

**Welcome to Arecont Vision Costar, LLC**

This document contains forward-looking statements that involve risks and uncertainties, as well as assumptions, that if they never materialize or prove incorrect, could cause the results of the Company to differ materially from those expressed or implied by such forward-looking statements. Forward-looking statements generally are identified by the words “expects,” “anticipates,” “believes,” “intends,” “estimates,” “should,” “would,” “strategy,” “plan” and similar expressions. All statements other than statements of historical fact are statements that could be deemed forward-looking statements. The risks, uncertainties and assumptions include developments in the marketplace for our products, competition, related products and services and general economic conditions, as well as other risks and uncertainties. Accordingly, we cannot give assurance that any of the events anticipated by the forward-looking statements will transpire or occur, or if any of them do so, what impact they will have on the results of operations or financial condition of the Company.

- **Welcome to Arecont Vision Costar, LLC**

- *Jeff Whitney, VP Marketing, Arecont Vision Costar*

- **Who is Costar Technologies, Inc.?**

- *James Pritchett, President & Chief Executive Officer, Costar Technologies, Inc.*
- *Scott Switzer, Chief Financial Officer, Costar Technologies, Inc.*

- **Arecont Vision Product Update: Contera**

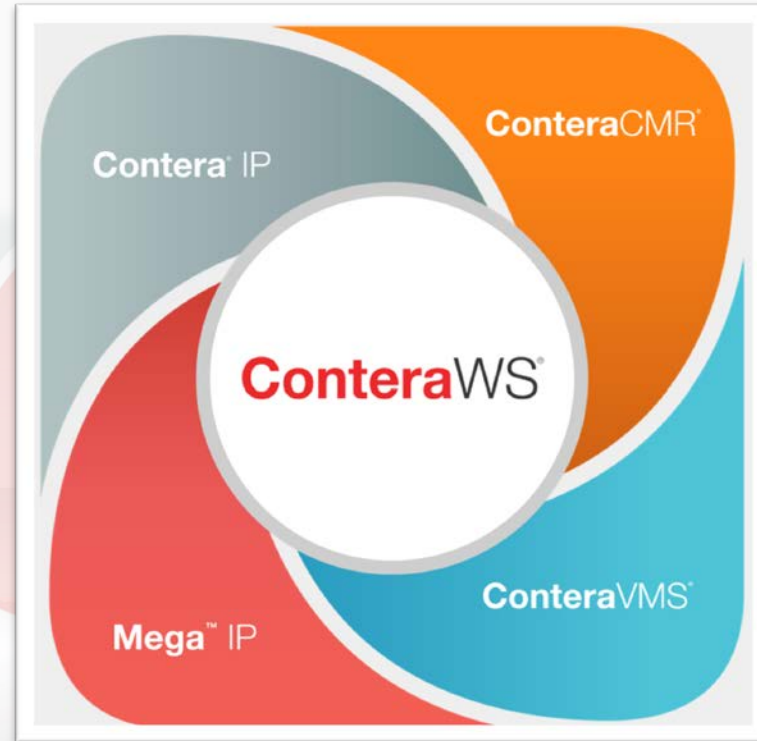
- *Brad Donaldson, VP, Product Development, Arecont Vision Costar*

- Arecont Vision, LLC, founded in 2003 in the Los Angeles, California area
- A proven industry leader in the design, development, & manufacturing of megapixel surveillance cameras
- The company entered voluntary chapter 11 bankruptcy in May, 2018, with the objectives to...
  - *Continue operations uninterrupted*
  - *Shed the company's debt burden*
  - *Emerge as a stronger business, with a clean balance sheet*
  - *Attract new investment to ensure continued product development*

- **Arecont Vision, LLC brought long history of innovation & industry firsts**
  - *Complete line of upgradable, cyber-secure, & advanced megapixel cameras*
  - *Manufactured in the USA*
  - *Built-in features for a wide range of vertical market requirements, worldwide*
- **The MegaIP® series leverage in-house developed MPIP architecture with FPGA ICs at the core of each camera**
  - *Single- or dual-sensor MicroBullet®, MicroDome®, MegaBall®, MegaDome®, MegaVideo®, and MegaView® box, dome, and tethered camera series*
  - *SurroundVideo® multi-sensor panoramic and omni-directional (adjustable view) camera series.*
- **These products are now part of the new Arecont Vision Costar, LLC portfolio**

## Complete Video Solution

- In 1H 2018, Arecont Vision, LLC introduced the Contera® series, offering a *Complete Video Surveillance Solution*
- These products are now part of the new **Arecont Vision Costar, LLC** portfolio





- The team you know remains in place
  - Executives, management, developers, technologists, operations, sales, & support
- The products you know remain in place
  - MegaIP®
  - Contera®
- The partnerships you know remain in place
  - Sales Partners
  - Technology Partners
- What's different?



**Arecont Vision**  
A COSTAR COMPANY

# Costar Technologies, Inc.

## July 2018

**COSTAR**  
TECHNOLOGIES, INC.



# **COSTAR**

TECHNOLOGIES, INC.

**COSTAR**  
VIDEO SYSTEMS

**COHU | HD**  
**COSTAR**

 **Arecont Vision®**  
A **COSTAR** COMPANY

**innotech**

# Corporate Experience




## **Jim Pritchett, President & CEO**

Jim joined Costar in 2001. Previously Jim was the President and Executive Vice President of Ultrak from 1988 to 1999 with Revenue Growth from \$1.7 Million to \$205 Million through internal growth and acquisitions. *Honeywell acquired Ultrak in 2002.*

## **Scott Switzer, COO & CFO**

Scott joined Costar in 2001. Previously, Scott was a consultant with Accenture from 1998 to 2000, and was in Industrial Sales at Ultrak in 1998.




# Corporate Experience




## **Mathiew Bais, CTO**

Mathiew joined Costar in 2008. Previously, Mathiew was President and CEO of Visual Defense with Revenues of \$45 Million from 2006 to 2008, from 1999 to 2006 he was President and CEO of Visonic Technologies, from 1995 to 1997 he was Managing Director of Product Development at Ultrak.



# Overview



- The combined company will vault to one of the top 25 companies in the world according to A&S magazine security rankings
  - CSTI already has the backend systems (NetSuite) in place to add additional companies and locations
  - Synergies between the two companies allow for significant cost savings
  - Integration: Workforce relocation shouldn't be considered, sales force minimal overlap
- 

# Costar Video Facility

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Coppell, Texas



**COSTAR**  
VIDEO SYSTEMS

# CohuHD Facility

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San Diego, California



**COHU | HD**  
**COSTAR**

# Innotech Facility

Pompano Beach, Florida





# Markets

Costar Technologies develops, designs, and distributes a range of video surveillance solutions. Our product portfolio consists of video management software (VMS), surveillance cameras, network video recorders (NVRs), digital video recorders (DVRs) and more.



## Retail / Distribution

- Entertainment
- Distribution
- Grocery Stores / Pharmacies



## Financial

- Banks / Credit Unions
- ATM's

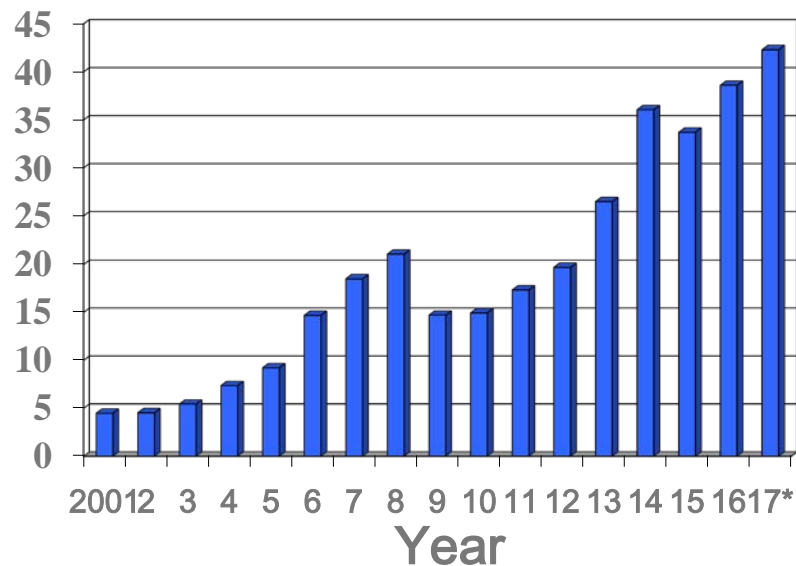


## Transportation/Defense

- Incident Management
- Border/Port Surveillance
- Military Bases

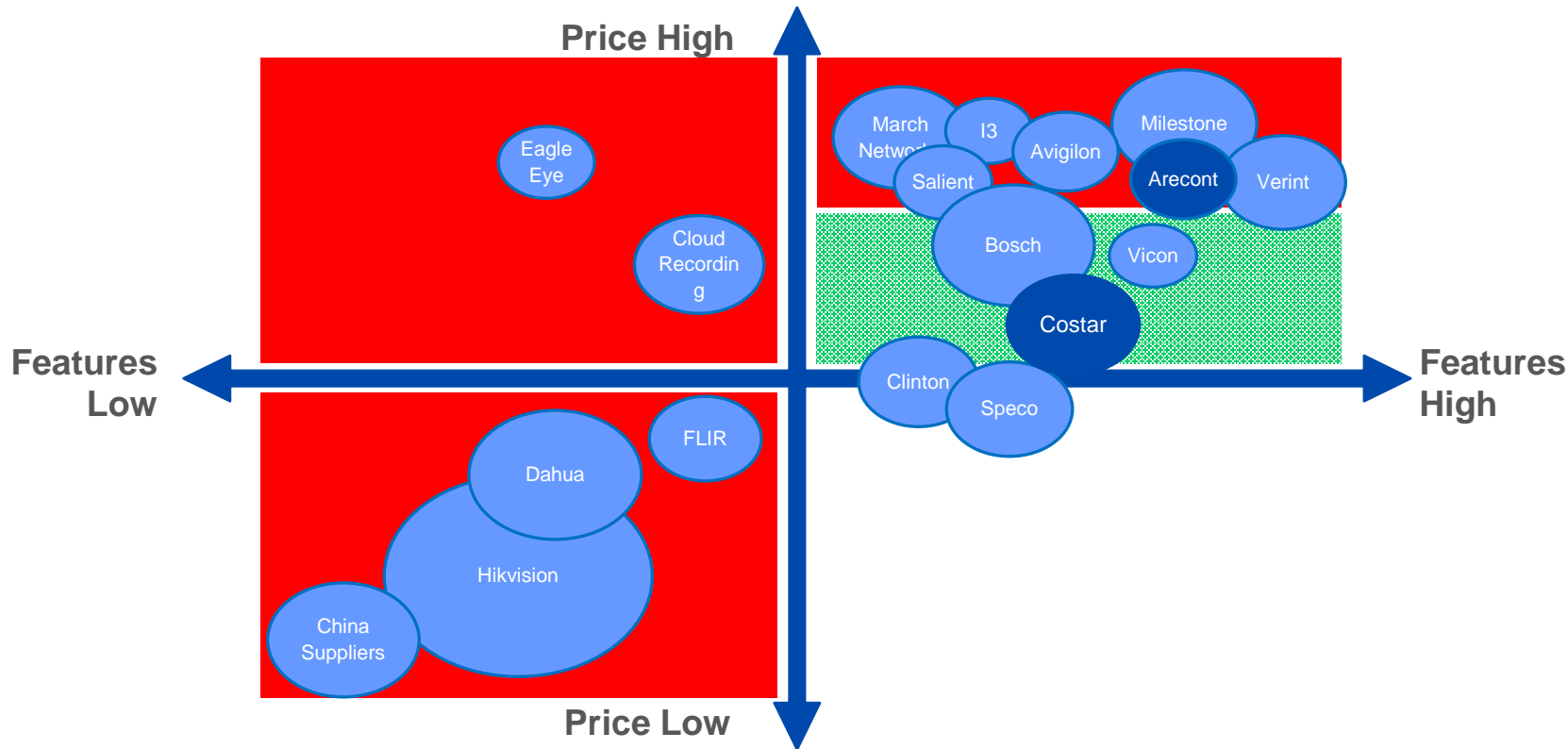
# Costar Technologies

Revenues - Millions



\* Proforma with Innotech - Last 12 Months

# Market Competitive Analysis



# Worldwide Ranking



2016 Top Security 50		2016 Security 50 by Region		2016 Security 50 by Product Group	
'16	Company	Main Product Group	Revenue (In US\$ millions) 2015	Revenue Growth 2014-2015	
North America					
2	HONEYWELL SECURITY & FIRE	Multiple	\$2,900.0	3.6%	
7	TYCO SECURITY PRODUCTS (a Johnson Controls Company)	Multiple	\$775.0	2.0%	
9	FLIR SYSTEMS (Surveillance and Security)	Video Surveillance	\$729.6	4.4%	
11	ALLEGION (Electronic Products and Access Control)	Access Control & Locks	\$413.6	-2.4%	
12	AVIGILON	Video Surveillance	\$281.4	36.1%	
13	INFINOVA	Video Surveillance	\$270.9	85.1%	
20	VERINT SYSTEMS (Video Intelligence)	Video Surveillance	\$118.9	7.8%	
24	NAPCO SECURITY SYSTEMS	Multiple	\$77.8	4.5%	
29	IDENTIV	Access Control	\$60.8	-25.2%	
37	VICON	Video Surveillance	\$44.9	28.7%	
41	COSTAR TECHNOLOGIES	Video Surveillance	\$33.7	-6.6%	

Source: [www.asmag.com](http://www.asmag.com)

# Marquee Customers

**COSTAR**  
VIDEO SYSTEMS

## National Accounts



**Publix**

**Smart & Final**



**Walmart**  
Save money. Live better.



**CINEMARK**

**HD SUPPLY**  
FACILITIES MAINTENANCE



Jamba Juice



**PANDORA**  
UNFORGETTABLE MOMENTS

**Keystone**  
Automotive Operations, Inc.

**DAVID'S BRIDAL**

**Kmart** **Sears**



**REGIONS**



**First Fidelity Bank**



**TEXAS CAPITAL BANK**



Since 1922



**FARMERS**  
BANK & TRUST



**CAPSTAR**  
BANK



**NATIONAL BANK**  
OF HUGHES SPRINGS

**Belmont**  
SAVINGS BANK



**THE GIRARD**  
NATIONAL BANK  
Member FDIC

**SouthTrust Bank**

**[HomeStreet] Bank**



**CITIZENS BANK**  
of EDMOND

**Mi-Way**  
FEDERAL CREDIT UNION

**FIRST NATIONAL BANK** TEXAS

**FIRST CONVENIENCE BANK**

A division of First National Bank Texas

# Marquee Customers

**COHU | HD**  
**COSTAR**

## Transportation



## Defense



## Critical Infrastructure



# Marquee Customers

innolech

## National Integrators



**NAVCO**



**B Bass Security**



**VECTOR SECURITY**

**COMM-WORKS**

**STANLEY**  
Security

**TELAID**

## End User Accounts

**CVS**  
pharmacy

**The Cheesecake Factory**

**CVS**  
caremark



**AVIS**

**sears**

**COSTCO**  
WHOLESALE

**STAPLES**



**PET SMART**

**GANDER MTN**  
WE LIVE OUTDOORS

**Winn-Dixie**

**TSC TRACTOR SUPPLY CO**

**HARBOR FREIGHT TOOLS**  
Quality Tools at Ridiculously Low Prices



# Overview



## Overview

### Overview

CSTI had \$44M in revenue in 2017 and is currently ranked as the 40<sup>th</sup> in the world by A&S Magazine's security manufacturers in the areas of video surveillance, access control and intruder alarms. HQ in Coppell, TX with 110 employees in 3 offices in the United States.

### Highlights

- Proven management team
- Large, long-standing client relationships with major brands such as Wal-Mart, Securitas, CVS, Publix, Regions Bank, and Winn Dixie
- Attractive financial profile, high retention rate
- Proven track record of executing and integrating strategic acquisitions (3 accretive acquisitions since 2011)

### 2017 Financials

- \$44 Million Revenue
- \$3.73 Million Adj. EBITDA



## Overview

### Overview

Arecont Vision had \$40M in revenue in 2017. Arecont is a leading manufacturer of IP-based megapixel cameras for applications globally. Arecont has the ability to sell its products around the globe. With a partner network of over 1,100 distributors and systems integrators. HQ in Glendale, CA with 90 employees worldwide.

- The company differentiates itself with in-house technology development capabilities, including 18 patents.

### Highlights

- In-house development team
- Large, long-standing client relationships with major brands such as Google, Amazon, CVS, Wells Fargo, Citibank, Shell, Marriott

### 2017 Financials

- \$41.7 Million Revenue
- (\$1.9 Million) Adj. EBITDA

## ➤ **Continues to Transform CSTI image**

- **Manufacturing and Design:**

- Increases brand recognition
- Along with other acquisitions, the Arecont acquisition increases our manufacturing and design divisions from 50% to 75% of our revenue

- **Brand:**

- Increases market exposure
- Increases brand recognition
- 18 issued patents

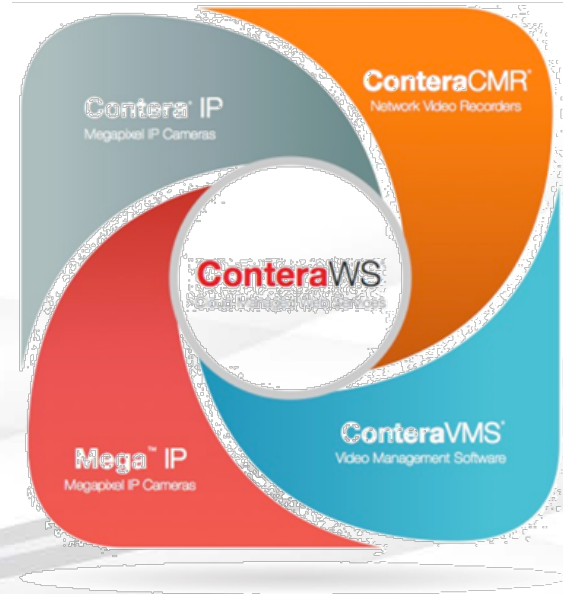
## ➤ **Attractive operations/people/technology profile**

- Adds 28+ sales personnel who are driving revenue growth

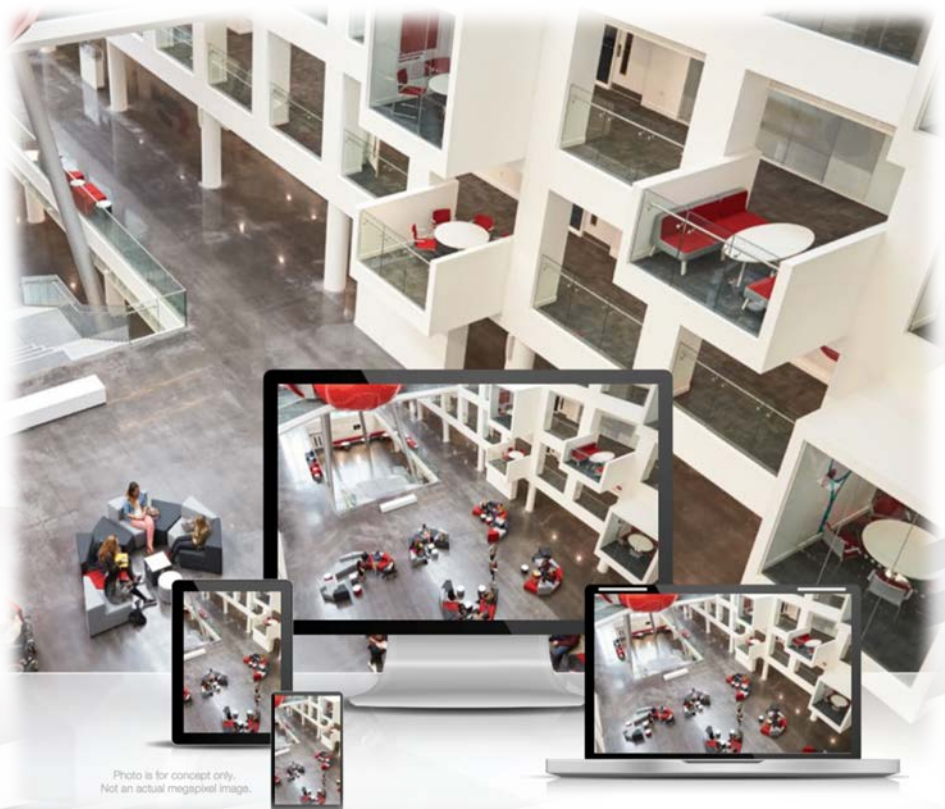
Arecont Vision Costar, LLC

# ConteraVMS® & ConteraWS®

Video Management Systems & Web Services



- **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

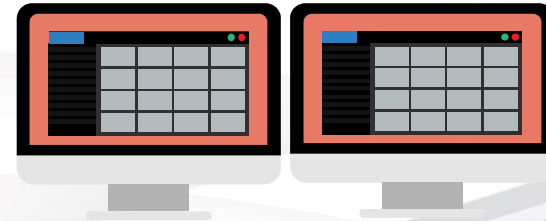
- **ConteraWS** – the convenience and flexibility of the cloud



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



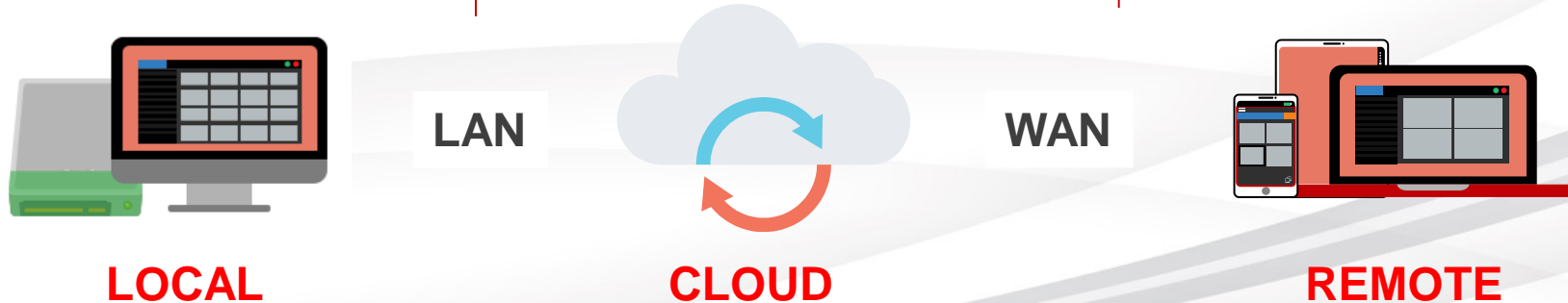
- **ConteraVMS** enables video to be accessed over the local network just as in a traditional surveillance system, providing improved security, performance, and reliability



- 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**





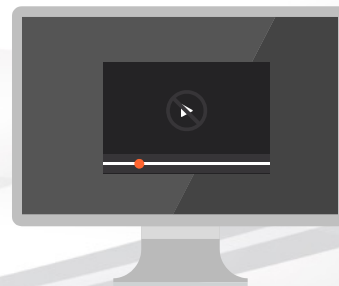
- **Simplified Management**

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



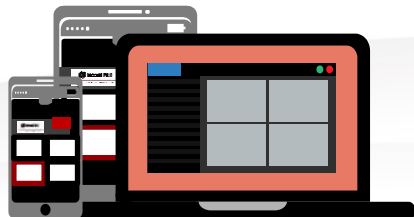
- **Video Export & Sharing**

- 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



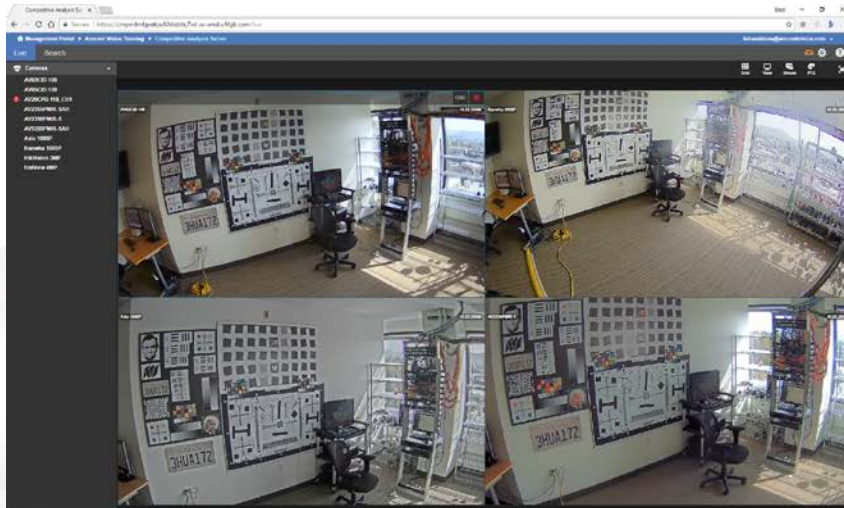
## • Remote Monitoring

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



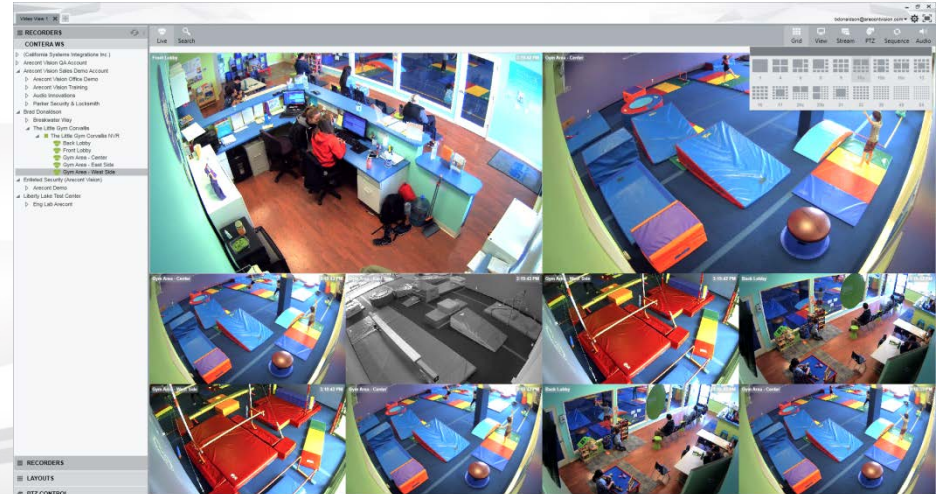
## Thin Client

- 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

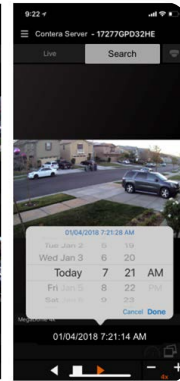
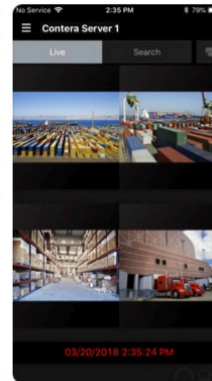
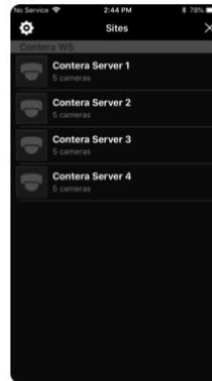
- Software that resides on local machine
- More feature rich:
  - Multi-site access from camera tree
  - More view layout options



- **ConteraMobile™**
  - Remote viewing with the **ConteraMobile** app



Contera Mobile  
Utilities





- **Increase Return on Investment**

- Simplify video access & retrieval
- Simplify user management
- Store & share video clips online
- Reduce IT overhead



- **Reduce IT Overhead**

- Eliminate port forwarding & DDNS
- No client side programming
- Cloud-enabled software updating
- Deployable as Thin Client



- **Improve Cybersecurity**

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



- **Improve Cybersecurity**

- An outbound trusted connection is created with authentication and TLS
  - *The recorder only communicates with & respond to verified clients*
  - *This enables WAN client connections without permanently opening an inbound port on the network's firewall*
- Recorders/servers using traditional connection methods listen to & can potentially respond to any incoming network traffic, posing a cybersecurity risk
  - *Arecont Vision platforms will only respond to requests from **ConteraWS** servers for increased cybersecurity*



**No Open Inbound Ports on Network Firewall**

- Channel Partners Benefit from Contera® Solutions



- Reduce labor & support costs



- Recurring revenue growth from proactive video services



- Excite users & close business with a differentiated solution

- Channel Partners Reduce Labor & Support Costs with Contera®



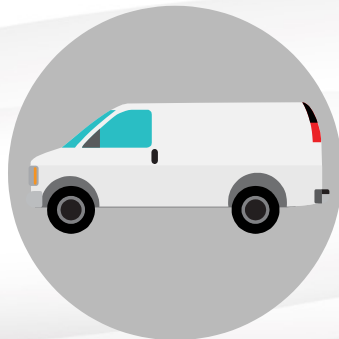
- Reduce Technical Support Calls

- 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

- Channel Partners Can Increase Recurring Revenue with Enhanced, Proactive Video Services Leveraging Contera®



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



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- **ConteraVMS Professional License**

- *Maximum of 128 cameras per server*
- *Unlimited concurrent remote connections*



# ConteraVMS® License Comparison

Feature / Capability	ConteraVMS Standard	ConteraVMS Premium	ConteraVMS Professional
• Maximum Cameras Per Server	16	64	128
• Concurrent Remote Connections	3	5	Unlimited*
• Server OS Supported	Windows / Linux	Windows / Linux	Windows / Linux
• Expansion Channels	Yes	Yes	Yes
• IP Audio Recording	-	Yes	Yes
• IP Sensor / Relay	-	Yes	Yes
• Native Video Archive	-	Yes	Yes
• Per Camera Storage Allocation	-	Yes	Yes
• Macro Support	-	Sensor / Relay	All Macros
• API Support	Yes	Yes	Yes
• IP Camera Support	ONVIF Profile S / RTSP	ONVIF Profile S / RTSP	ONVIF Profile S / RTSP
• VM Support	-	-	Yes (Windows)
• Camera Link	Yes	Yes	Yes
• ConteraWS Enabled	Yes	Yes	Yes
• Health Monitoring	Yes	Yes	Yes

## • Contera Web Services for Cloud-Managed Video Surveillance



- 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



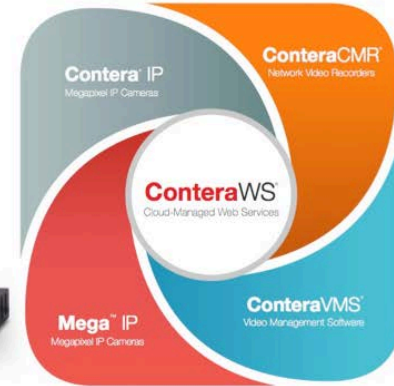
Arecont Vision Costar, LLC  
**ConteraCMR®**  
Cloud Managed Recorders



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



Leading the Way in Megapixel Video™



## 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 32 channels
- Compact desktop NVR server
- Choice of Windows or Linux
- 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
- 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
- Ready for **ConteraVMS®** license

Arecont Vision Costar, LLC

**ConteraWS®**

**Resources and Documentation**



## Channel Partner Buying Guide



### Covers Complete Offering


1. Platform Architecture & Components
2. Software Segmentation
3. Software Licensing
4. Hardware Offerings (ConteraCMR)
5. FAQ

# Resources and Documentation

## Channel Partner Sell Sheet


**ConteraWS**<sup>TM</sup>  
 (Web Services)

### INCREASE YOUR PROFITABILITY BY REDUCING LABOR COSTS AND GENERATING NEW REVENUE OPPORTUNITIES



**REDUCE INSTALLATION LABOR**

Make jobs more profitable by streamlining recorder installation, and configuration, to reduce your labor costs.


Arecont Vision's Plug N' Play **ConteraCMR** recorders automatically connect to our cameras and begin recording. Complex port forwarding and routing are eliminated thanks to ConteraWS's automated network setup functions. The Contera Web Client eliminates the need to install remote software on client PCs and all configuration can be performed remotely, saving valuable time in the field.



**DECREASE SUPPORT COSTS**

Save money with **ConteraWS** by centralizing management of your customers' recorders, and decreasing the time spent on non-billable support hours.


Remotely access recorder settings, push software updates, and manage recorder access from a central Web location, all without needing to log in to individual systems. Connection settings and permissions are stored in the cloud so you never need to manually enter connection information into mobile apps or remote software again.




**GENERATE NEW REVENUE**

Generate recurring monthly revenue by offering customers' convenient remote access to recorders, centralized user management, trouble-free remote connectivity, and the ability to store or share video clips in the cloud.

**ConteraWS** is designed with a dedicated reseller portal to allow you to control customer access to features and functionality based on your RMR business model. **ConteraWS** even includes features to enable time-based service or lease sales programs



**ConteraWS**<sup>TM</sup>  
 (Web Services)

**ConteraWS** can help make your business more profitable through labor savings and increased RMR. It is also a new and innovative solution that excites end-users and helps differentiate you from the competition. Add more value to your service contracts, and increase customer retention, by offering customers a solution with features and convenience not available in competing products.




**ONLINE CENTRAL USER MANAGEMENT**

Single Sign-On and Central User Management are not only convenient time savers for your customers, they also help reduce support calls. **ConteraWS** eliminates the need to manually enter connection settings and DDNS information in any of our client applications. When a new recorder is added to **ConteraWS**, it automatically appears in the device list of every user with permissions to view the device.




**ONLINE CLIP BACKUP AND EMAIL SHARING**

**ConteraWS** (Web Services) can significantly reduce the time users spend reviewing, exporting, and distributing recorded video. Intuitive search tools make finding video events faster and easier. Video events exported to the cloud can be shared via email with coworkers, law enforcement, or management. Users can even enter notes and control whether clips can be downloaded by recipients. It doesn't get any easier than that.



**HEALTH MONITORING**

**ConteraWS** monitors the health of every connected device to detect problems with the recorder hardware, cameras, or online access. Reinforce the value of service contracts by automatically sending your customers a health status report on a monthly basis. Your technicians can also be notified of health alerts in real time, so you can proactively contact a customer and correct the problem.



**NETWORK AND CYBER SECURITY**

**ConteraCMR** (Cloud Managed Recorders) establish a trusted outbound connection with the **ConteraWS** cloud servers, eliminating the need for inbound port forwarding or DDNS. Customers will benefit from a more secure and reliable network. You will benefit from reduced support calls and site visits to fix connection issues caused by changes to customers network hardware or configurations.

1.818.937.0705 877.CAMERA.8 [www.arecontvision.com](http://www.arecontvision.com) [sales@arecontvision.com](mailto:sales@arecontvision.com)



## Contera™ Series

- VMS
- Cloud Managed Recorders
- Web Services

### Guide to Recurring Revenue and Managed Service Solutions

## Recurring Revenue and Managed Service Guide

1. Building RMR Recommendations
2. Sample RMR Offerings
3. Example Sales Models
4. Software Solutions for RMR Model
  1. Active Health Monitoring & Proactive Service Response
  2. Camera Image Verification
  3. Software Update Management
  4. System Configuration Management
  5. User Management and Administration
  6. Video Clip Export and Distribution

## 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

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

## • CONFIGURATION TOOL

- The **ConteraSysCon** is a powerful online systems configuration tool
- Use it to provide complete system configurations featuring **Mega™** & **Contera®** cameras, **ConteraVMS®**, **ConteraWS®**, & **ConteraCMR®** platforms

# Building An Arecont Vision® Video Surveillance Solution



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

- **Arecont Vision Contera®**  
IP Cameras

- **Arecont Vision Mega™**  
IP 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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<http://blog.arecontvision.com>

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