



# What Our Customers Say

We asked a wide selection of our end user and integrator customers why they use Arecont Vision® and what they think of our products, quality, and support. Here are the responses we received.



*“The improvement in the quality and performance of our video surveillance system with the Arecont Vision megapixel cameras is incredible. The 360 degree views have made a tremendous difference in providing a safer and more secure campus.”*

**- Bill Weber, Assistant Chief of Police, Butler University**

Learn more about Butler University at: <http://goo.gl/4pkM2a>



*"I have been using Arecont Vision megapixel cameras for the past two years. These cameras perform great, and allow me to secure my Stadium with crystal clear high resolution video."*

**– Daniel Delorenzi, Director of Security and Safety Services, MetLife Stadium**

Learn more about MetLife Stadium at <http://goo.gl/ID7CbL>

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

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

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

*"Our customer service experience to date has been very positive, and just as high quality as the cameras that the company makes."*

**– Andrew Ross, Account Executive, UCIT Online Security Inc., Canada**

*"We only work with high quality brands in video surveillance projects. With Arecont Vision we can be sure that we are able to offer our customers professional solutions, good quality products, and a very high level in support and project assistance."*

*Arecont [Vision] is a professional and reliable partner for projects. ALLNET is perfectly satisfied with the support, products, and local contact person for our region."*

**– Michaela Höllering, Head of Sales, Video Surveillance and Physical Security, ALLNET GmbH, Germany**

*"In the six years that I have worked with Arecont Vision, I've consistently seen the value in recommending their panoramic cameras to my customers."*

*These cameras offer superior wide area coverage with high resolution versus single sensor cameras. And because they require only one network connection and less infrastructure, they can dramatically reduce total cost of ownership."*

*Arecont Vision's customer service team has always been responsive and helpful when we've contacted them, and have worked quickly to resolve issues to our satisfaction."*

**– Ben Ponce, Account Manager, Tyco Integrated Fire and Security, Canada**



*"We always rely on the quality of Arecont Vision cameras."*

*Our experience with Arecont Vision has made them our first choice for every large project for their exceptional performance and image quality."*

**– Thomas Tran, CEO, Citek Corporation, Vietnam**

Learn about Citek customers Sheraton Saigon Hotel and Towers <http://goo.gl/6OU5l8> and the City International Hospital Ho Chi Min City at <http://goo.gl/Dp1BYW>



*"We have experienced no downtime with our Arecont Vision® cameras. That kind of reliability is paramount when combating problems that occur after hours when the system is unsupervised."*

*"We rest easier knowing the cameras will work when they are supposed to."*

**– Jon Tabler, Loss Prevention Systems Manager, Seattle Goodwill® Industries**

Learn more about Goodwill® Industries at: <http://goo.gl/tSCQld>

*"One thing about Arecont Vision? Market leader and technology pioneering. Why do I buy? Quality of the product. My experience with Arecont Vision? Very good."*

**– Soren Christensen, Director, IT-SERVE.COM, Dubai**

*"The reason we use Arecont Vision is because service in Hawaii is one thing we look for. When issues come up, they are on it. On a scale of 1 to 10, 10 being the best, Arecont Vision is a 10."*

**– David Dunlap, President, Dave's Communications Inc.**

*"The district decided to use Arecont [Vision] cameras because of their quality and price."*

*"The district is very pleased with the decision to use Arecont Vision cameras."*

**– Tim Schmitt, Sioux City Community School District**



*"The losses we were experiencing certainly outweigh the cost of the new cameras. Besides insurance deductibles, we were having a lot of problems with break-ins where people were having wallets and other belongings stolen from their cars."*

*"The individual who was committing the majority of these crimes was actually identified and located. I think these Arecont Vision cameras are priceless."*

**– Alan Ehnes, Director of Golf, Ft. Washington Golf and Country Club**

Learn more about Ft. Washington G&CC at <http://goo.gl/JDHnZY>





*"We have recently installed Arecont Vision megapixel cameras throughout our facilities and the results have been outstanding. Between the ability to view large areas with their panoramic technology, and the clarity of the megapixel video, we have been able to solve a number of issues and improve our processes."*

*The service provided by Arecont Vision throughout the project was also outstanding.*

*We were also able to provide a video of an alleged thief to the police and our tasting room manager finds them enormously helpful for monitoring traffic and workflow through our wine tasting room."*

**– Roger Rosenblum, Rock Wall Wine Company**

*"I have had the opportunity to work with various camera manufacturers over the years, the Arecont [Vision] product is what I recommend because of quality, features, and customer service."*

*The SurroundVideo Omni series camera is one of the most versatile products on the market today and works with all major Video Management software while retaining the features and functions of the camera.*

*I have also had the opportunity to perform camera demonstrations for customers looking to add a panoramic camera to their property. While performing these side-by-side comparisons, Arecont [Vision] vs competitors, customers see the difference in features, functions, and most importantly picture quality."*

**– Darrell Heiser, Sales and Engineering Director, Key-Rite Security**

*"User friendly, reliable, high resolution, performance. Easy design, different housing options, [and] price."*

*Most wonderful – product with high performance compared to price."*

**– Ahmad Zaid Qutaish, Engineering Manager, Electronic Special Equipment Co., Kingdom of Saudi Arabia**

*"Every video opportunity we lead with Arecont Vision for our cameras. One of the main reasons we use Arecont Vision is because of the 'Made in USA'."*

*Arecont Vision has the best megapixel lineup of any camera manufacturer.*

**– Mike Bales, Technical Sales, WW Communications and Security**

*"I was introduced to Arecont Vision over five years ago and their cameras have become the main workhorse in our CCTV system of over 1,300."*

*The [SurroundVideo] 180 cameras have proven time and again that PTZ's are a thing of the past and the new OMNI's have given us a new appreciation for Arecont [Vision's] continued superiority in the CCTV field."*

**– James McCarthy, Director, Physical Security, University Police Department, George Mason University**  
Learn more about George Mason University at <http://goo.gl/lkmVnN>

*"Arecont Vision is our first, second, and third choice at General Security Services Corporation. The continual product development, integrated features, and design support from Arecont Vision allows GSSC to be more resourceful."*

*From the ability to efficiently design and propose the sale to effectively installing the cameras allows GSSC to streamline our workflow, increase our margins, and provide exceptional video quality for our customers."*

**– Todd Baumgartner, Director of Sales, General Security Services Corporation**

*"Great product, innovative, and great support. We have been using Arecont Vision for the last 4 years."*

*We trust the products and the distributor who is well supportive. Moreover, price is more attractive than [competitor name removed], which we had been promoting."*

**– Fadi Moubarak, General Manager, KAES, Kingdom of Saudi Arabia**

*"Arecont Vision builds quality products at a great value. We've had no problems in deploying their solutions – they work as advertised!"*

**– Joe Keller, Vice President of IT, SVS Vision**



*“We’ve been very impressed with the quality of the video provided by the Arecont Vision cameras, which is a significant upgrade over the previous system.”*

*Their stability and ease of use further contribute to our overall satisfaction with this new system.”*

**- Ken Lee, Administrator for District Operations,  
Harlingen Consolidated Independent School District**

Learn more about Harlingen CISD at: <http://goo.gl/7Dkzso>

*“It isn’t everyday that I will, and can, write a thank you email like this, but your product and the support I have received from you, [Arecont Vision sales rep name removed], and the rest of the Arecont [Vision] crew is really unmatched in the industry.*

*I have been using the outdoor 360 and 180 [degree SurroundVideo panoramic cameras] for over two years, and I find that they are one of the leading products in image quality, reliability, and ability to use for many applications. I have been using the cameras for schools, military bases, police departments, and many more, and they are all extremely happy with the results.*

*I also wanted to comment on your technical crew that have been available for help when it was needed. They have been doing a great job, and thank you for your support.”*

**- Geva Barash, Security Systems Design**

*“Out of my 14 years experience in this field it is obvious that Arecont Vision [is] leading the market in terms of providing state of the art technology: 1st in using CMOS imager, high megapixel cameras at high frame rates, 20MP panoramic cameras, best image quality, best video compression, best 3rd party VMS customization, best distribution channel, best after sales service, best logistics, [and] durable made in USA quality.”*

**- Ahmad Turk, Country Manager, Saudi Arabia, Government and Commercial Sectors, SecuTronic**

*“Arecont Vision is my go-to source for my K-12 markets. The versatility in the multi sensor cameras allows me to give my customers more camera views with less installation, licenses and support. This lets the customer receive more for their money and in the education market value is key.”*

**- Charles Jewell, Account Executive,  
Convergint Technologies, LLC**

*“Multiple cameras can be costly. At Gateway, we have found by using the Arecont [Vision] SurroundVideo cameras we can reduce camera counts, in many cases increase video quality, and give better coverage. All with 1 multi-sensor camera. By using 1 camera we also reduce the number of PoE ports, data cables, and installation labor.*

*All of these factors can lead to a cost savings when competing with multiple comparable cameras, not to mention 1 camera looks better than 4.”*

**- Scott Sellers, Sales and Project Manager, Gateway Wireless**

*“We have to date protected more than 50% of our buildings with Arecont Vision, and add more every year.*

*Arecont Vision has greatly enhanced the safety and security of our students, staff, and visitors here at Goddard Public Schools – USD 265.”*

**- Ronny Lieurance, Police Chief, Goddard Public Schools**





*“Having a complete field of view 100 percent of the time allowed Mission CISD to go back and have an important digital zoom capability for investigation needs.*

*With one Arecont Vision camera, Mission CISD can now cover the same area as six or seven analog cameras.*

*The resolution of the video is so high that you can easily see all the details that you need to help resolve disputes or handle situations, both live and after the fact.”*

**– Jaime Escobedo, President and CEO of American Surveillance Company Inc.**

Learn more about Mission ISD at <http://goo.gl/k5H583>

*“Arecont Vision delivers outstanding customer service/support.*

*Arecont Vision's ability to understand the customers problems and needs is what drives them to provide the best possible security solutions in the market.”*

**– Ryan Dupuis, District Manager, Anixter**

*“We have used Arecont [Vision] on several jobs now, great video and very reliable.*

*The installation tools are very intuitive, and they have an outstanding warranty.*

*My customers love the [SurroundVideo] Omni and Panoramic series of cameras.”*

**– Pat Norleen, Sales, MidWest Alarm**

*“When City National began integrating high quality megapixel security system solutions, Arecont Vision was among many cameras which were tested.*

*Arecont [Vision]’s high resolution and WDR technology made their cameras instrumental tools in City National’s security design.”*

**– Omar Valdemar, CPP, VP – Manager, Security Systems, City National Bank**



*“We were immediately impressed with the video quality and clarity Arecont Vision’s cameras provide.*

*When we saw a demonstration of their low-light performance, network-friendly bitrates, and other features, we knew they would be the best choice for our new surveillance system.”*

**– Alex Puente, Director of Technology for Flour Bluff Independent School District**

Learn more about Flour Bluff ISD at <http://goo.gl/oimnqG>





*“We chose Arecont Vision megapixel cameras because of their functionality, intelligence, efficiency, and for the excellent picture quality they provide.”*

*There is no hesitation in recommending Arecont Vision to other companies when they visit our facility.”*

**– Krzysztof Karpa, Vice President, Bronisze Agricultural Market, Poland**

Learn more about Bronisze Agricultural Market at <http://goo.gl/VYCH0c>

*“The imaging of the Arecont Vision camera was so great it caught a theft and identified the [rental] truck license plate and the identity of the suspect.”*

**– Vince Lopez, Branch Manager, Walters Wholesale**

*“One thing to tell a potential customer? [Arecont Vision] tech support has been very helpful when needed.”*

**– Patricia Combs, Educational Technology Director, Northeast Alabama Community College**



*“The image quality of the Arecont Vision® megapixel cameras is excellent. They have helped us to improve the level of safety and security without intruding on anyone’s sense of privacy.”*

*From a cost standpoint, we have saved time and money. Fewer cameras are needed and any problems or incidents are resolved much faster and with less expense.”*

**– Graham Walker, Head of Procurement & Security, Nirvana Spa, UK**

Learn more about Nirvana Spa at: <http://goo.gl/TGOaEw>

Want to hear more from our customers, view case studies, or submit your own comments?  
Please visit the “What Our Customers Say” page at [www.arecontvision.com](http://www.arecontvision.com).

# Leading the Way...

Arecont Vision® is the leading manufacturer of high-performance megapixel IP cameras. Arecont Vision® products are made in the USA and feature low-cost massively parallel image processing architectures MegaVideo® and SurroundVideo® that represent a drastic departure from traditional analog and network camera designs. All-in-one products such as the MegaDome®, MegaView®, MegaBall®, and MicroDome® series provide installer friendly solutions. STELLAR™ (Spatio Temporal Low, Light ARchitecture) technology

offers dramatically increased low light performance, while True WDR (Wide Dynamic Range) and remote focus/remote zoom capabilities each enhance camera utility. Compact JPEG and H.264 series of cameras address cost sensitive applications. These innovative technologies enable Arecont Vision® to deliver multi-megapixel digital video at IP VGA camera price points. Arecont Vision® is **Leading the Way in Megapixel Video** with cutting-edge innovation, superior performance, and the broadest selection of megapixel IP cameras.



## Global Sales and Support

Arecont Vision is the leading manufacturer of high-performance megapixel IP cameras and associated software.

### Americas

**Los Angeles, CA, USA**  
Arecont Vision, LLC. Headquarters  
425 E. Colorado St., 7th Floor  
Glendale, CA 91205, USA

Phone: +1.818.937.0700  
Toll Free: 877.CAMERA.8  
Fax: +1.818.937.0464

#### Sales

Phone: +1.818.937.0700 x 3  
Email: [avsales@arecontvision.com](mailto:avsales@arecontvision.com)

#### Support

Phone: +1.818.937.0700 x 1  
Email: [support@arecontvision.com](mailto:support@arecontvision.com)

#### Latin America

Email: [latam.sales@arecontvision.com](mailto:latam.sales@arecontvision.com)

### EMEA

**Düsseldorf, Germany**  
Phone: +49.69.6953.4600  
Email: [europe.sales@arecontvision.com](mailto:europe.sales@arecontvision.com)

**Moscow, Russia**  
CJSC Arecont Vision  
Phone: +7.495.649.0577  
Fax: +7.495.221.5227  
Email: [info@arecontvision.ru](mailto:info@arecontvision.ru)

**Middle East**  
Email: [mena.sales@arecontvision.com](mailto:mena.sales@arecontvision.com)

#### Africa

Email: [africa.sales@arecontvision.com](mailto:africa.sales@arecontvision.com)

### APAC

**China**  
Phone: +86.180.0179.1799  
Alt. Phone: +1.818.937.0700 x 3  
Fax: +1.818.649.3404  
Email: [apac.sales@arecontvision.com](mailto:apac.sales@arecontvision.com)