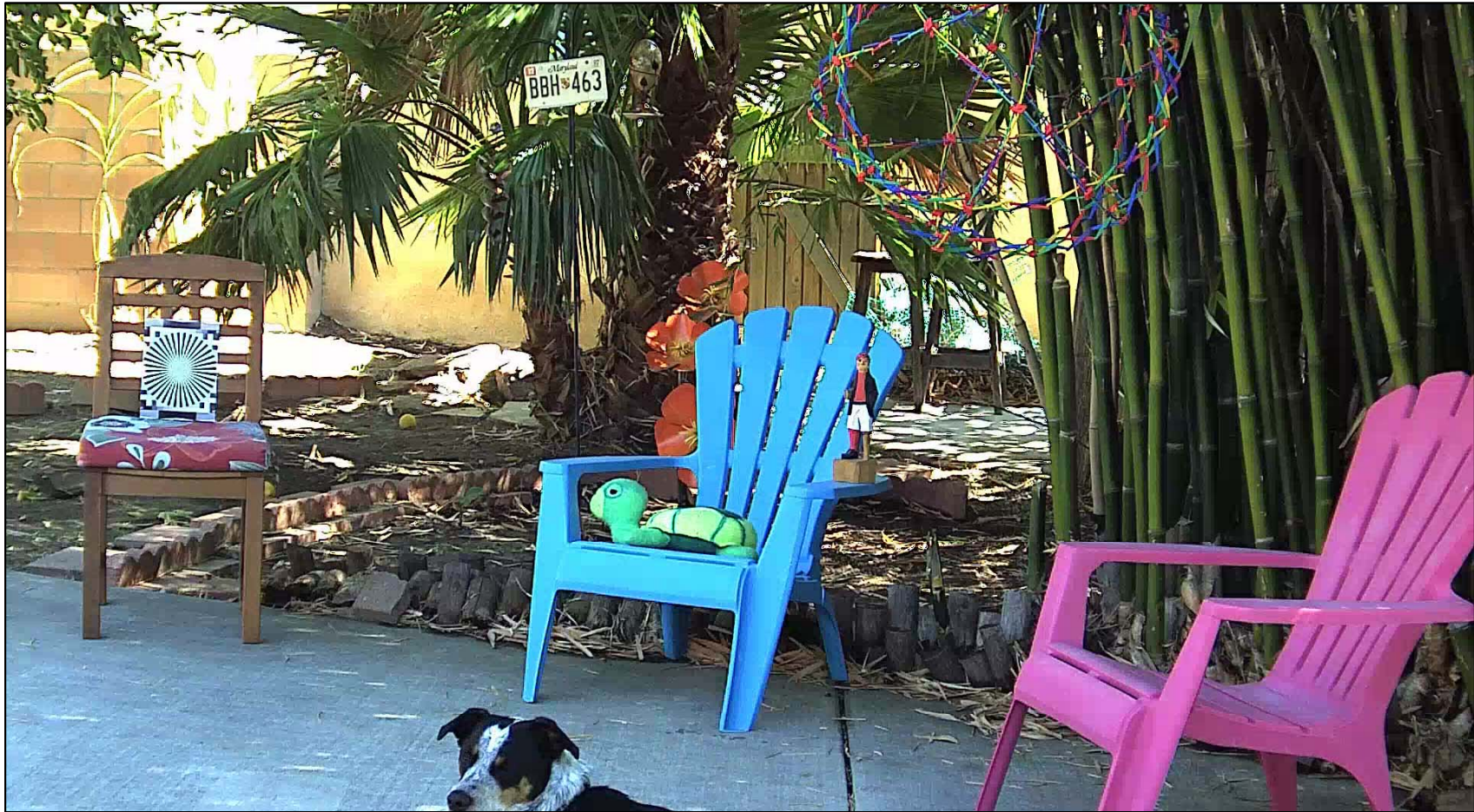


# The Lenses

- 4mm, 8mm, 12mm are all from Arecont Vision. The “wide angle” lens used is a 1.67mm Theia lens also available from Arecont Vision.
- The lenses are:
  - 12mm – M1214-MP, f1.4
  - 8mm – MPL-8.0, f1.8
  - 4mm – MPL-4.0, f1.8
  - 1.67mm – SY110M, f1.8



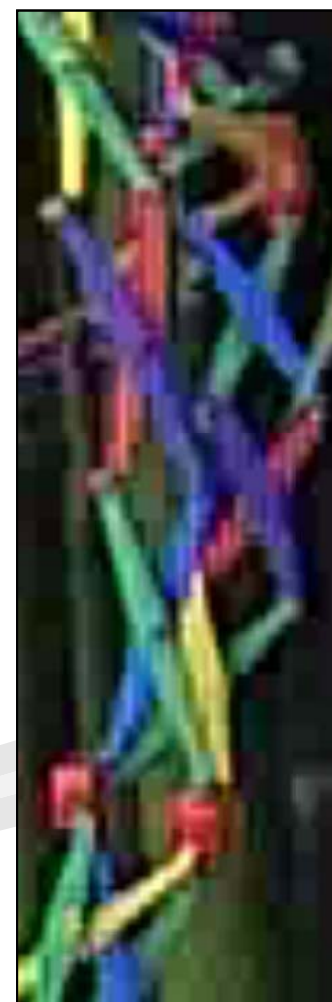
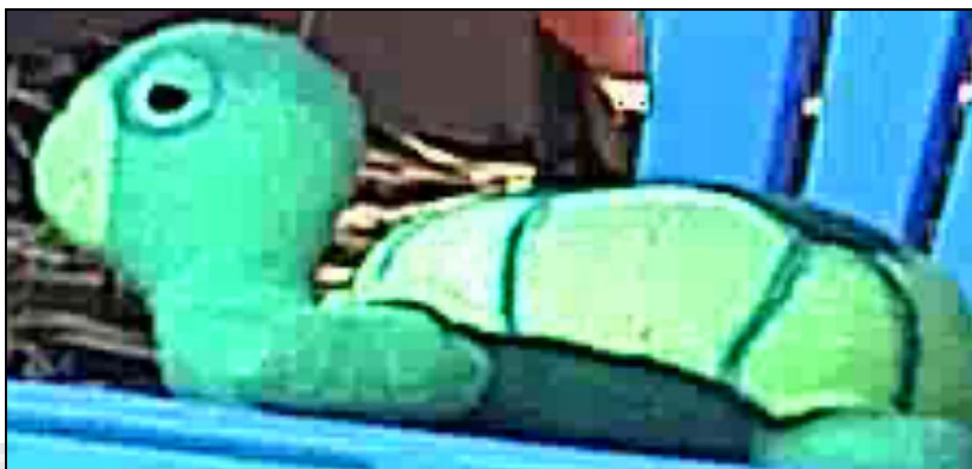
12mm 12'/ 3.65 Meters = 90ppf/295ppm



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12mm 90ppf/ 295ppm @ 500%





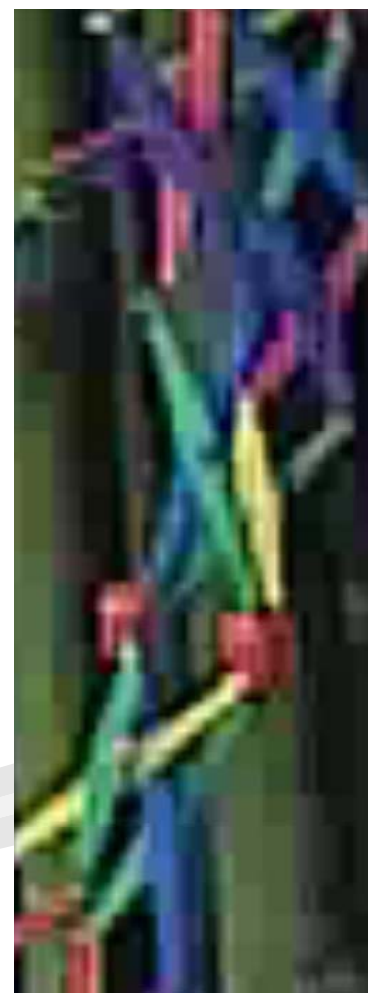
8mm 14.5' / 4.41 meters = 75ppf/245ppm



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8mm 75ppf/ 245ppm @ 500%



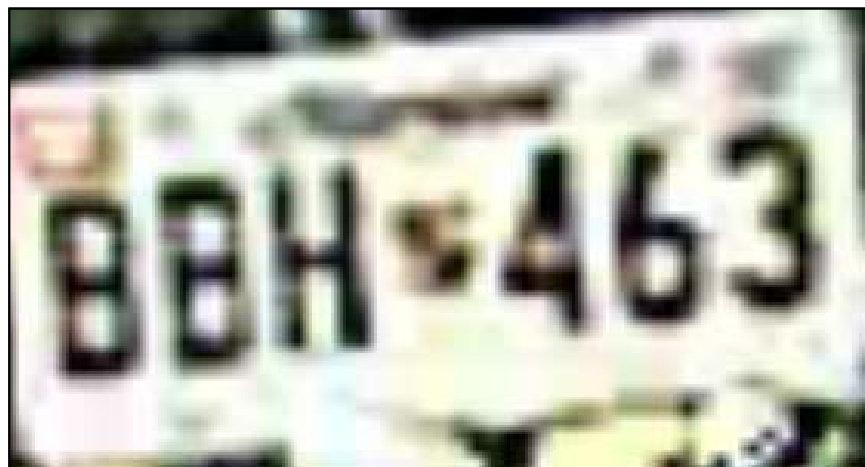


4mm 23'/ 7 meters = 47ppf/154ppm





4mm 47ppf/ 154ppm @ 500%





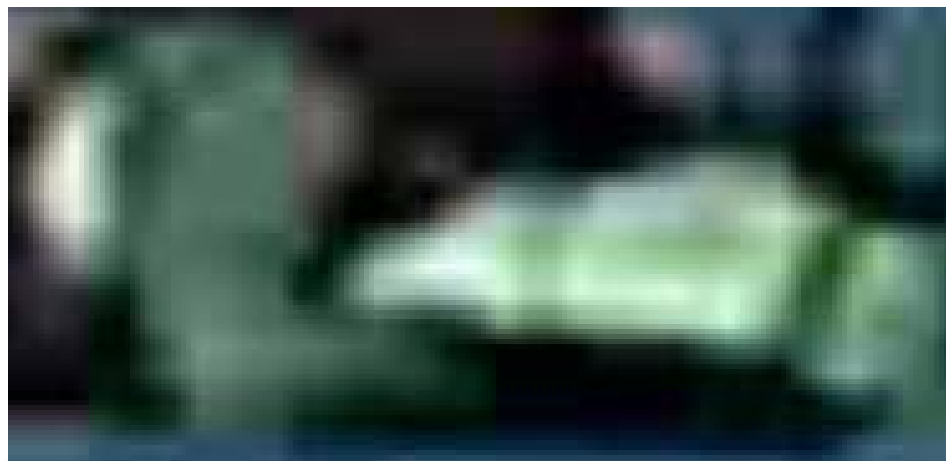
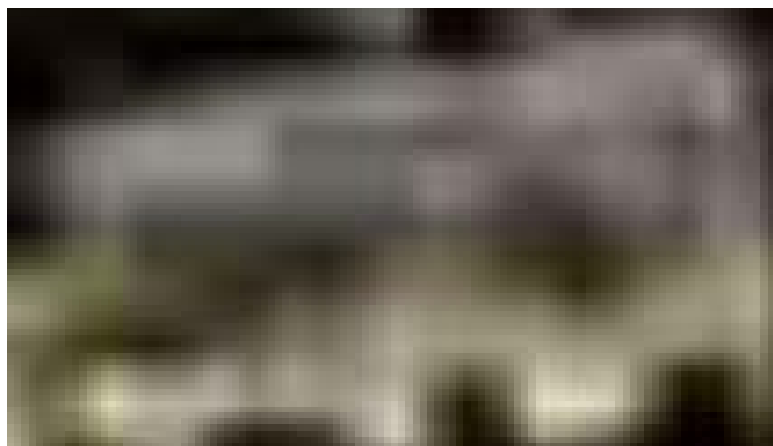
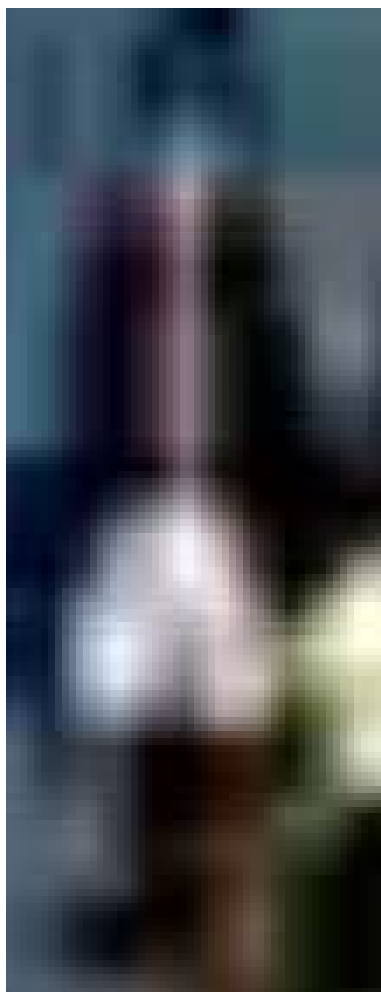
1.67mm 54'/ 16.4 meters = 20ppf/66ppm  **Arecont Vision**



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# 1.67mm 20ppf/ 66ppm @ 500%



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# What We Learned

- The farther we stretch the field of view the less detail is available when digitally “zooming” the image, stretch it enough and even color detail begins to get lost.
- 1080p can provide excellent digital image detail if we keep the field of view tight enough. If you want to cover a wider area and have the same level of detail use a higher resolution camera.
- If the image does not meet expectations, use a higher resolution camera or narrow the field of view with a tighter focal length and add more cameras.



# Is That All There Is?

- No, there are a lot of other factors that play into image quality: quality of the lens, local lighting conditions, camera exposure settings and image compression all play a role as well.
- I will address these in future webinar sessions so stay tuned for my next installment.



# Marketing Update

Mark Espenschied

Director of Marketing Communications

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# Upcoming Shows



## July

- July 18, 2012, ADT Road Show – Houston, TX
- July 19, 2012, ADI Expo – Raleigh, NC
- July 31, 2012, ADI Expo – Tampa, FL

## August/September

- Aug 9, 2012, ADI - Burbank, CA
- Aug 16, 2012, ADI Expo – Columbia, SC
- Aug 23, 2012, ADI Expo – Houston, TX
- Aug 28, 2012, ADI Expo – Philadelphia
- Aug 30, 2012, ADI Expo – Hawaii
- Sep 10-12, 2012, ASIS – Philadelphia
- Sep 19, 2012, Anixter Canada – Toronto
- Sep 25-28, 2012, Security ESSEN – Germany



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# “Interactivity” – Video Resources



The screenshot shows the Arecont Vision website's support section. At the top, there's a navigation bar with the company logo, a search bar, and a language dropdown set to English. Below the navigation bar is a hero section with the word "SUPPORT" in red, followed by a paragraph: "Have questions or need help in solving technical issue, Arecont Vision is here to help you with all your needs and questions." To the right of this text is a photo of three customer service representatives wearing headsets. Below the hero section is a sidebar on the left with a "Support" heading and a list of links: Resources, Online Support Request, Firmware Downloads, Software Downloads, Technical Bulletins, FAQ, Product Selector, NVR Partner Integration Matrix, and Downloads. Below these are sections for "Developer" (Integrating Arecont Vision Cameras, MegaLab™), "Gallery" (Image Gallery, Video Gallery, Training Videos), and "Calculators" (Field of View Calculator, Bandwidth Calculator). The main content area is titled "RESOURCE CENTER" and includes a paragraph about technical support, a "Before you call Tech Support" section with a list of steps to expedite troubleshooting, and a "STEP 3" section for contacting technical support via Online Portal, Phone (1.818.937.0700), or E-mail (support@arecontvision.com). At the bottom of the main content area are three small images: a person at a computer, a person in a hard hat with a laptop, and a group of people in a meeting.

- Technical Videos
- Arecont Vision University
- Sample Videos
- Corporate Videos
- News Videos
- Case Study Videos

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# Technical Videos



**Arecont Vision**  
megapixel technology...  
beyond imagination

Language : English

Search Quick Support Sign In | Register

HOME COMPANY PRODUCTS SOLUTIONS NEWS SUPPORT EVENTS PARTNERS HOW TO BUY

**ARECONT VISION**  
The industry leader in IP-based megapixel camera technology.

Home / Arecont Vision Technical Support / Training Videos

**TRAINING VIDEOS**

We want to make it as easy as possible for you to sell and install Arecont Vision Megapixel IP Cameras. These videos teach you how to get the most from our technology.

**Support**

- Resources
- Online Support Request
- Firmware Downloads
- Software Downloads
- Technical Bulletins
- FAQ
- Product Selector
- NVR Partner Integration Matrix
- Downloads

**Developer**

- Integrating Arecont Vision Cameras
- MegaLab™

**Gallery**

- Image Gallery
- Video Gallery
- Training Videos

**Calculators**

- Field of View Calculator
- Bandwidth Calculator

**Calculator Apps. On the Go**

**Setup and Installation of MegaView® Cameras**

Director of Field Applications Ted Brahm explains how to set up and install Arecont Vision MegaView megapixel IP cameras.

Published Date: 11/16/2011

**Arecont Vision SurroundVideo® Camera Web Interface Tour**

Director of Field Applications Ted Brahm gives a tour of the tools available in the Arecont Vision SurroundVideo® megapixel IP camera web interface.

Published Date: 11/16/2011

**SurroundVideo Web Interface Tour**

BEST PRACTICES TRAINING VIDEOS

**How to Set a Custom Exposure Reference**

- Our experts explain how to install, adjust and get the most from Arecont Vision megapixel technology.
- “Support” Tab

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# Arecont Vision University



**CPCP TEC**

A minimum test score of 80% is required on each exam in order to successfully pass the Arecont Vision Certification Program. Partners will be required to renew their certification on a yearly basis to ensure they stay up to date with all the latest technology, solutions, and best practices.

Table of Contents

- Focusing Camera ✓
- Setup and Installation of MegaView™ Cameras ✓
- Arecont Vision SurroundVideo® Camera Web Interface Tour
- How to Set a Custom Exposure Reference on an Arecont Vision Camera
- Arecont Vision MegaView™ Camera Web Interface Tour
- Camera Troubleshooting 101
- Setup and Installation of MegaDome® Cameras
- Setup and Installation of SurroundVideo® Cameras
- Updating Camera Firmware
- MegaDome® Camera Web Interface Tour

**Congratulations!**  
You have passed and scored 100% on Setup and Installation of MegaView™ Cameras.

100%

What would you like to do next?

[Continue Learning](#) [Not Now](#)

**Setup and Installation of MegaView™ Cameras**

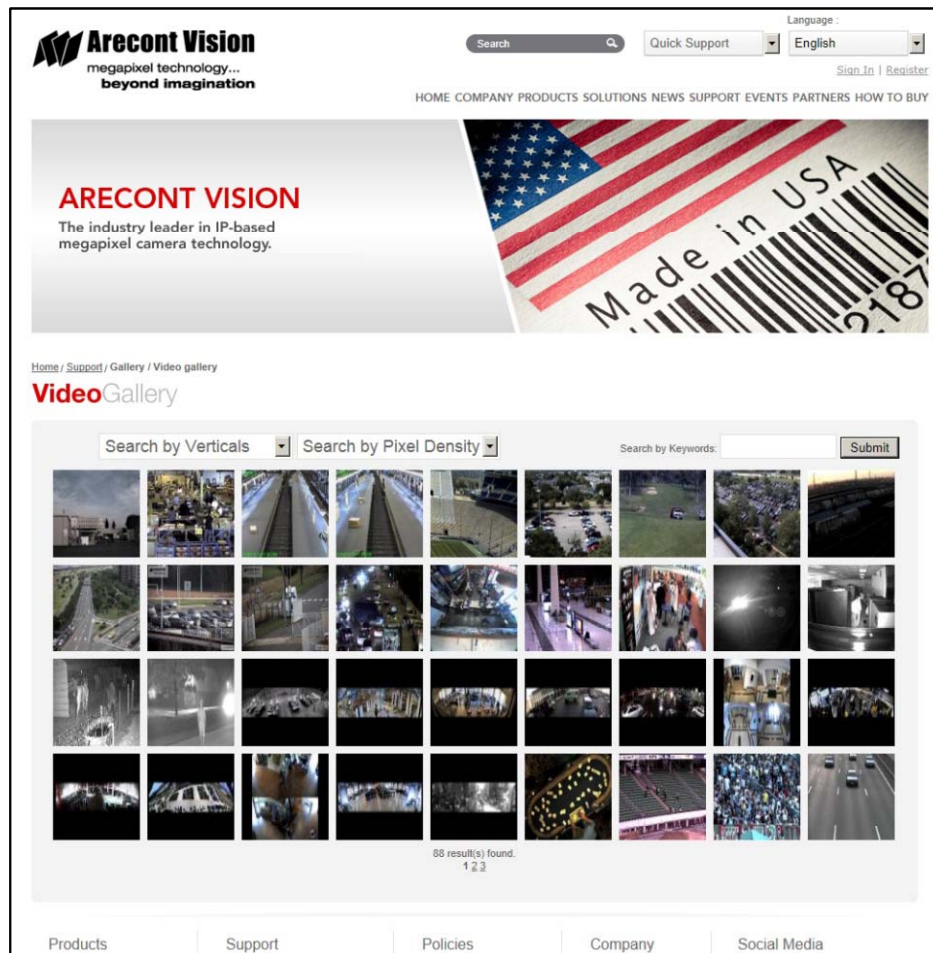
Intro: Setup and Installation of MegaView™ Cameras	Completed
Chapter 1	Completed
Chapter 2	Completed
Chapter 3	Completed
Chapter 4	Completed
Chapter 5	Completed
Chapter 6	Completed

- Our technical training is going online.
- Register on our website to access free CPCP Tec training courses.
- Online CPCP and CPCP Advanced courses are coming soon.
- “Partners” Tab

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# Sample Videos



- Videos from Arecont Vision cameras can be sorted by camera resolution and vertical market.
- “Products” Tab



# Corporate Videos



A screenshot of the Arecont Vision website. The header includes the company logo, a search bar, a language dropdown set to 'English', and links for 'Sign In' and 'Register'. A navigation menu lists: HOME, COMPANY, PRODUCTS, SOLUTIONS, NEWS, SUPPORT, EVENTS, PARTNERS, HOW TO BUY. The main banner features the text 'ARECONT VISION' and 'The industry leader in IP-based megapixel camera technology.' alongside an image of an American flag and a 'Made in USA' label. The left sidebar contains a 'Events' section with links to Trade Shows, Road Shows, and Certification Courses; a 'News' section with links to Press Releases, Case Studies, and Media Coverage; a 'Publications' section with links to News Videos, Corporate Videos, and Case Study Videos; a 'Bulletins' section with links to Marketing Bulletins and Technical Bulletins; and a 'Social Media' section with links to Blog, Facebook, Twitter, MySpace, LinkedIn, and YouTube. The main content area is titled 'Corporate Videos' and includes a sub-header 'Videos that explain more about Arecont Vision, including interviews with executives and key personnel.' It features two video thumbnails: one titled 'Compact JPEG and H.264 series of cameras address cost-sensitive applications' and another titled 'Arecont Vision 90-Second Corporate Overview'. Below these are two more video thumbnails: 'Arecont Vision - The Leader in Megapixel IP Cameras' and 'Senior VP Raul Calderon Introduces New Products at ASIS 2011'. The footer includes a 'Calculator Apps. On the Go.' link and a 'H 264' logo.

- Corporate messaging and video of our experts explaining Arecont Vision megapixel technology, driving interest in our products.
- “News” Tab

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# News Videos



**Arecont Vision**  
megapixel technology...  
beyond imagination

Search Quick Support English Sign In Register

HOME COMPANY PRODUCTS SOLUTIONS NEWS SUPPORT EVENTS PARTNERS HOW TO BUY

**ARECONT VISION**  
The industry leader in IP-based megapixel camera technology.

**Events**  
Trade Shows  
Road Shows  
Certification Courses

**News**  
Press Releases  
Case Studies

**Media Coverage**  
Publications  
News Videos  
Corporate Videos  
Case Study Videos

**Bulletins**  
Marketing Bulletins  
Technical Bulletins

**Social Media**  
Blog  
Facebook  
Twitter  
MySpace  
LinkedIn  
YouTube

Calculator Apps. On the Go.

Home / News / Arecont Vision In The News

**Arecont Vision In The News**

Arecont Vision megapixel IP cameras often show up in the news media as the solution to high profile surveillance needs.

**Miami Thief Caught in Megapixel Detail by Arecont Vision Cameras**  
Arecont Vision megapixel surveillance cameras captured the car burglary. Please note the camera.  
Published Date: 6/26/2012

**Bal Harbour Florida Police Department Uses Arecont Vision Cameras**  
A local news report shows how the Bal Harbour Florida Police Department uses Arecont Vision megapixel surveillance cameras for high-resolution surveillance.  
Published Date: 6/28/2012

**SurroundVideo Cameras are Installed after Child Goes Missing in Brooklyn, New York**

- Television news stories that highlight Arecont Vision technology as a solution, driving interest in our products.

- “News” Tab

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# Case Study Videos



**Arecont Vision**  
megapixel technology...  
beyond imagination

Language : English

Search Quick Support Sign In Register

HOME COMPANY PRODUCTS SOLUTIONS NEWS SUPPORT EVENTS PARTNERS HOW TO BUY

**ARECONT VISION**  
The industry leader in IP-based megapixel camera technology.

Home / News / Video Case Studies

**Video Case Studies**  
Learn about actual installations of Arecont Vision megapixel technology.

**Arecont Vision Case Study: Moves Bakery**  
Moves Bakery in Glendale California decides to upgrade to a megapixel surveillance system after low-resolution video of an accident at the store gains popularity on YouTube.  
Published Date: 7/2/2012

**Use Case: Orlando Infiniti Employs Day and Night Megapixel Surveillance**  
One of the automotive manufacturer's premiere dealerships, Orlando Infiniti chose Arecont Vision megapixel solutions to provide 24/7 surveillance.  
Published Date: 6/27/2012

**MegaDome® AV2155DN**  
• Integrated 2 MPix 254 megapixel camera, lens and IR illuminator housing  
• 25 fps @ 1080 (H) x 1200 (V)  
• 0.5 Lux @ 1/3 s  
• 254 Super-A, Part 10  
• Camera girted with 180° pan and 90° tilt adjustment  
• Megapixel over 10 frames operations per second  
• Forensic Imaging  
• Region of Interest (ROI)  
• Motion tracking  
• Motion detection  
• Motion-based 2nd level filter (2nd version)

**VERTICAL MARKETS**

**Arecont Vision**

Calculator Apps. On the Go.

- Short “news story”- style videos that drive interest in the written case studies and product information.
- “News” Tab

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# Questions?

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## Thank You!

Next Customer Webinars:  
Wednesday, August 15, 2012

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