

Viseum Project Delivery Test Options

General [Viseum Sales Demonstrations](#) or Poof-of-Concept (POC) and [Viseum Technology Events](#) are very successful in attracting customers to Viseum. The most efficient way to deliver a Viseum project is to develop the customer's [pilot CCTV Camera Installation](#) for training and customization. During this process the customer will test and learn of their new enhanced capabilities and what their exact operational requirements can now be. Viseum will then finalise the system design and how Viseum Product Solutions can be best integrated into their existing security infrastructure. This programme shows the practicalities and economics of bringing the world's highest value disruptive technologies to market:

Project Delivery Control - Commercial

The project delivery can be controlled by the customer or the customer's local Systems Integrator. This depends on the commercial value and the resources needed to develop, prepare and execute the customer's project delivery test. Examples:

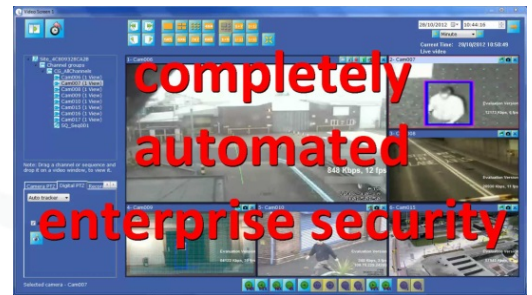
- In line with Viseum's [Phased Technology Introduction Programme](#) – the higher levels of pilot complexity means that higher levels of customizations, training and support are needed.
- As part of a typical city project, the camera equipment with associated software technology services is typically between \$300k and \$1m, depending on the quantity, the deployment type and operational temperature models.

Project success is achieved in tri-partnership between the customer, the customer's local Systems Integrator and Viseum. So that Viseum can prioritise each project correctly, we will also need to design the customer's first phase of installations, and understand the plans for subsequent scale of project deployments. Then, after the formally detailed technical test criteria are met, this will trigger further delivery.

"We will always remember Viseum above anyone else for their main strength of listening to us to develop their innovation." (Britain's Largest Police Force)

> [Viseum Security Threat and Impact Philosophy](#) <





Customer's Exact Test Criteria

We will need to fully understand what Viseum Software and Hardware Technology Services will be needed to deliver the successful test. We can then take a commercial view of the costs and the minimum size purchase order for the project's first phase of deployments that will be needed from the customer to deliver this test. Please detail the exact test criteria:

Operational

- What is the operational application(s) and security risk(s)? e.g. general deterrent or specific operation?
- What automated detection analytics are needed? e.g. person following, face recognition, remote site intrusion, ANPR (vehicle number plates), traffic management, traffic violations, etc.
- How must this new capability operate/integrate with other systems/processes? e.g. access control, PIDS, traffic penalty system, are the cameras to be watched by surveillance operatives, or is the command control usually unmanned?

Physical

- What is the geospatial information of each remote site (detailed site map, locations/diagrams/dimensions) can you please show all the areas that are to be secured by cameras?
- Does each/any site experience low light issues during operation? (if yes please provide photos)
- Is there some higher risk areas?
- Do some or all sites have an expected number/density of people and or vehicle traffic?
- Are registered personnel expected in certain places at certain times?
- What distances is the automated intelligent surveillance needed to operate? or is the customer restricted to use cameras other than the > Viseum IMC < ?
- What are the makes, models, number and locations of other new or existing cameras? Are there any power limitations?
- What are the minimum and maximum temperatures in the region?
- Where is the monitoring room(s) located? and what is the status (e.g. operational, not built).
- If existing, what is the communication network type and capacity to remote sites?
- How are the cameras to be fixed? E.g. on street poles (existing, or new?), buildings, vehicles, or mixture
- Are there any special environmental requirements e.g. high vibration, marine/salt water, chemical, explosion risks?





Viseum IMC Camera Test Results

One of the key results of a test using the Viseum IMC Camera show the customer they can visually display to their communities how they are always proactively protecting them, which in turn creates the long-term deterrent to terrorists and other criminals.

Other Viseum Services:

> [First Viseum IMC Camera Installations](#) <

> [Viseum Command Control Trialling](#) <

> [Operational CCTV Training](#) <

> [Viseum Site Survey](#) <

> [Viseum's Phased Technology Introduction Programme](#) <



> [Viseum Technology and Support Strengths](#) < This is a brochure presentation of our technical support and capabilities. It is very successful for Viseum sales training and provides our customers with confidence in our project support and delivery.



Legal Statement

We have invested heavily in the protection and policing of our intellectual property rights (IPR). Central to our business is the commercial protection we provide our partners in sharing these secured markets. We commit to the policing of this IPR in the following way: As with any infringement, its trade reseller is the primary target for legal action, which is, in turn, followed up by making the potential user aware of the infringing product's recall due to its illegal use. This is then followed up with full and complete legal action with the suppliers of such goods. This policy of proactive policing our markets in this way since 2002 has proven so successful that we have only ever identified one infringing party. A PLC entity was found to be trading with infringing goods and they can now no longer sell such goods into our international territories, nor can they secure investment due to this breach.

Viseum technology and software is protected by a number of intellectual property rights. Purchase of a Viseum-driven product from an authorized Viseum[®] supplier guarantees that it contains authentic Viseum[®] software, and carries with it a licence giving the purchaser permission to use the Viseum technology. Attempted use of Viseum[®] software without a valid license is in breach of international law.

Patents Granted European Patent > [EP 1 579 399](#) <, United States of America > [US 7,952,608 B2](#) <.

Registered Trade Marks Viseum[®] SafetyWatch[®]

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