SALES ALERT

January 2017





NEW Advanced Video Management Software

Now Available!

Vicon is proud to announce that its long-awaited next generation VMS solution is now available. Valerus is a powerful and intuitive VMS that is designed for users of all levels. The design and deployment of Valerus is centered on the pillars of ease-of-installation, easy-to-use web-based interface and a standards based true open platform philosophy.

Valerus has features for sophisticated live monitoring, centralized management and high-performance video recording. Beyond video, Valerus is designed to be a proactive business tool with health monitoring features for the entire security system as well as advanced data management to streamline business processes.

Built on true open standards for optimized interoperability, Valerus boasts a thin client architecture and central licensing that take the pain out of deploying and managing a powerful VMS solution. Based on years of experience in the security market and a look toward the future, this new platform supports today's conventional network systems ready for expansion into the world of cloud computing. Valerus is a system you can invest in today and be confident it will be your solution in the future.

The VMS You've Been Waiting For!

EASY FOR ANY USER Easy setup and configuration Easy to maintain

Easy to operate

INCREASED OPERATIONAL EFFICIENCY

- Single point of management and operation
- Separate modules safeguard against risk of interruption
- Grouped resources frees up monitor screen



 Intelligently manages bandwidth and storage Reliable, uninterrupted video rendering



- Three-tier licensing levels and protection packages offer room to grow
- Web-based access from anywhere
- Standards-based compatibility allows you to design the perfect solution

SIMPLIFIES YOUR SECURITY OPERATIONS

- Dashboard monitors system's health to quickly resolve issues
- Quickly access important, frequently used tools and resources
- Reduce deployment time
- with central licensing



to customize views

- Designed to support analytics
- Built with Cloud in mind

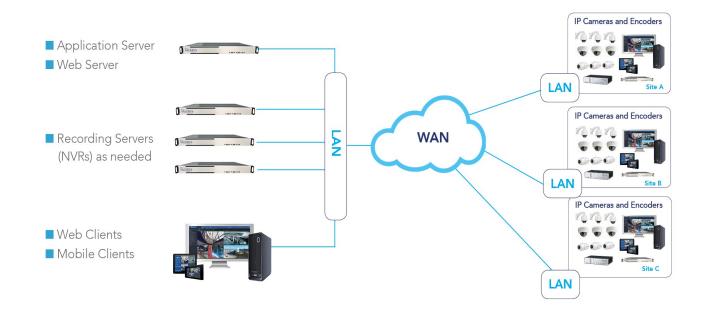




Dedicated tab for easy access Access anytime, anywhere

Scalable Deployments Support a Wide Range of Applications

Valerus is designed to scale from starter video systems that operate on an all-in-one server, for system management and recording, all the way to enterprise-level distributed deployments with local and centralized operation. Thin client deployment of viewing stations allows for easy access from any network-connected PC without the need for a thick-client application.



Licensing Anyone Can Understand

Valerus is offered in an easy-to-understand structure that includes only 3 separate tier options. Each tier is designed to provide the right combination of cost and value, and Vicon's Upgrade Protection Plans offer the easiest path to grow a system from one tier to the next.

Compared to other leading enterprise VMS solutions, this is the simplest tier structure in the market and eliminates the frustrating confusion and guess work when attempting to design systems that support the required capabilities and functionality at the right cost.

Advantages of Central Licensing

A new single-key central licensing structure greatly reduces time of deployment and allows Vicon to service the entire customer chain more efficiently.

- Vicon allows a 30 day grace period for licensing, making set up even more flexible
- On a widely distributed installation, the central license scheme simplifies deployment and increases efficiencies
- Add-ons and changes to system structure can be accomplished with one update to the single-key license that resides in the Application Server; no need for multiple licensing of cameras or NVRs

Fully featured software also available in a 30-day free trial



Tier	Max Edge Devices	Max Recording Days	Concurrent Clients	Features
TRY (Free)	6	7	5	Basic
CORE	35	Unlimited	10	Standard
PRO	Unlimited	Unlimited	Unlimited	*Advanced

* For Advanced features beyond unlimited device support and concurrent users, see Features & Functionality table

Stay Up-to-Date with the Latest Features

The all-new Valerus Upgrade Protection Plan (UPP) ensures you will have all the latest features, corrections and enhancements in your tier. Unlike most software maintenance plans, Vicon has structured the program to be easily understood and cost-effective.

UPPs for each Valerus tier are offered in a 1-year, 3-year or 5-year subscription. We have removed difficult calculations and made the cost of UPP based on the tier and how many edge devices purchased.

Maintaining your Valerus system made easy:

- The very latest releases of Valerus will be made available to everyone on the corporate website
- A "single activation key" ensures that all device licenses have the same Upgrade Protection Plan renewal date
- A simplified cost structure, based on quarterly time periods, eliminates the confusion related to adding on protection plans to existing systems
- The "single-key" licensing includes the status of the Upgrade Protection Plan, ensuring that the entire system remains covered as the system grows



A True Standards Based Open Platform Philosophy

Valerus is built on a proven, reliable industry standard protocol defined as ONVIF. There is no need for extensive certification and individual driver builds that open up the possibility for more custom-related support and integration work.

- A platform built from the bottom up pushing Vicon ahead of the curve when it comes to the transition to standardization
- Additional plug-ins for non-ONVIF devices can be easily added upon request



A Smooth Transition

With 50 years experience in the video security market, Vicon understands the need to support existing legacy customers and offers backwards compatibility for their investments. Although Valerus is a totally new platform with no commonality in its code structure to the company's legacy platform (ViconNet), a pathway from old to new makes the transition possible.

There are 2 options for current ViconNet users who need to maintain their ViconNet deployments:

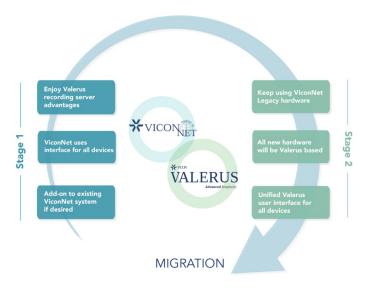
Stage 1 – Running Side-by-Side

Valerus will be supported as an add-on to ViconNet

• ViconNet users can add Valerus Recording Servers (NVRs) to their current system while maintaining the ViconNet user interface

Stage 2 – Moving to Valerus VMS

 A gateway, to be released in the future, will bridge ViconNet to Valerus maintaining critical ViconNet data while taking advantage of the more capable Valerus interface



- For those who want a complete system swap out in the future, current ViconNet hardware has been updated to support Valerus for a future conversion
- Vicon offers a ViconNet-to-Valerus Upgrade and Migration plan that enables the flexibility of deploying a new or add on ViconNet system with the peace-of-mind that Valerus is available at no extra cost when ready

Valerus Features & Functionality

FEATURE FUNCTION	VALERUS	FEATURE FUNCTION	VALERUS
Operation		System	
View live video	YES; stream through NVR with fail over to camera	License	Central license: License per IP camera/encoder (3 tiers)
Control PTZ	YES	License grace period	YES; 30 days
Playback recorded video	YES	Software activation	YES
Active timeline on video	YES	required Number of channels	
Audio live and playback	YES	for the system	Unlimited
Call pre-defined views	YES; by dragging a group or dragging a view	Number of channels for NVR	Approx 150 cameras (@1080p/30fps; with internal RAID)
Run video tours	YES	Quick Configuration wizard	YES
Show web pages in tiles	YES	Set site IP	YES
Event notification	YES	Camera configuration from VMS	YES
Motion detection	YES; from camera	Mixed video/audio channel	YES
Multi-streaming	YES	Supports any resolution video	YES
Multi-monitor support	YES	H.264 compression	YES
Event driven switching	YES	Pre-post alarm recording	YES
-		Extended storage	YES
Groups	YES; multi-level	Per-camera max retention	YES
VMS-based removable masks	YES	Active Directory support	YES *
Software updates included	YES	Recording	
Support Vicon edge analytics	YES; with events received as motion and bounding boxes shown	Record streamed video/audio	YES
Compatible with FREE Mobile App	YES	Scheduled recording	YES
System health dashboard	YES	Provide pre-event recording	YES
Forensic Search			
Archive video	YES; in ONVIF MP4 format		
Export generic video clip	YES		

* Advanced Features available only in PRO Tier

Authentication of clip

YES; in Valerus player

Product Pricing & Description

Valerus CORE Connection Licenses (for systems with up to 35 device connections)

Model	Product Code	Description
VLR-VCORE-LIC	10455-20	VALERUS CORE LICENSE; single edge device license for use with Vicon cameras/encoders
VLR-CORE-LIC	10455-00	VALERUS CORE LICENSE; single edge device license for use with third party cameras/encoders
Valerus PRO Connection Lice		stems with unlimited device connections)
Model	Product Code	Description
VLR-VPRO-LIC	10455-25	VALERUS PRO LICENSE; single edge device license for use with Vicon cameras/encoders
VLR-PRO-LIC	10455-05	VALERUS PRO LICENSE; single edge device license for use with third party cameras/encoders
Valerus Upgrade Protection Pl		
Model	Product Code	Description
VLR-CORE-UPP	10456-00	UPGRADE PROTECTION PLAN; for Valerus CORE tier; per device. Guarantee free upgrades for one year.
VLR-CORE-UPP-3	10456-01	UPGRADE PROTECTION PLAN; for Valerus CORE tier; per device. Guarantee free upgrades for three years.
VLR-CORE-UPP-5	10456-02	UPGRADE PROTECTION PLAN; for Valerus CORE tier; per device. Guarantee free upgrades for five years.
VLR-PRO-UPP	10456-05	UPGRADE PROTECTION PLAN; for Valerus PRO tier; per device. Guarantee free upgrades for one year.
VLR-PRO-UPP-3	10456-06	UPGRADE PROTECTION PLAN; for Valerus PRO tier; per device. Guarantee free upgrades for three years.
VLR-PRO-UPP-5	10456-07	UPGRADE PROTECTION PLAN; for Valerus PRO tier; per device. Guarantee free upgrades for five years.
Valerus Version Upgrades		
Model	Product Code	Description
VLR-VCORE-VER	10456-30	VERSION UPGRADE FOR VALERUS SOFTWARE; to next version; CORE tier; per Vicon device
VLR-CORE-VER	10456-20	VERSION UPGRADE FOR VALERUS SOFTWARE; to next version; CORE tier; per third party device
VLR-VPRO-VER	10456-35	VERSION UPGRADE FOR VALERUS SOFTWARE; to next version; PRO tier; per Vicon device
VLR-PRO-VER	10456-25	VERSION UPGRADE FOR VALERUS SOFTWARE; to next version; PRO tier; per third party device
Valerus Tier Upgrades	D 1 .	· · ·
Model	Product Code	Description
VLR-VCORE-PRO	10457-10	TIER UPGRADE FOR VALERUS SOFTWARE; from CORE to PRO; Vicon devices; when purchased with current UPP; per device
VLR-CORE-PRO	10457-00	TIER UPGRADE FOR VALERUS SOFTWARE; from
VLR-CORE-PRO VLR-VCORE-PRO-NP	10457-00 10457-15	TIER UPGRADE FOR VALERUS SOFTWARE; from CORE to PRO; third party devices; when purchased with

Product Pricing & Description (cont'd)

Valerus Application Servers and Viewing Stations

Model	Product Code	Description
VLR-APPSRV	10453-00	APPLICATION SERVER; PC preloaded with Valerus software; includes Web Server; desktop case. Vicon certified hardware.
VLR-APPSRV-RK	10453-10	APPLICATION SERVER; PC preloaded with Valerus software; includes Web Server; rack-mount. Vicon certified hardware.
VLR-CLIENT	10454-00	VIEWING STATION; PC for viewing and operating Valerus VMS; 2 monitor output support; desktop case. Vicon certified hardware.
VLR-CLIENT-RK	10454-10	VIEWING STATION; PC for viewing and operating Valerus VMS; 2 monitor output support; rack-mount. Vicon certified hardware.
VLR-CLIENT-4	10454-05	VIEWING STATION; PC for viewing and operating Valerus VMS; 4 monitor output support; desktop
VLR-CLIENT-4-RK	10454-15	VIEWING STATION; PC for viewing and operating Valerus VMS; 4 monitor output support; rack-mount

Valerus Mini Recording Servers

Model	Product Code	Description
VLR-MINI-1TBV1	10462-00	VALERUS MINI RECORDING SERVER; equipped with 1 TB HDD; can be used as all-in-one system server or recording server; up to 35 channels. Vicon certified hardware.
VLR-MINI-2TBV1	10462-05	VALERUS MINI RECORDING SERVER; equipped with 2 TB HDD; can be used as all-in-one system server or recording server; up to 35 channels. Vicon certified hardware.
VLR-MINI-4TBV1	10462-10	VALERUS MINI RECORDING SERVER; equipped with 4 TB HDD; can be used as all-in-one system server or recording server; up to 35 channels. Vicon certified hardware.
VLR-MINI-6TBV1	10462-15	VALERUS MINI RECORDING SERVER; equipped with 6 TB HDD; can be used as all-in-one system server or recording server; up to 35 channels. Vicon certified hardware.
VLR-MINI-8TBV1	10462-20	VALERUS MINI RECORDING SERVER; equipped with 8 TB HDD; can be used as all-in-one system server or recording server; up to 35 channels. Vicon certified hardware.

Product Pricing & Description (cont'd)

1	Valerus Recording Servers			
	Model	Product Code	Description	
	VLR-1TBV1	10450-00	RECORDING SERVER; for Valerus VMS system. Preloaded with software; 1 TB internal HDD storage; also for use with external RAID; desktop case. Vicon certified hardware.	
	VLR-1TBV1-RK	10451-00	RECORDING SERVER; for Valerus VMS system. Preloaded with software; 1 TB internal HDD storage; also for use with external RAID; rack-mount. Vicon certified hardware.	
	VLR-2TBV1	10450-05	RECORDING SERVER; for Valerus VMS system. Preloaded with software; 2 TB internal HDD storage; desktop case. Vicon certified hardware.	
	VLR-2TBV1-RK	10451-05	RECORDING SERVER; for Valerus VMS system. Preloaded with software; 2 TB internal HDD storage; rack-mount. Vicon certified hardware.	
	VLR-3TBV1	10450-10	RECORDING SERVER; for Valerus VMS system. Preloaded with software; 3 TB internal HDD storage; desktop case. Vicon certified hardware.	
	VLR-3TBV1-RK	10451-10	RECORDING SERVER; for Valerus VMS system. Preloaded with software; 3 TB internal HDD storage; rack-mount. Vicon certified hardware.	
	VLR-4TBV1	10450-15	RECORDING SERVER; for Valerus VMS system. Preloaded with software; 4 TB internal HDD storage; desktop case. Vicon certified hardware.	
	VLR-4TBV1-RK	10451-15	RECORDING SERVER; for Valerus VMS system. Preloaded with software; 4 TB internal HDD storage; rack-mount. Vicon certified hardware.	
	VLR-6TBV1	10450-20	RECORDING SERVER; for Valerus VMS system. Preloaded with software; 6 TB internal HDD storage; desktop case. Vicon certified hardware.	
	VLR-6TBV1-RK	10451-20	RECORDING SERVER; for Valerus VMS system. Preloaded with software; 6 TB internal HDD storage; rack-mount. Vicon certified hardware.	
	VLR-8TBV1	10450-25	RECORDING SERVER; for Valerus VMS system. Preloaded with software; 8 TB internal HDD storage; desktop case. Vicon certified hardware.	
	VLR-8TBV1-RK	10451-25	RECORDING SERVER; for Valerus VMS system. Preloaded with software; 8 TB internal HDD storage; rack-mount. Vicon certified hardware.	
	VLR-10TBV1	10450-30	RECORDING SERVER; for Valerus VMS system. Preloaded with software; 10 TB internal HDD storage; desktop case. Vicon certified hardware.	
	VLR-10TBV1-RK	10451-30	RECORDING SERVER; for Valerus VMS system. Preloaded with software; 10 TB internal HDD storage; rack-mount. Vicon certified hardware.	
	VLR-12TBV1	10450-35	RECORDING SERVER; for Valerus VMS system. Preloaded with software; 12 TB internal HDD storage; desktop case. Vicon certified hardware.	
	VLR-12TBV1-RK	10451-35	RECORDING SERVER; for Valerus VMS system. Preloaded with software; 12 TB internal HDD storage; rack-mount. Vicon certified hardware.	

Product Pricing & Description (cont'd)

Valerus Recording Servers (cont'd)

	Model	Product Code	Description
	VLR-14TBV1	1045-40	RECORDING SERVER; for Valerus VMS system. Preloaded with software; 14 TB internal HDD storage; desktop case. Vicon certified hardware.
	VLR-14TBV1-RK	10451-40	RECORDING SERVER; for Valerus VMS system. Preloaded with software; 14 TB internal HDD storage; rack-mount. Vicon certified hardware.
	VLR-16TBV1	10450-45	RECORDING SERVER; for Valerus VMS system. Preloaded with software; 16 TB internal HDD storage; desktop case. Vicon certified hardware.
	VLR-16TBV1-RK	10451-45	RECORDING SERVER; for Valerus VMS system. Preloaded with software; 16 TB internal HDD storage; rack-mount. Vicon certified hardware.
Va	alerus Shadow Recordir	-	h Internal RAID
	Model	Product Code	Description
	VLR-6.5TBV1-R5		RECORDING SERVER; for Valerus. Preloaded with NVR software; includes internal RAID with 6.5 TB usable storage and Xeon-based hardware; rack-mount. Vicon certified hardware.
	VLR-13TBV1-R5	10452-05	RECORDING SERVER; for Valerus. Preloaded with NVR software; includes internal RAID with 13 TB usable storage and Xeon-based hardware; rack-mount. Vicon certified hardware.
	VLR-17TBV1-R5	10452-10	RECORDING SERVER; for Valerus. Preloaded with NVR software; includes internal RAID with 17 TB usable storage and Xeon-based hardware; rack-mount. Vicon certified hardware.
	VLR-22TBV1-R5	10452-30	RECORDING SERVER; for Valerus. Preloaded with NVR software; includes internal RAID with 22 TB usable storage and Xeon-based hardware; rack-mount. Vicon certified hardware.
	VLR-38TBV1-R5	10452-15	RECORDING SERVER; for Valerus. Preloaded with NVR software; includes internal RAID with 38 TB usable storage and Xeon-based hardware; rack-mount. Vicon certified hardware.
	VLR-57TBV1-R5	10452-20	RECORDING SERVER; for Valerus. Preloaded with NVR software; includes internal RAID with 57 TB usable storage and Xeon-based hardware; rack-mount. Vicon certified hardware.
	VLR-95TBV1-R5	10452-25	RECORDING SERVER; for Valerus. Preloaded with NVR software; includes internal RAID with 95 TB usable storage and Xeon-based hardware; rack-mount. Vicon certified hardware.
	VLR-114TBV1-R5	10452-35	RECORDING SERVER; for Valerus. Preloaded with NVR software; includes internal RAID with 114 TB usable storage and Xeon-based hardware; rack-mount. Vicon certified hardware.
	VLR-152TBV1-R5	10452-40	RECORDING SERVER; for Valerus. Preloaded with NVR software; includes internal RAID with 152 TB usable storage and Xeon-based hardware; rack-mount. Vicon certified hardware.