

Viseum: Automated security & situational awareness for complex and challenging environments.



Viseum Demonstrations Product and Software Evaluation

Viseum represents the world's best technology capability that the electronics security market has to offer. During the security design phase, or when reviewing an existing security enterprise it is important for the customer to understand the in-life savings made by investing in this technology, through its security improvements and reduction in operational overhead costs.

Viseum is a Force Multiplying solution that provides continuous surveillance and monitoring without having to rely upon operators and the human factor, so that the customer's asset is permanently monitored and therefore protected. Moreover, Viseum solutions enable customers to make a more efficient use of resources, so that the concentration of a security force is targeted to critical areas and events as they occur.

Viseum Sales Process

Viseum Intelligent CCTV solutions sell themselves once they are demonstrated live operating automatically. The crucial time for selling Viseum's intelligent CCTV camera systems is at the start of the **CCTV Design** stage of an identified security project. It is helpful to demonstrate how Viseum solutions operate, to show how customers can improve their security services, and make operational savings to increase their return on investment. Demonstrations and/or presentations of Viseum solutions will show the customer the technical performance and reliability of Viseum's powerful camera products and analytic software systems, and how they can be tailored to meet each customer's individual security requirements.

Through the many threat assessments that the **Viseum Red Team Service** has processed globally, it is clear that failure to invest in the best available defence measures from the outset, leaves high value assets vulnerable and at a significantly increased risk from both conventional and complex threats. Viseum CCTV designs remain ahead of these measures and are the only solution that provides the additional rigour, ring of steel and force protection measures to secure a customer's assets.



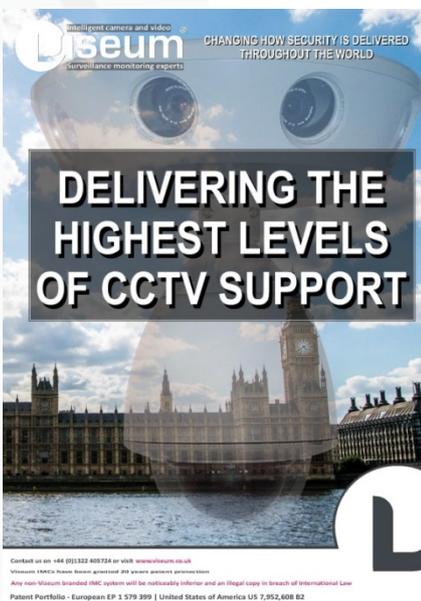


CCTV Design

Once a security project has been identified with available budget and Viseum's sales procedure is followed, the Viseum Certified Corporate Partner will always be involved with Viseum to produce the security projects CCTV design. Due to the level of resource needed it is commercially impractical to influence a sale with Viseum product after the CCTV system design has already been completed and the project's budget has already been set.

Viseum CCTV designs use the best CCTV hardware and software to secure each remote site, and with less operational overheads than any other solution. This enables the customers to deliver a much stronger security service using much less resources than any other CCTV design.

[>> Download Presentation of Viseum's CCTV Designs <<](#)



> [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.

Meetings and Demonstrations

Our first main objective is to encourage the customer to ask Viseum to design their first Viseum security project. When the customer verbally accepts this budgetary design, we can then make judgment on whether attending a meeting and/or demonstration with the customer is needed to win the sale. On many occasions Viseum's reputation mitigates the need for a meeting or demonstration, before going ahead with a project. However, a local Viseum Certified Partner (Agent or Reseller) can be used for this during any part of this process.

1. It is usually more economical for the customer to then procure their pilot installation as opposed to first have a basic demonstration. This is because demonstrations of value to the customer must be customised to solve their specific problems. A formal test can be written into the first phase of project delivery and once the agreed test criteria is met, this triggers further payment of the first order. Costs for this test can be reimbursed with the first projects final account additions and omissions.
2. Availability of our [Demonstration Equipment](#) is 6 weeks from date of confirmed order. Availability of further advanced tests outside of our [Phased CCTV Technology Introduction Programme](#) will be 2 - 3 months.

On occasions we will invest in meetings and demonstrations but only on further scrutiny. For example if a sizable order has been well-qualified and sufficient commitment from the customer or local partner has been obtained e.g. a confirmed purchase of 50 to 100 units following formal site acceptance test.



[>> Watch Viseum's latest TV Report 2015 <<](#)



Viseum IMC Camera - Sales Demonstration and Evaluation Options:

- Ⓛ Our website demonstration section and reseller downloads section provides many videos that will start the sales process.
- Ⓛ Following this, demonstrations are provided using any of these options:
 - Ⓛ Delivering a Viseum intelligent CCTV Trailer to a customer's point of interest. This offers the greatest sales impact where the buyer sees that they can finally have a [CCTV Design](#) where the camera covers all their assets.
 - Ⓛ Live remote online viewing of a selection from Viseum's partner network of field deployments, relevant to the buyer's application requirements.
- Ⓛ Viseum IMC camera demonstrations use our general surveillance scouting profile which is popular for the majority of applications.
- Ⓛ A presentation of our leading software capabilities will be included.
- Ⓛ These demonstrations help our customers understand the unique benefits of Viseum camera deployments and Viseum Certified Partner (Agents or Resellers) can then learn more about the customer's initial projects and specific surveillance requirements.

Viseum IMC camera - Software Commissioning Process for Field Deployments:

- Ⓛ Initial commissioning of Viseum cameras use our most popular general scouting surveillance profile, from which the customer can understand its capabilities and can specify any niche surveillance requirements to be incorporated during commissioning.
- Ⓛ The commissioning process can be achieved either prior to, or during live deployments, and typically take from just a few hours up to one week to deliver, depending on the levels of complexity.
- Ⓛ Our [Remote Managed Support Services](#) allow the customer to have their surveillance requirements changed or modified throughout the lifetime of this service.
- Ⓛ Feedback from the customer during this process can be used to reduce or even eliminate false triggers for when:
 - 1) The [PTZ Camera](#) should follow an event.
 - 2) The [PTZ Camera](#) should confirm an event.
 - 3) An event should create a remote alarm.





Viseum Central Intelligent Video Management System (CiVMS) - Sales Demonstration and Evaluation:

Viseum has made a version of this software available for evaluation and demonstration purposes. The Viseum CiVMS LITE has all of the features and functionality of the Viseum CiVMS deployment version, but it does not have any of the in-life 24/7/365 durable failsafe and disaster recovery features available for long term operations.

- 1) The CiVMS LITE evaluation license gives access to all of the systems most commonly used iVOS software analytics surveillance modules, and all of its other operational features and functionality. During each 24 hour period this software application will close down (following a closing down message notice) and will need to be manually restarted.
- 2) This products support is available via email with 24 hour response time.

Basic evaluation process:

- 1) The CiVMS LITE is installed onto one of the customer's servers and a license file is requested to enable a suitable number of camera channels for the evaluation.
- 2) Cameras can then be migrated onto the CiVMS LITE. A list of the many cameras that Viseum already supports can be made available. On the unlikely occasion that Viseum does not support a particular model of required camera, Viseum's integration team can be made available.
- 3) The customers will then start to learn more of the CiVMS benefits and can then procure the CiVMS deployment license and begin to migrate more of their camera streams, so that the entire security enterprise can become intelligent.

Advanced Evaluation Process:

- 1) Including the basic evaluation process Viseum can also present its advanced functionality server software: [Viseum CiVMS iVOS F3](#), [Viseum CiVMS iVOS FaceRec](#) and [Viseum CiVMS iVOS ANPR](#).
- 2) In addition to this a list of the many access control systems, security devices, and [Command and Control](#) systems that Viseum already supports will be made available.

The following support documentation will be available:

- a. Central Intelligent Video Management System Server - User Guide
- b. Central Intelligent Video Management System Client - User Guide
- c. Remote site, CiVMS server and CiVMS client checklists.
- d. Remote site handover checklist.
- e. Camera configuration guidelines.
- f. Configuring multi-site client.
- g. Using the Viseum Virtual IMC camera or other fisheye 360 degree cameras.
- h. Using high resolution video streams (3+MP).

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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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