SALES ALERT

July 2016



Vicon Announces New Price List

Overview

Below is an overview of the changes on our new price list with prices effective July 15, 2016. Please review the price changes, discontinued products and new product tabs within the workbook to view all of the specific changes.

Camera Additions:

With the recent introduction the new IQeye 9 series of box cameras, we have added this series to the price list. This modular camera series is available with a variety of features and lens options. A new hemispheric camera V9360W-E for extreme conditions is now available. Additionally, a number of Arecont Vision panoramic and omni-dimensional cameras have been added.



Additions to VAX Access Control Solution:

In response to customer requests, we have broadened our access control offering by adding several Assa Abloy Aperio Master Controllers and new Vicon 42-bit protocol cards and transmitters, along with accompanying license agreements. Pricing is the same as similar standard protocol versions.

Price Changes:

There are significant MSRP price reductions for the entire Kollector line of DVRs and PEAK NVRs, the Express line of DVRs, and VAX controllers.

ViconNet Updates:

The 24-bay Shadows have been updated with a chassis change; pricing remained the same. The new VN-KEYPAD has been added to the product line.

Other Updates:

The SN663V Cruiser, SN680D Rugged PTZ and V-CELL-HD have updated models at the same price point. Several analog cameras have also been updated. The Roughneck V920x series cameras are going through a transition period to new models with all current models listed while supplies last. As inventory is depleted, new models will be added.

The current IQeye R5 models are being phased out due to the discontinuation of components. The varifocal model is out of stock; the fixed lens model will be available while supplies last. A new and updated version of the R5 series will be available soon. The IQeye 7 series are available while supplies last and are being replaced by the IQeye 9 series. A separate Sales Alert will be issued for the updating and streamlining of the Roughneck and IQeye R5/7 series cameras.

Discontinued Products:

As noted above, there have been significant changes to the IQeye 7 and R5 series. Please review detailed Sales Alerts. We have discontinued several IQeye accessories such as power supplies and lenses.

Please contact your <u>regional sales rep</u> or visit our <u>website</u> for more information.