

## Cautionary Advisory Regarding Forward Looking Statements

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

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



# Arecont Vision Fall Announcement Preview Webinar



## Corporate Update

- Arecont Vision, LLC entered voluntary Chapter 11 in May, 2018 to reorganize our business and eliminate our debt burden, positioning the company for a quick sale to a new corporate parent
- Every effort was made to shield our customers, partners, & vendors from any negative impact during this short process
- **Costar Technologies, Inc.** (OTC Markets Group: CTSI) acquired Arecont Vision on July 13<sup>th</sup>, 2018
  - See the press release - <https://tinyurl.com/yb8zhddr>
- The new **Arecont Vision Costar** then launched, free of our debt & newly reorganized

**COSTAR**  
TECHNOLOGIES, INC.

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

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

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

# Corporate Update

- **Costar Technologies, Inc.** brings both experienced security industry leadership and financial support to the new **Arecont Vision Costar**
- The executive team & nearly all employees chose to stay on with the new company, reflecting our confidence in and excitement about the new **Arecont Vision Costar**



**RAUL CALDERON**  
PRESIDENT



**KYLE PARKER**  
VP, AMERICAS SALES



**SANJIT BARDHAN**  
VP, INTERNATIONAL SALES



**MITCH FAGUNDES**  
VP, GLOBAL STRATEGY & ACCOUNTS



**BRAD DONALDSON**  
VP, PRODUCT DEVELOPMENT



**JEFF WHITNEY**  
VP, MARKETING



**EDMOND DERA VANESSIAN**  
VP, FINANCE

- We are now aggressively staffing up with additional team members across our Americas & International Sales, R&D, Support, & various headquarters organizations



## 2018 Product & Partnership Announcements

- **Eagle Eye Networks** (cloud VMS) & **Arecont Vision MegalP™ Camera Partnership**
  - *August 28, 2018*
- **Arecont Vision Total Video Solution™ Unveiled for European Customers**
  - *June 18<sup>th</sup>, 2018 - IFSEC London*
- **Arecont Vision Releases ConteraVMS™, ConteraWS™ Web Services, & ConteraCMR™ Cloud-Managed Recorders**
  - *May 9<sup>th</sup>, 2018*
- **Arecont Vision Announces New Total Video Solution™**, featuring MegalP™ & ConteraIP™ cameras, ConteraVMS™, ConteraWS™ web services, & ConteraCMR™ cloud-managed recorders
  - *April 11, 2018 – ISC West*
- **Arecont Vision Announces Affordable All-in-One AV NVR™**
  - *January 21<sup>st</sup>, 2018 – Intersec Dubai*
- **Jemez Technology** (video storage) **Joins Arecont Vision Technology Partner**
  - *January 3<sup>d</sup>, 2018*

See the PR page for more: <https://www.arecontvision.com/pressreleases.php>

# GSX Las Vegas, NV & Security Essen Plans

- We will participate in both **GSX** and **Security Essen** next week, demonstrating the components of the powerful, brand-new **Arecont Vision Total Video Solution™**



# GSX Las Vegas Plans

- **Arecont Vision Costar** will be in Conference Room 10, across the skywalk from the GSX Expo, in the Westgate Las Vegas
- Conference room plan...
  - *Meetings with customers, sales partners, & the industry press are being scheduled in the conference room; walk-ins are also welcome*
  - *All US-based company executives will be present at the show, as will our Americas regional sales directors*
- Those visiting the conference room will be able to...
  - *Take a live, interactive “test drive” of the **Arecont Vision Total Video Solution™**, including visiting remote locations*
  - *Download the Arecont Vision Android or iOS device-enabled ConteraMobile App, which can be used to view & demo multiple live Contera systems*
  - *Receive a free 30-day trial for demo, testing, & training use for their computer, tablet, or smart phone devices*
- We will be serving refreshments in the conference room throughout
  - *See our show page for more information on GSX Las Vegas: <https://tinyurl.com/ybr6z4ct>*

## It Wouldn't All Fit in a Booth!

Relax with a Beverage or Snack Just off the Show Floor in Conference Room 10.



See Live, Interactive Demonstrations of the New Arecont Vision® Total Video Solution™

Meet our executives & product experts, get a free trial of the Contera™ Software, or try the Total Video Solution for yourself.

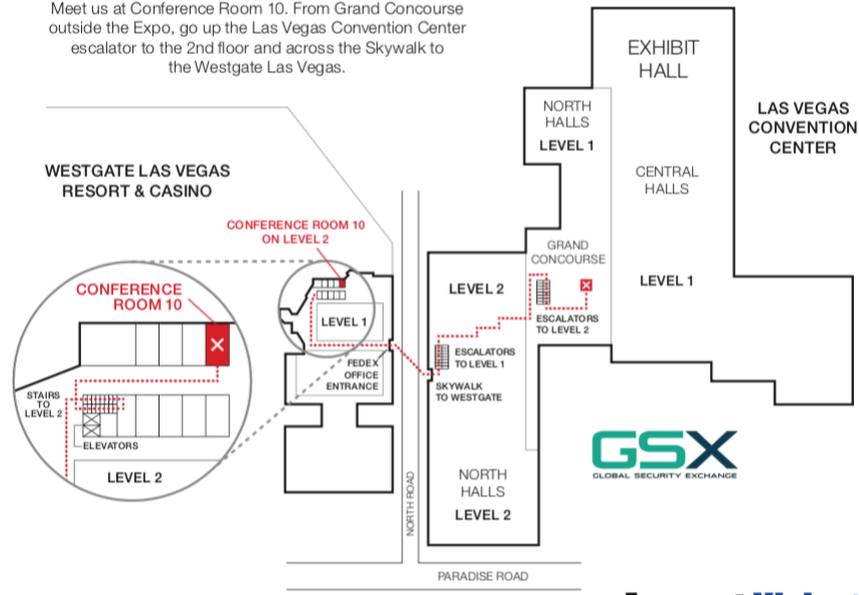
**Tuesday, September 25th** 10:00 AM – 5:30 PM  
**Wednesday, September 26th** 10:00 AM – 5:30 PM

Drop by, or schedule a priority appointment at [avsales@arecontvision.com](mailto:avsales@arecontvision.com)

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



Meet us at Conference Room 10. From Grand Concourse outside the Expo, go up the Las Vegas Convention Center escalator to the 2nd floor and across the Skywalk to the Westgate Las Vegas.



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

Left: Front of invitation to Conference Room 10 at the Westgate Las Vegas  
Above: Back of invitation

# Security Essen Plans

- **Arecont Vision Costar** will demonstrate the components of the **Arecont Vision Total Video Solution™**
- The booth will be shared with our regional distributor, ALLNET Deutschland GmbH, in Hall 5, #5F30
  - See our show page for more information on Security Essen: <https://tinyurl.com/y9z75xhj>
- Our Managing Director for Europe & members of our DACH regional sales team will be attending, along with the ALLNET sales organization



# GSX Las Vegas, NV & Security Essen, Germany Announcements

- **Arecont Vision Costar** will announce the immediate availability of all ConteraIP™ single-sensor megapixel cameras at GSX Las Vegas and Security Essen, Germany
  - *Contera cameras are the final component of the **Arecont Vision Total Video Solution™** to be released*
  - *MegaIP™ single-, dual-, & multi-sensor cameras, ConteraVMS™, ConteraWS™ web services, & ConteraCMR™ cloud-managed recorders are already available*

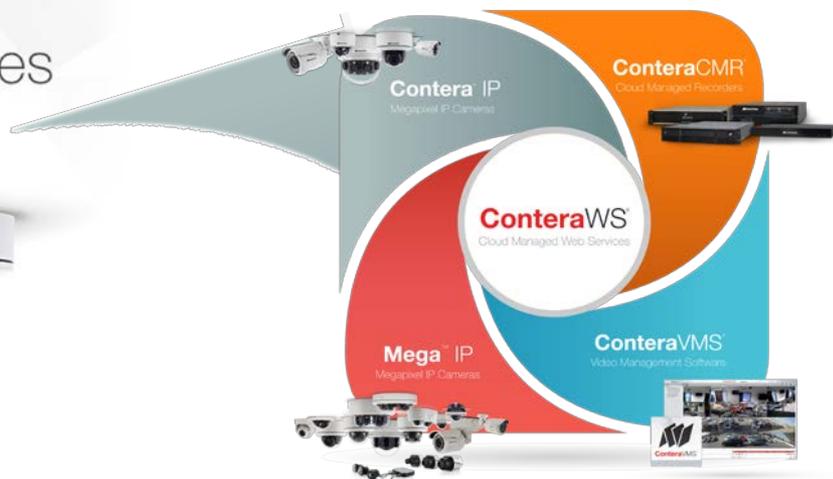
## ConteraIP™ Camera Series

Affordable. Advanced Features.

Now shipping!



**Arecont Vision**  
A COSTAR COMPANY



## Announcements Still To Come

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



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

# Partner Portal Enhancements

- The **Arecont Vision Partner Portal** has been updated
- Many of you already use the Portal regularly for...
  - **Project Registration** to secure the best possible pricing & view your registration Dashboard
  - **Requesting Support** for loaners, RMAs, advance replacements, & post-warranty repairs
  - **Camera Firmware** downloads
  - **Purchasing Factory-Refurbished Units**

Arecont Vision, LLC [US] | <https://www.arecontvision.com/dashboard.php>

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Search Quick Support

Welcome Jeff Whitney | [My Account](#) | [Partner Portal](#) | [Logout](#)

COMPANY PRODUCTS SOLUTIONS EDUCATION NEWS SUPPORT EVENTS PARTNERS HOW TO BUY

Arecont Vision  
The industry leader in IP-based megapixel camera technology.

Home / Partner Portal

Share Contact Us

**Partner Portal**

- [Sign In or Register for Partner Portal](#)
- [Learn About Project Registration](#)

**Useful Links**

- [Program Overview](#)
- [Become a Channel Partner](#)
- [Project Registration](#)
- [Become a Technology Partner](#)

**Programs**

- [Technology Partner Program](#)
- [VMS & NVR Partner Integration Matrix](#)
- [Infrastructure Partners](#)
- [Megalab](#)
- [A&E Partner Program](#)
- [Reseller Partner Program](#)

**Project Registration**

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

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

**Channel Support**

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

Use your dashboard to request Arecont Vision cameras for real world testing and demonstration scenarios, secure collateral for your Advance Replacement, or pay for an existing Repair Request.

[My Dashboard](#)  
[Request a 30 day Loaner](#)  
[Pay for an Advance Replacement](#)  
[Pay for a Repair Request](#)

**Calculators**

Arecont Vision provides the AV SysCon tool to design and configure systems with MegalP, ConteraIP, and generic ONVIF S cameras, plus ConteraVMS/WS cloud services, and ConteraCMR cloud managed recorders.

[System Configurator](#)

**Firmware**

Find the latest firmware available for Arecont Vision cameras.

[Download Firmware](#)

- The **Arecont Vision ConteraSysCon™** system configurator tool is now available on the Partner Portal

The screenshot displays the ConteraSysCon System Configurator interface. At the top, it says "ConteraSysCon™ System Configurator" with a sub-label "By Arecont Vision". Below this, there's a red button "My unsaved project" and two red buttons "Add Camera" and "Add Recorder". A green box highlights "Max FPS is 13".

Recorder 1	Camera Type	Recording	Camera Model	Hours	Activity	FPS	Qty	Bandwidth	Storage
Camera 1	Multi Sensor	Continuous + Motion	20MP - Contera Line WDR On	12	Average	15	1	4.34 Mbps	24.5
Camera 2	Single Sensor	Continuous + Motion	8MP (4K) - Mega Line	12	Average	29	1	8.06 Mbps	44.5
Camera 3	Single Sensor	Continuous + Motion	12MP - Mega Line	12	Average	7	4	11.7 Mbps	67.3
Camera 4	Single Sensor	Continuous + Motion	5MP - Mega Line	12	Average	7	2	3.24 Mbps	19.5
Total:							8	27.34 Mbps	0.16

On the right, a sidebar shows "SYSTEM" and "STORAGE" tabs. Under "STORAGE", it lists: Name Recorder 1, Server Version Premium, Hardware AV-C1600-20T, Channels 8, Storage 20 TB, Throughput 27.34 Mbps (100 MAX), and Days Recorded 116 (0.16 TB/Day). A red button "SELECT YOUR RECORDER SOLUTION" is at the bottom of the sidebar.

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

# Partner Portal Enhancements

- Download **new manuals and white papers** for making the most of recurring revenue, system requirements, and much more
- Current selections include...
  - *ConteraWS™ - Get More From Your Security Brochure*
  - *ConteraWS™ - Architecture Overview*
  - *ConteraWS™ - Platform Security Overview*
  - *ConteraWS™ - Channel Partner Sell Sheet*
  - *ConteraWS™ - Channel Partner User Manual*
  - *ConteraWS™ - IT Network Pre-Deployment Requirements*
  - *ConteraWS™ - DMP Integration*
  - *Contera Channel Partner Buying Guide*
  - *Contera Recurring Revenue & Managed Services Guide*



# Partner Portal Enhancements

- Download **regularly-updated sales presentations**
- Each presentation is intended to supply content that you can use to make your sales efforts easier & more effective
- Incorporate as many individual slides into your own presentations as appropriate for your specific audience
  - The **Gold Standard presentation** contains slides on every currently marketed Arecont Vision product & technologies, plus includes the most frequently discussed topics, all in one place
  - The 21 **MegaVertical presentations** include information, customer challenges, & our proven solutions in our most popular vertical markets
    - Provides examples of customers using our products in those markets, links to case studies, news articles, and videos, plus user & integrator quotes

## Sales Presentations

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

### GOLD STANDARD MASTER PRESENTATIONS

The GOLD STANDARD is a complete file of slides that can be used in your presentations to customers. It is NOT intended to ever be delivered as a single presentation, but you may find one to many of the slides useful when speaking to customers and consultants, especially if you combine it with your normal presentation material and include video clips from Arecont Vision cameras in action.

### BASE PRESENTATION

The BASE presentation is a single very large file with all GOLD STANDARD slides.

[Download](#)

### PART PRESENTATIONS

The PART or "partial" presentations are subset modules of the BASE presentation for easier downloading. All of the PART presentations together match the complete BASE file.

[Download Part 1](#)

[Download Part 2](#)

[Download Part 3](#)

### MEGAVERTICAL PRESENTATIONS

Arecont Vision's MegaVerticals are the vertical market segments that most frequently employ Arecont Vision products. The individual MegaVertical presentations provide messaging, data, useful links, sample coverage maps, customer examples, and views from and of Arecont Vision products in use at customer sites. These presentations are intended to complement your own material and appropriate slides from the GOLD STANDARD. MegaVertical presentations are NOT intended to be used as complete, standalone presentations but instead as complementary and supporting material.

[Banking & Financial Services](#) / [Download](#)

[City Surveillance](#) / [Download](#)

[Corporate & Large Enterprise](#) / [Download](#)

[Education - K-12 Education](#) / [Download](#)

[Education - K-12](#) / [Download](#)

[Enterprise Call Box](#) / [Download](#)

[Gaming](#) / [Download](#)

[Health Care](#) / [Download](#)

[Hospitality](#) / [Download](#)

[Infrastructure](#) / [Download](#)

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[Museums & Public Spaces](#) / [Download](#)

[Parking](#) / [Download](#)

[Retail: Automotive Retail](#) / [Download](#)

[Retail: Big Box, Supermarkets & D](#) / [Download](#)

[Retail: Chain Stores, Independents](#) / [Download](#)

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[Stadiums & Entertainment Venues](#) / [Download](#)

[Transportation](#) / [Download](#)

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Partner Portal

Transportation:  
Planes, Trains, & Ships  
MegaVertical

Authorized dealers & systems integrators can download ready-to-use presentations to punch up your sales presentations!

# Partner Portal Enhancements

- Downloads you can use to setup a **demo, trial, or training session** at your facilities, or those of your customers
  - *Sign up for 30-day free trial for ConteraVMS™ & ConteraWS™*
  - *Download the Thick Client from this page, or simply use any web browser on a PC or Mac for a no-software-required thin client*

Start Your FREE 30-Day Trial Now.

Try out ConteraWS and ConteraVMS™ with a free 30 day trial! As a trial user, you get 4 channels of the Professional Level license with web service access, including mobile app functionality.

Are you an...

The diagram illustrates the user roles for ConteraWS. At the top, a cloud icon contains the text 'ConteraWS™ Cloud Managed Web Services'. Below this, two circular icons are connected by a horizontal dotted line. The left icon, labeled 'Integrator', shows a person wearing a hard hat and safety glasses. The right icon, labeled 'End-User', shows a person sitting at a desk with a computer monitor and a smartphone. A vertical dotted line connects the cloud to the horizontal line between the two icons.

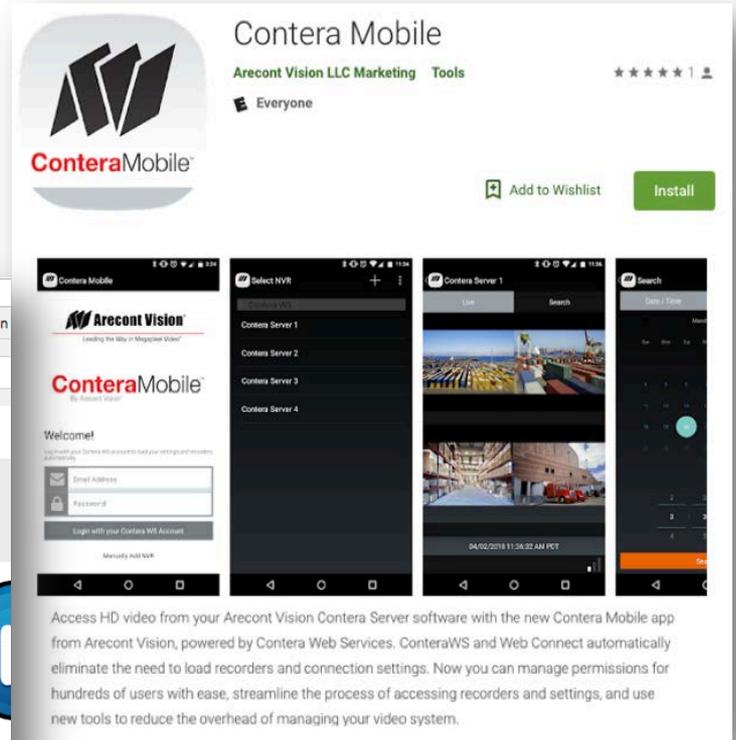
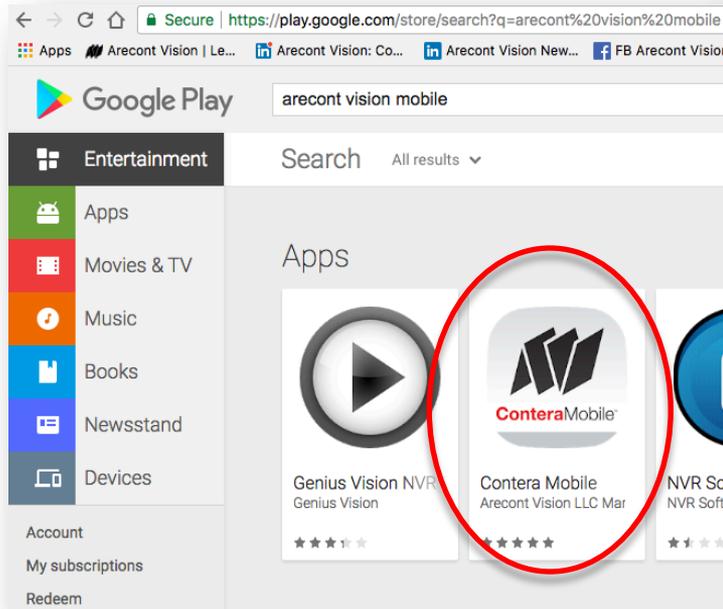
Integrator

End-User

Contact Your Integrator or [Arecont Vision Support](#) to Get Started!

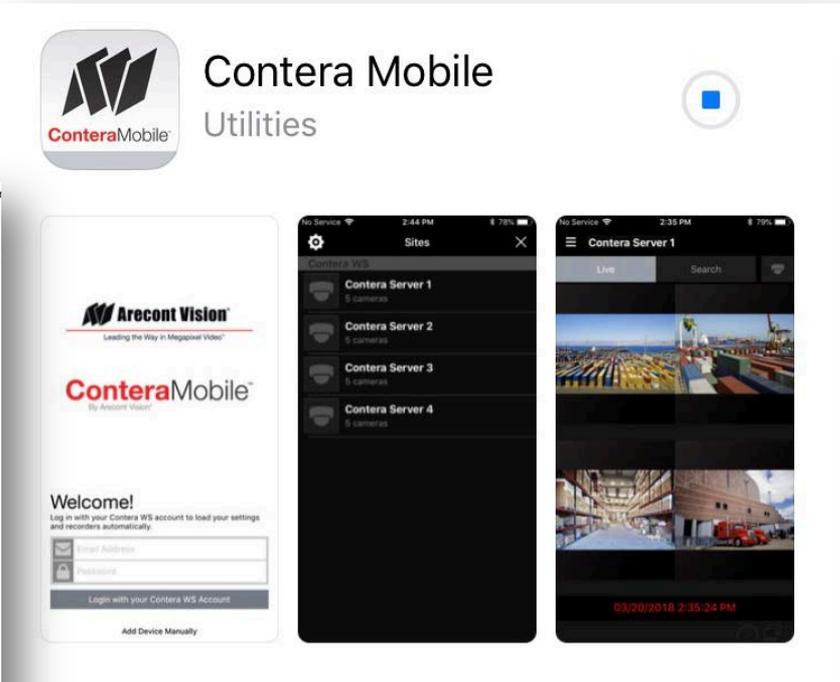
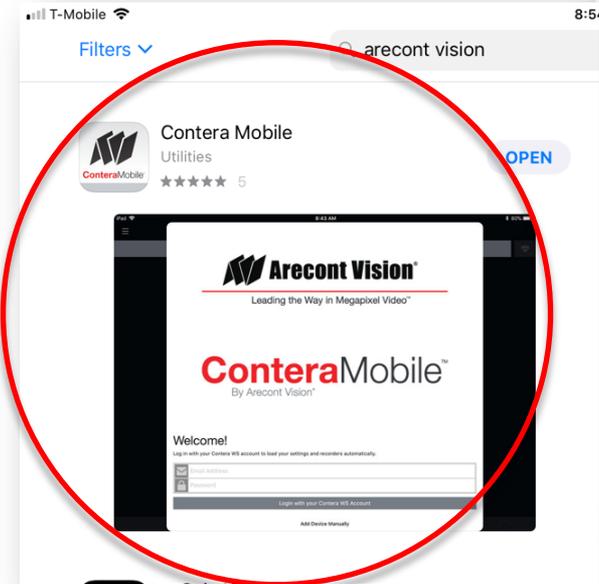
# Useful Links

- **ConteraMobile** app on the **Google Play** store
  - <https://play.google.com/store/apps>
  - Search for “arecont vision mobile” or “contera mobile”



# Useful Links

- **ConteraMobile** app on the **Apple** store
  - Search for “arecont vision” or “contera mobile”



- **What Our Customers Say**

- *Dozens of our customers, systems integrators, dealers, & distributors from around the globe & across multiple market segments sound off about using, working with, selling, & supporting Arecont Vision...*
- *See all the submitted images or upload your own:*
  - <https://tinyurl.com/ybw9vqb7>



# Useful Links

- **Where in the World Have YOU Seen AV?**

- *Hundreds of customer installations captured in photos uploaded by systems integrators, dealers, customers, & many others*
- *Great for demonstrating the widespread use of Arecont Vision Costar products across a wide range of verticals*
- *See the images or upload your own:*
  - <https://tinyurl.com/ya6adhfc>





# Product Development Update

September Webinar



Brad Donaldson  
VP, Product Development  
+1.818.937.0700 | bdonaldson@arecontvision.com

# Arecont Vision Total Solution for Video Surveillance



- Arecont Vision delivers a Total Solution for video surveillance needs, powered by **Contera™**
- We offer Arecont Vision **Mega IP™** & **ConteraIP™** megapixel cameras, the **ConteraVMS™** video management system, & **ConteraCMR™** cloud managed video recorders
- All products are tied together into a complete Arecont Vision solution by **ConteraWS™** web services



Contera<sup>®</sup> IP

ConteraCMR<sup>®</sup>

Arecont Vision  
Camera Feature Comparison

Mega<sup>™</sup> IP

ConteraVMS<sup>®</sup>

# Arecont Vision MegaIP™ Series Overview

- Arecont Vision designed, cyber-secure, Made in USA, & Buy American Act compliant with world-class manufacturing
- Arecont Vision MPIP Architecture on FPGA IC
  - *No operating system for ultimate cybersecurity*
  - *Superior upgradability for new features/capability improvements as they become available*
  - *New Zync platform models offer many feature & performance baseline enhancements*
- Many megapixel resolutions and form factors, including single, dual, fish eye, & flex, plus multi-sensor panoramic & omnidirectional (adjustable view) models
- All current models ONVIF S compliant
- Many models with Arecont Vision developed H.264 / H264+ (SNAPstream™) codec, STELLAR™, NightView™, Casino Mode™, CorridorView™, SD card support, Remote Setup, etc.

- Existing image quality & performance
  - *WDR & STELLAR available on separate models*
  - *Many common network and security protocols supported for security, connectivity, & management*
- Proven VMS integration through Arecont Vision API & Arecont Vision MegaLab™ with 3<sup>rd</sup> party hardware & software
- Arecont Vision 3 year manufacturer's warranty



# Arecont Vision ConteralIP™ Series Overview

- Arecont Vision design & specifications with world-class manufacturing
- Industry-standard *System on a Chip* (SoC)-based architecture
- Competitively priced
- Single-sensor bullet, micro bullet, & dome plus multi-sensor 180° panoramic dome cameras
- All models ONVIF G & S compliant
- **Features...**
  - H.265 / H.265+ (**SNAP**stream+™) codec
  - Enhanced WDR up to 120db & **NightView**™ low light technology on same camera
  - Fast frame rates
    - 5MP single sensor cameras @ 30 fps
    - 8MP & 20MP multi-sensor panoramic cameras @ 30 fps per sensor
  - Superior multi-streaming performance
    - 30fps (1080p) + 15 fps (1080p)
    - 30fps (1080p) + 30fps (720p) + 30fps (VGA)
    - 15fps (5MP) + 10fps (5MP)

- *Smart IR* (most models)
- *Defog technology*
- *Tamper detection*
- *On Screen Display (OSD)*

- All models support industry standard protocols (802.1x, HTTP, HTTPS, LDAP, SSH, SSL, SNMP, IPv4, IPv6, SMTP, FTP, UDP, NTP, DHCP, UPnP, RTCP, DynDNS, Zero Configure, etc.) for security, connectivity, & management
- Support for VMS integration with Arecont Vision API & Arecont Vision **MegaLab**™
- Arecont Vision 3 year manufacturer's warranty



## MegaIP™ Series



- World-class designs & manufacturing quality
- Made in USA compliant<sup>1</sup>
- Maximum cybersecurity with FPGA ICs & AV MPIP architecture
- 360° panoramic and Omni-directional multi-sensors<sup>4</sup>
- 4K & UltraHD models<sup>4</sup>
- H.264 & SNAPstream™ codec<sup>2</sup>
- IR or Adjustable IR<sup>4</sup>
- WDR™, Enhanced WDR™, STELLAR™ or NightView™ technology<sup>4</sup>
- SD card support<sup>4</sup>
- ONVIF S compliant<sup>2</sup>
- Industry-standard security protocol support<sup>3</sup>
- Industry-standard network protocol support<sup>3</sup>
- AV API support
- AV MegaLab™ integration & support
- AV TAC support
- AV 3 year manufacturer's warranty standard

## ConteralIP™ Series



- World-class designs & manufacturing quality
- Industry-standard ASIC IC architecture
- H.264, H.265, SNAPstream+™ codec
- Enhanced WDR™ up to 120dB & NightView™ in same model
- Smart IR<sup>2</sup>
- Multi-stream at full FPS
- Defog technology
- SD card support<sup>2</sup>
- ONVIF G, S compliant
- Industry-standard protocol support (QoS, HTTPS, LDAP, SSH, SSL, SMTP, FTP, UPnP, RTCP, DynDNS, Zero Configure, ect.)
- AV API support
- AV MegaLab™ integration & support
- AV TAC support
- AV 3 year manufacturer's warranty standard



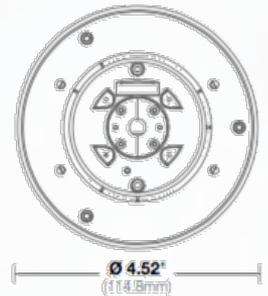
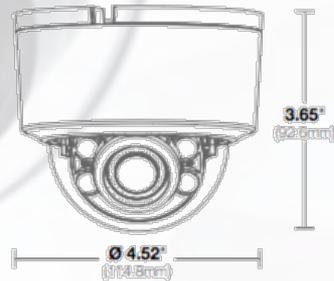
Single Sensor Indoor Dome True Day/Night IP Camera

## Highlighted Features Include:

- 1080p and 5MP models
- 2.7-13.5mm Motorized Lens
- Enhanced WDR up to 120dB
- NightView™ low light technology
- H.265/**SNAP**stream+™, M-JPEG
- Integrated IR LEDs with Smart IR adapts to object distance & angle
- SD card slot for onboard storage
- Defog technology
- On Screen Display (OSD)
- Multi-stream at high FPS
- ONVIF Profiles S & G



Arecont Vision



# ConteraIP™ Outdoor Dome

Single Sensor Outdoor Dome True Day/Night IP Camera

## Highlighted Features Include:

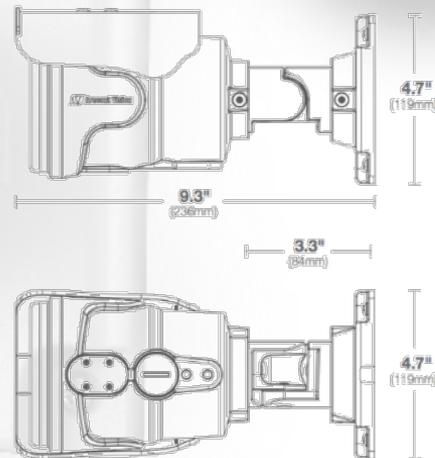
- 1080p and 5MP models
- 2.7-12mm Motorized P-Iris Lens
- Enhanced WDR up to 120dB
- **NightView™** low light technology
- H.265/**SNAP**stream+™, M-JPEG
- Integrated IR LEDs with Smart IR adapts to object distance & angle
- SD card slot for onboard storage
- Defog technology
- On Screen Display (OSD)
- Multi-stream at high FPS
- ONVIF Profiles S & G
- IP66 environmental and IK10 impact resistance rated



Single Sensor Outdoor Bullet True Day/Night IP Camera

## Highlighted Features Include:

- 1080p and 5MP models
- 2.7-12mm Motorized P-Iris Lens
- Enhanced WDR up to 120dB
- NightView™ low light technology
- H.265/**SNAP**stream+™, M-JPEG
- Integrated IR LEDs with Smart IR adapts to object distance & angle
- SD card slot for onboard storage
- Defog technology
- On Screen Display (OSD)
- Multi-stream at high FPS
- ONVIF Profiles S & G
- IP66 environmental and IK10 impact resistance rated



Integrated Motorized Lens with Remote Focus and Zoom



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



SNAPstream+ Technology



NightView™



Enhanced WDR™ Wide Dynamic Range



Smart IR LEDs



True Day/Night with IR Cut Filter



CorridorView™ with 90° Image Flip



H.265/H.264/MJPEG Tri-Encoder



SDHC Card Slot



All-in-One Bullet-Style Solution with Integrated Lens



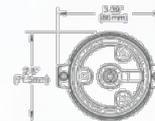
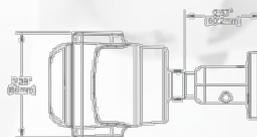
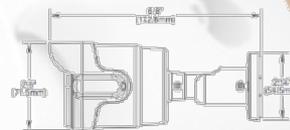
Impact / Weather Resistant IK-10 and IP66 Rated

# ConteraIP™ Outdoor Micro Bullet

Single Sensor Outdoor Micro Bullet True Day/Night IP Camera

## Highlighted Features Include:

- 1080p and 5MP models
- 3.6mm factory-focused lens
- Enhanced WDR up to 120dB
- **NightView™** low light technology
- H.265/**SNAP**stream+™, M-JPEG
- Integrated IR LEDs with Smart IR adapts to object distance & angle
- Defog technology
- On Screen Display (OSD)
- Multi-stream at high FPS
- ONVIF Profiles S & G
- IP66 environmental and IK10 impact resistance rated

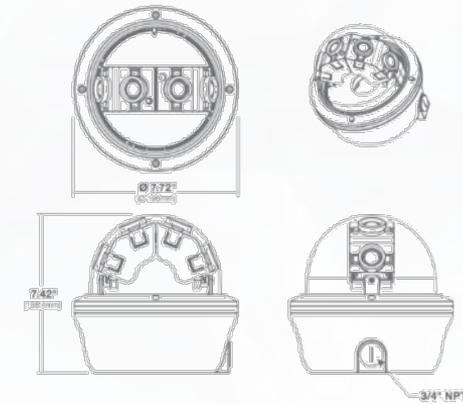


# ConteraIP™ Multi-Sensor Panoramic Dome

Multi-Sensor Indoor/Outdoor Panoramic 180° Dome True Day/Night IP Camera

## Highlighted Features Include:

- 8 and 20MP 4-sensor models with factory-focused lenses
- Enhanced WDR up to 120dB
- **NightView™** low light technology
- H.265/**SNAP**stream+™, M-JPEG
- Integrated IR LEDs for each sensor channel
- Defog technology
- On Screen Display (OSD)
- Multi-stream at high FPS
- ONVIF Profiles S & G
- IP66 environmental and IK10 impact resistance rated



180° Panoramic



SNAPstream+™  
Technology



NightView™



Enhanced WDR™  
Wide Dynamic Range



IR LEDs



True Day/Night  
with Mechanical  
IR Cut Filter



Tri-Encoder  
H.265/H.264/MJPEG



Impact / Weather  
Resistant IK-10  
and IP66 Rated



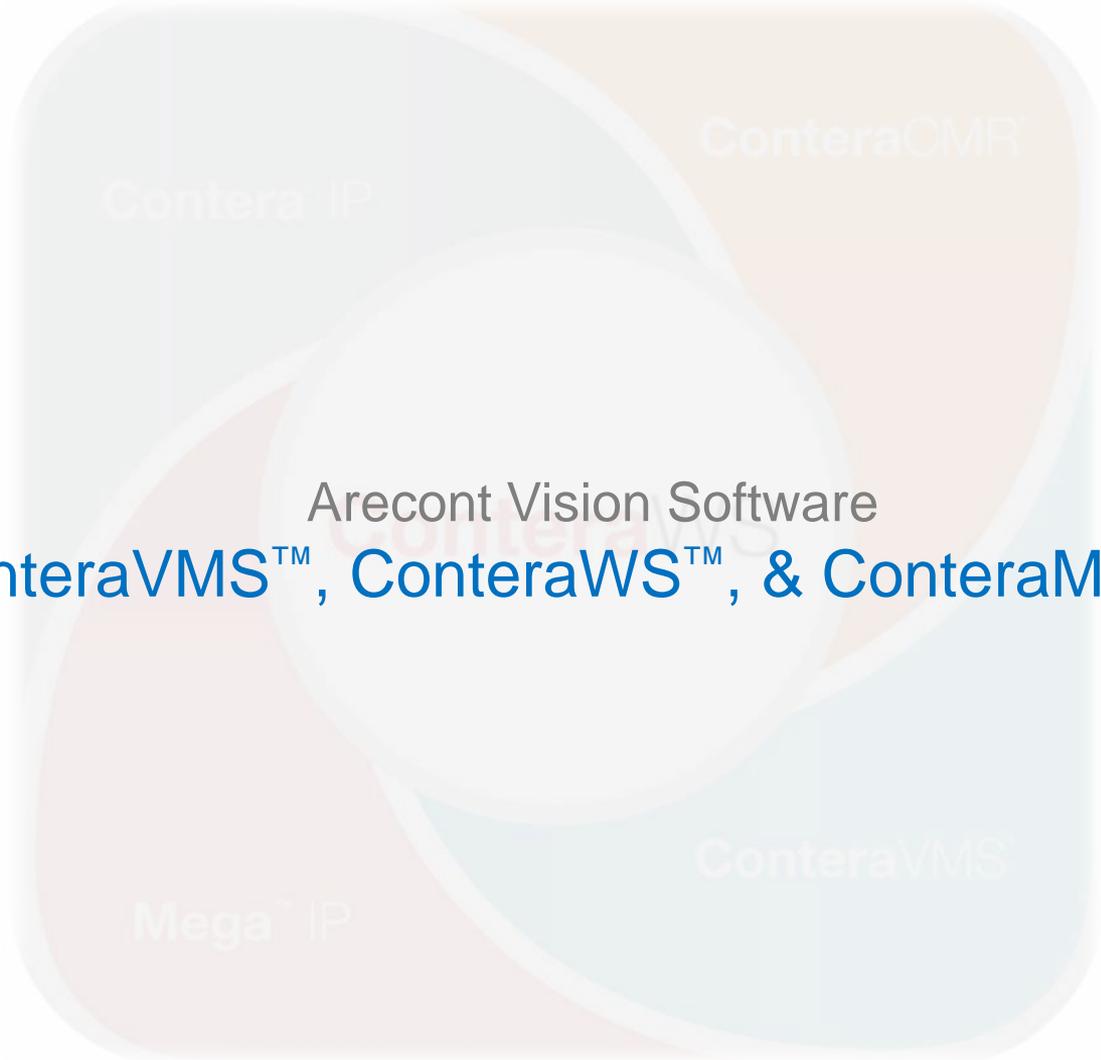
All-in-One PoE  
and Integrated Lens

Same look and feel for **ConteraIP™** and **MegaIP™** camera families

Common Housings  
Between Contera &  
Mega Families



New *Arecont Vision*  
*White Color* for Contera  
Pantone P179-1C

A large, rounded square graphic in the background. It features four overlapping circles in light blue, light orange, light red, and light green. The names of the software products are faintly visible within these circles: 'Contera IP' in the top-left, 'ConteraCMR' in the top-right, 'Mega IP' in the bottom-left, and 'ConteraVMS' in the bottom-right. A central white circle contains the text 'Arecont Vision Software' and the main product names.

Arecont Vision Software  
**ConteraVMS™, ConteraWS™, & ConteraMobile™**

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



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

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



LAN



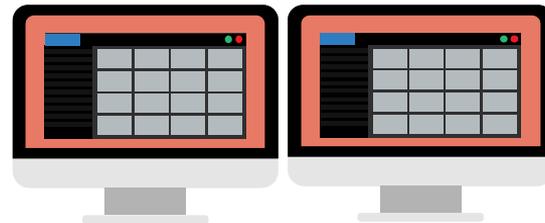
WAN



- **ConteraVMS** local recording allows the user to avoid the common pitfalls of cloud solutions, such as resolution and framerate caps or bandwidth issues



- **ConteraVMS** enables video to be accessed over the local network just as in a traditional surveillance system, providing improved security, performance, and reliability



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

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

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



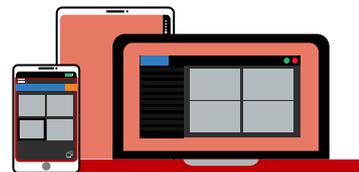
**LOCAL**

**LAN**



**CLOUD**

**WAN**



**REMOTE**

- Simplified Management

- *User permissions and groups are conveniently managed in the cloud*
- *Connect to all recorders using a secure email and password with single sign-on*



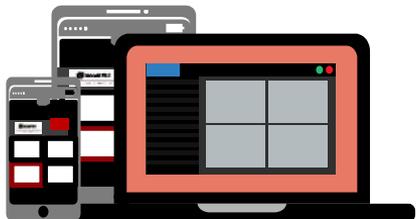
- Video Export & Sharing

- *Export video to the cloud to store important clips then share them with coworkers or law enforcement using a password protected link*



- Remote Access

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



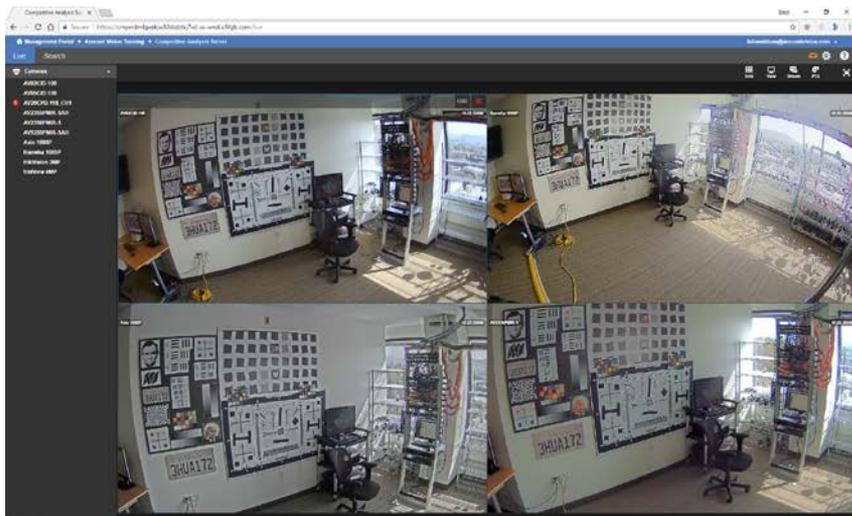
- Remote Monitoring

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



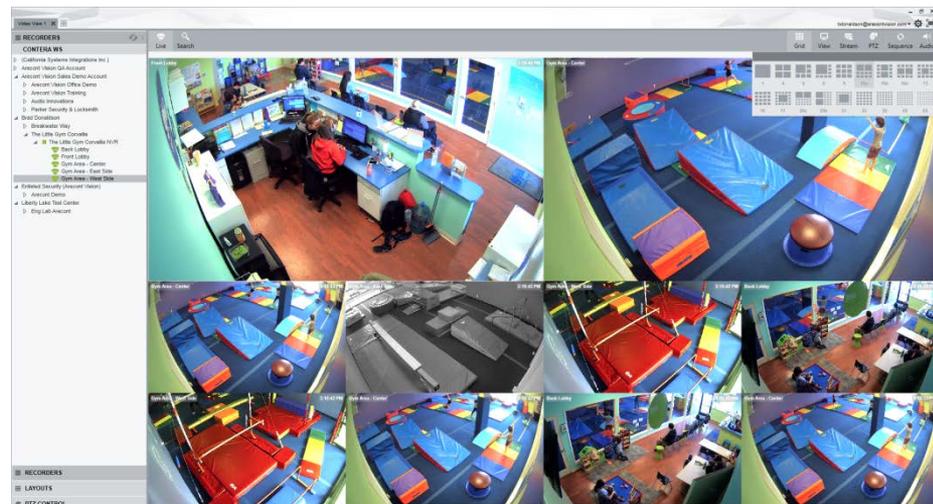
## Thin Client

- Web based client accessed via web browser (Chrome recommended)
- Can be accessed via the ConteraWS (web services) including on mobile device
- Very convenient but lacks some features



## Thick Client

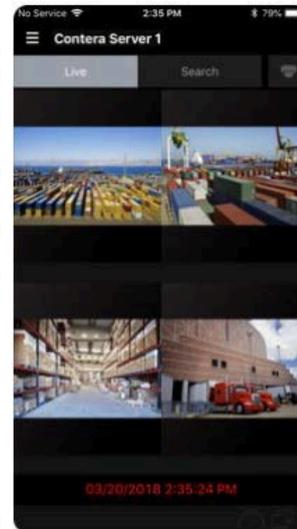
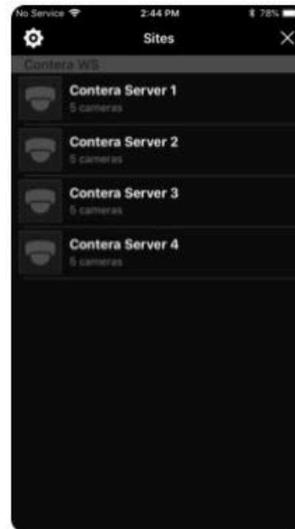
- Software that resides on local machine
- More feature rich:
  - *Multi-site access from camera tree*
  - *More view layout options*



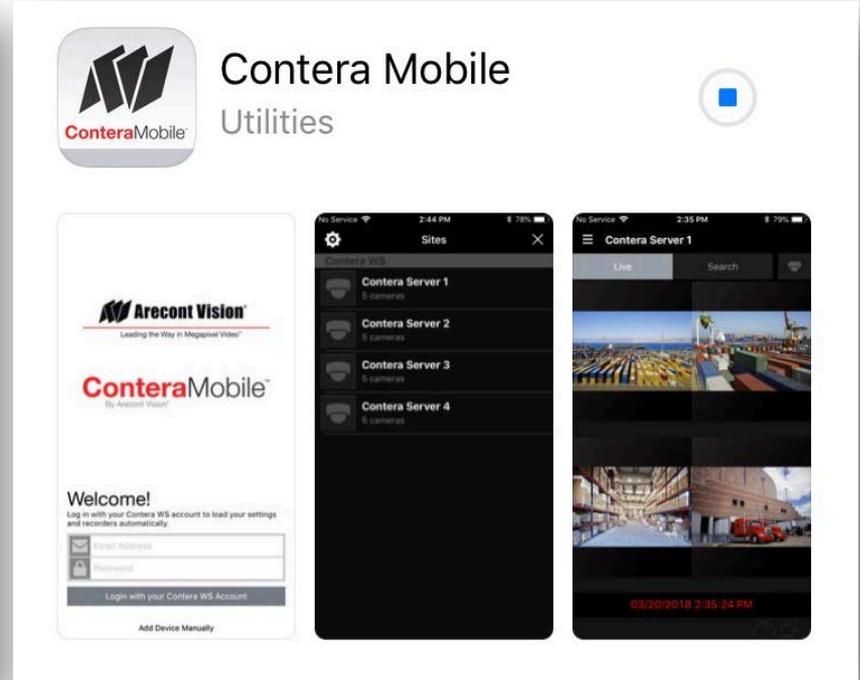
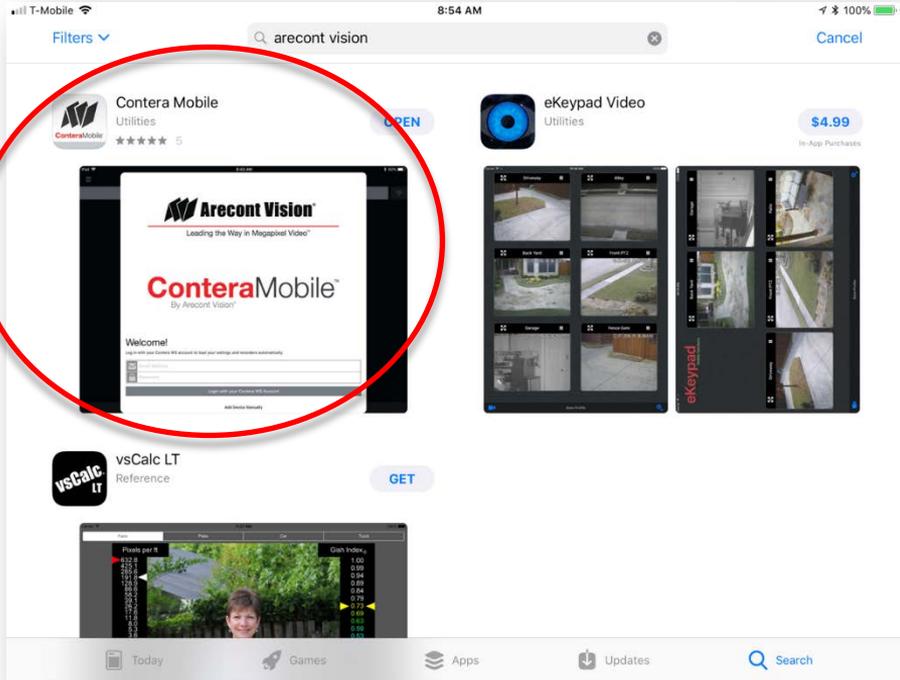
- **Contera**Mobile
  - Remote viewing with the free **Contera**Mobile app



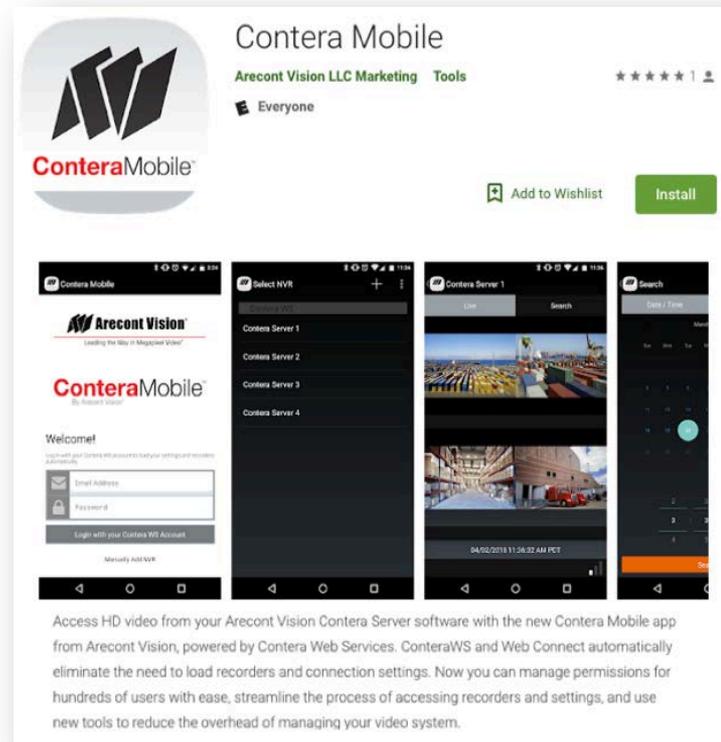
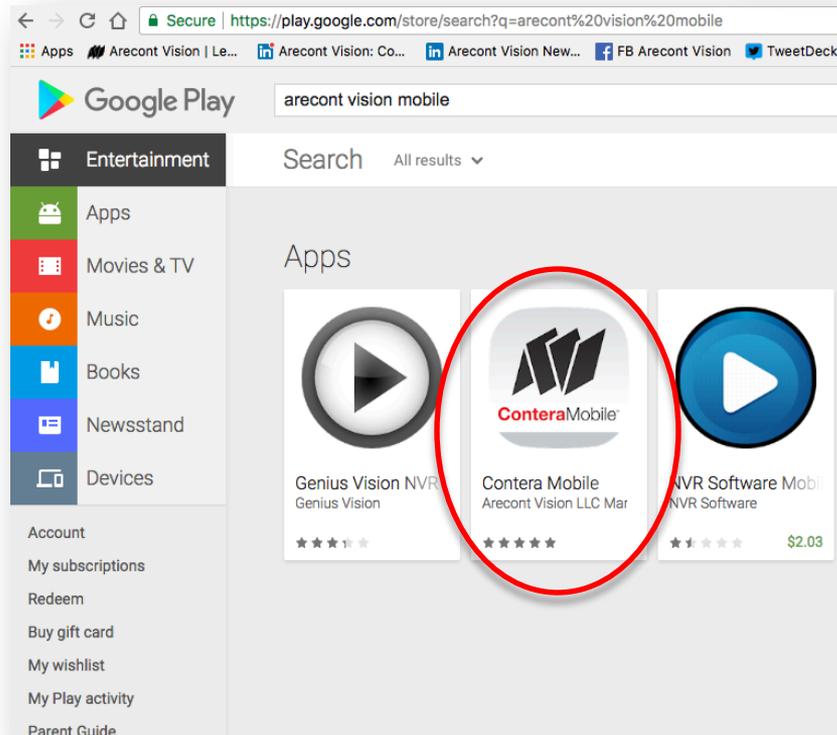
## Contera Mobile Utilities

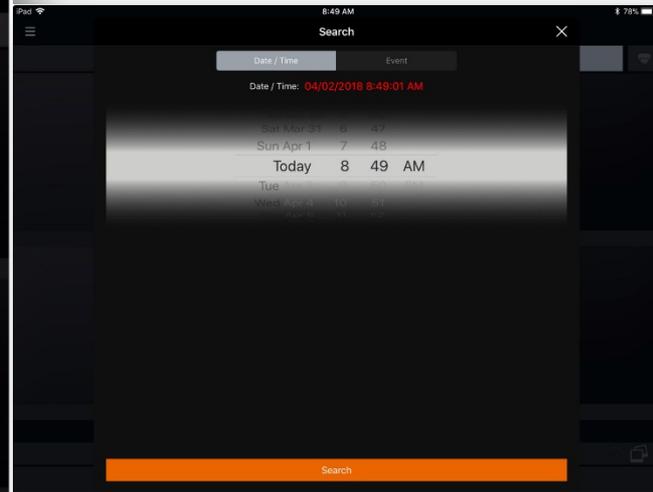
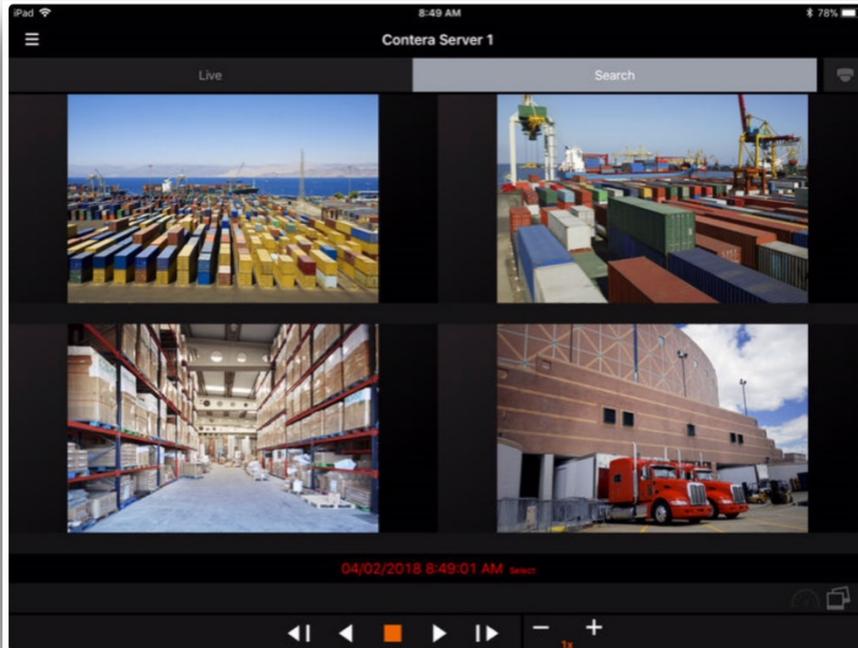
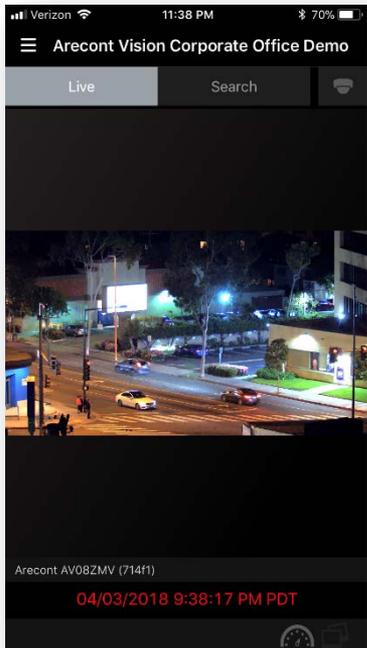


- **Contera**Mobile on the Apple store



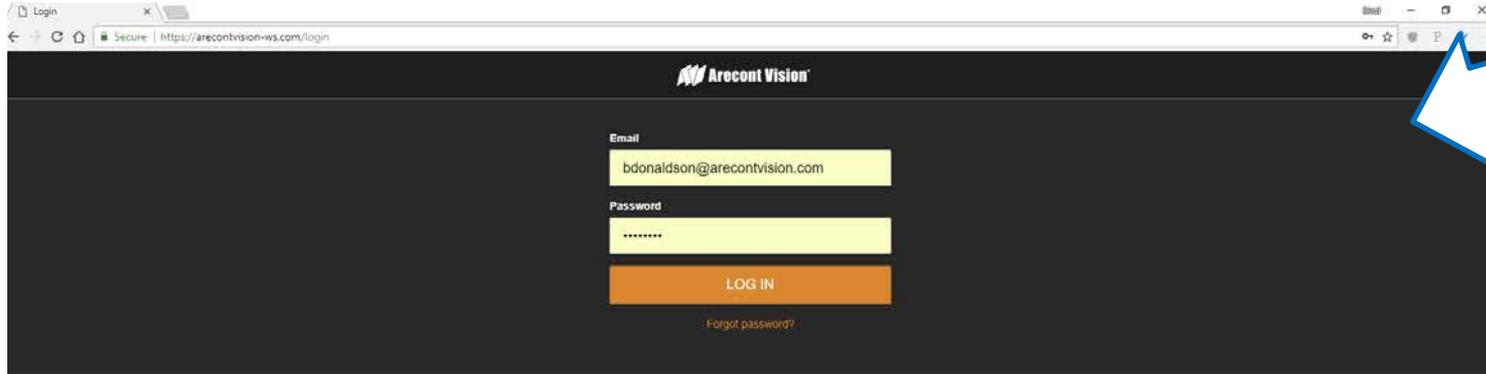
- **Contera**Mobile on the Google Play store





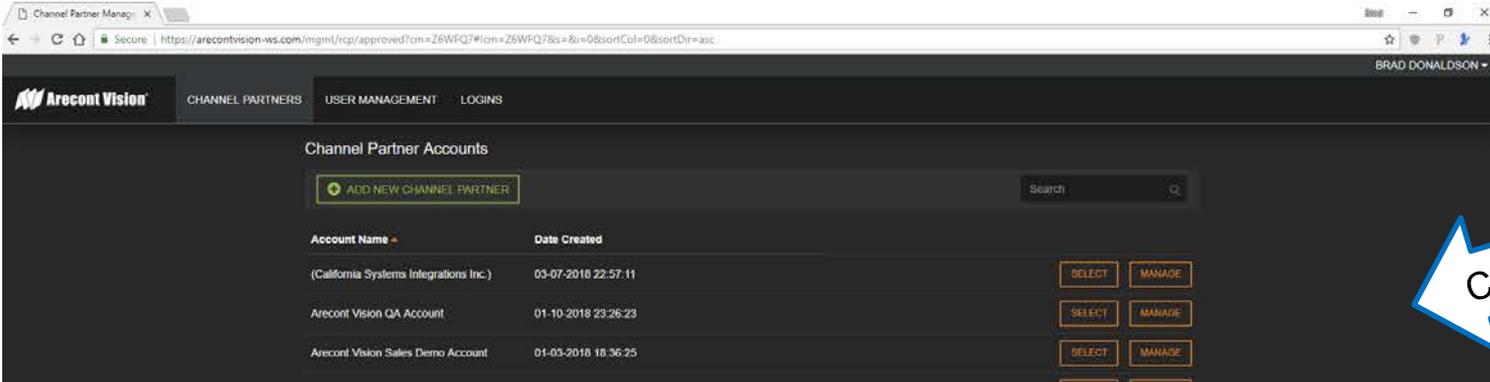
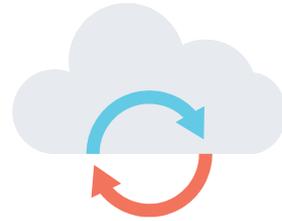


- **Contera**WS Web Services via a web browser



Login Page

ConteraWS®



CP\* Accounts Page

\* Channel partner

Account Name	Account ID	City	State/Province	Managed
Arecont Vision Public Demo	0002	Glendale	CA	Managed
Arecont Vision Training	0001	Glendale	CA	Managed

User Accounts Page  
(CP\* Customers)

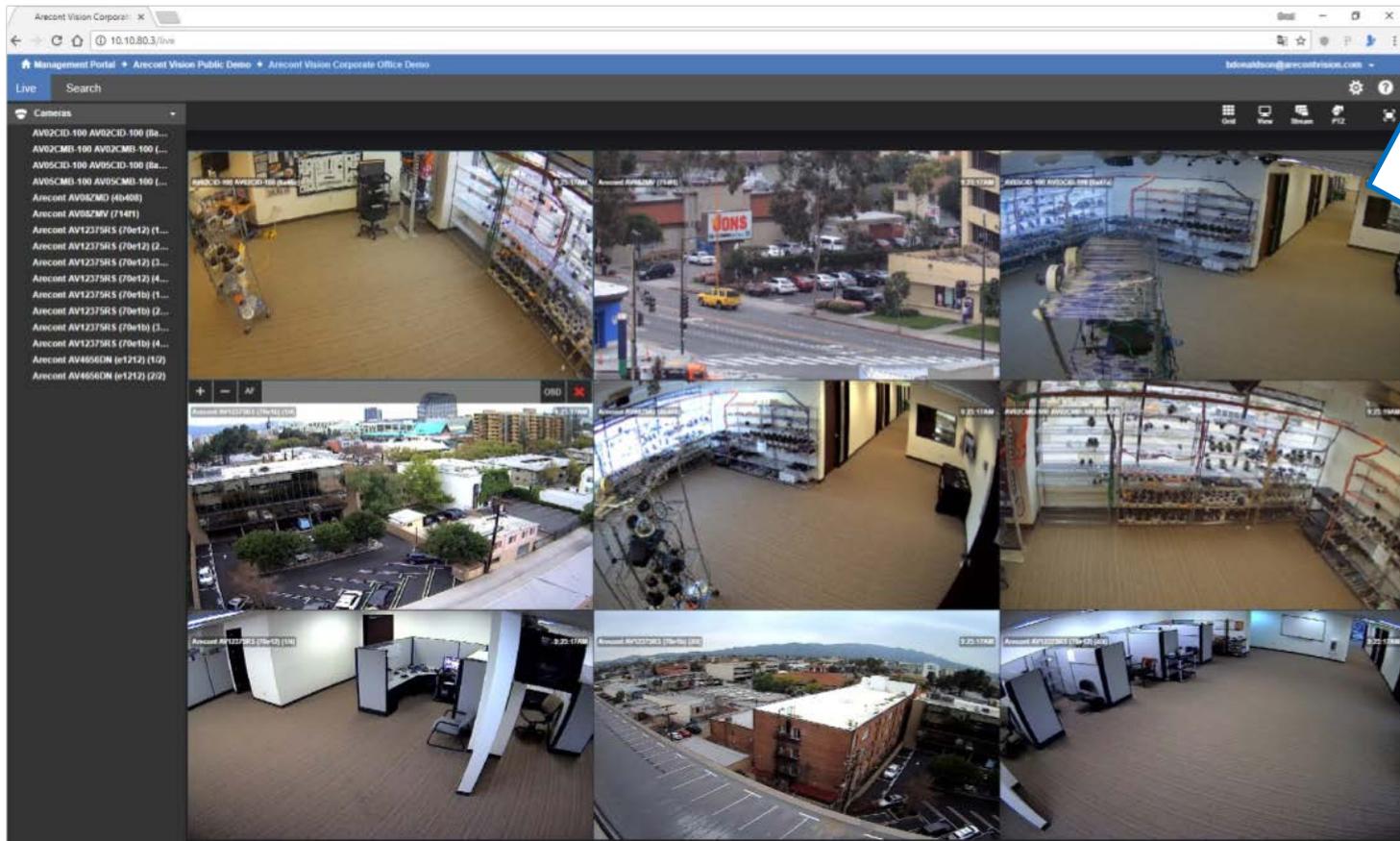
ConteraWS®



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

Locations

\* Channel partner



Recorder Access

ConteraWS®





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



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

- ArecontVision® Channel Partners Benefit from ConteraVMS & ConteraWS



- Reduce labor & support costs

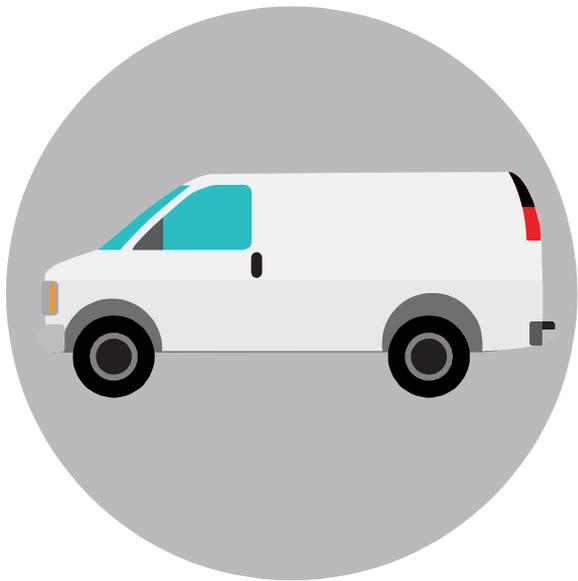


- Recurring revenue growth from proactive video services



- Excite users & close business with a differentiated solution

- ArecontVision® Channel Partners Reduce Labor & Support Costs



- Reduce Technical Support Calls
  - *Trusted outbound connection*
  - *Automated roaming profiles*
  - *Automated password resets*
- Reduce Truck Rolls
  - *Complete remote administration and troubleshooting without VPN access*
  - *Camera link / remote accessible POE technology*

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



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

- Cloud API Integration

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



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

- **ConteraVMS Standard License**

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



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- **ConteraVMS Premium License**

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



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- **ConteraVMS Professional License**

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



- Cloud Managed Web Services with ConteraWS



- Simplify Video Access
- Centralize User Management



- Store & Share Video Clips Online



- Reduce System Maintenance Cost



- Eliminate Port Forwarding
- Eliminate DDNS



- Remotely Update Software

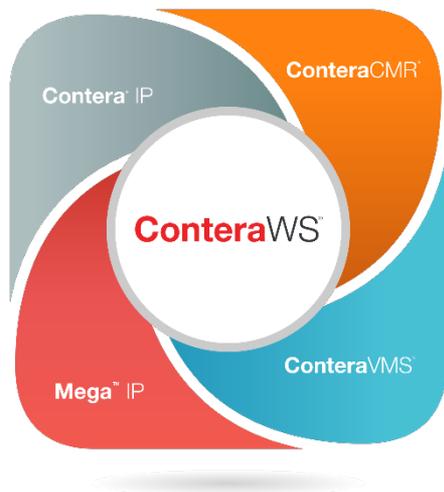


- Leverage Health Monitoring
- Deploy as Thin Client When Appropriate



# ConteraCMR™ Cloud Managed Recorders

- **Contera**CMR is a complete line of cloud managed servers & NVRs from Arecont Vision
- Each **Contera**CMR functions as a traditional standalone surveillance platform with the **ConteraVMS**™, or can be greatly enhanced with use of **ConteraWS**™ web services



## ConteraCMR NVR Appliance



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

## ConteraCMR Desktop NVR Server



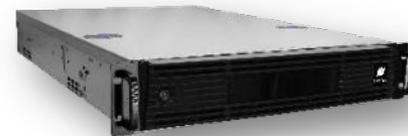
- 4 - 24TB video storage
- Up to 64 channels
- Compact desktop NVR server
- Choice of Windows or Linux OS
- Ready for **ConteraVMS** license

## ConteraCMR Compact NVR Server



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

## ConteraCMR High Performance NVR Server



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



## IT Pre Deployment Guide



## Cyber Security Overview

### Highlights

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



## Software Manual



## Highlights

- Server Software Requirements
- Think Client Instruction
- Thick (Fat) Client Instruction

**ConteraSysCon™** System Configurator ✉ ⓘ

By Arecont Vision™

My unsaved project ▼ + Add Camera + Add Recorder

Max FPS is 13

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

SYSTEM STORAGE

Name Recorder 1

Server Version Premium

Hardware AV-C1600-20T

Channels 8

Storage 20 TB

Throughput 27.34 Mbps (100 MAX)

Days Recorded 116 (0.16 TB/Day)

SELECT YOUR RECORDER SOLUTION

- Arecont Vision ConteraSysCon Total Solution Configuration Tool

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

# Building An Arecont Vision Total Solution

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

- **Arecont Vision ConteraIP™**  
Megapixel Cameras

- **Arecont Vision MegaIP™**  
Megapixel Cameras



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

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

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



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