VIVOTEK
A Delta Group Company

VIVOTEK EMEA

Key Solutions

Presenter: Diego Perissinotto

May 21, 2024

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About Us

We’re a global, Technology-Driven IP surveillance solutions provider, delivering trusted security, control, and management solutions covering a wide range of applications.

Global Employees:

1,300+

Revenue:

US$ 296 million

(fiscal 2023)

VIVOTEK

IPO: 2011 (TWSE: 3454)

Headquarters: New Taipei City, Taiwan

Joined Delta Electronics in 2017

Global Employees:

83,000+

Revenue:

US$ 12.3 billion

(fiscal 2022)

DELTA

(Taiwan Stock TWSE: 2308)

Headquarters: New Taipei City, Taiwan

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Global Operations

Based in Taiwan, we're ready to support our partners and clients anywhere around the world.

Global Brand. Local Service.

7 offices

120+ countries

200+ distributors

100+ strategic partners

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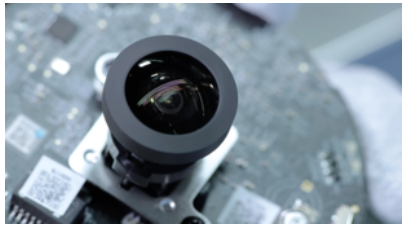
Business Focus

By delivering data, knowledge, and insights the world can rely on, we've been advancing the IP surveillance industry for decades.



Innovation

Our solid R&D foundation drives intelligence and technological innovations.

Production

All VIVOTEK surveillance cameras and devices are designed and made in Taiwan.

Reliability

We enhance safety and security by delivering trusted insights.

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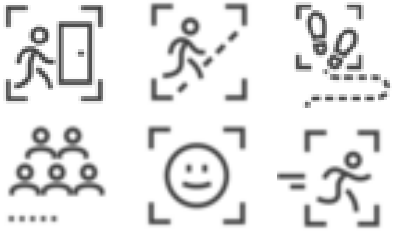
Technology Focus

Technology, R&D has long been our hallmark, because we believe smarter is safer.

Image Quality

Make It Clear!

With 24-year experiences, improving image quality with tech based on human perception.



AI Tech

Make It Smart!

AI analytics and deep learning are deployed in our supreme and value models, achieving highly accurate detection of objects and attributes.

Cloud Service

Make It Feather-light!

With service and user experience in mind, providing cloud storage with intuitive information access.

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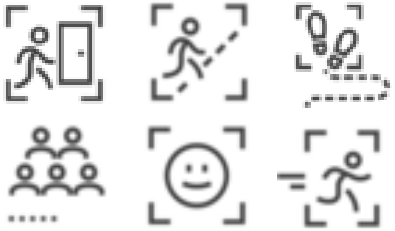

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TOP TIER DESIGN:

Easy installation

Hassle-free housing

- Drive down the installation labour cost with modular housing.

Image quality

Superior image quality

- Amazing visibility in low light and wide dynamic range.
- Great bit rate control to save bandwidth and storage.

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Portfolio

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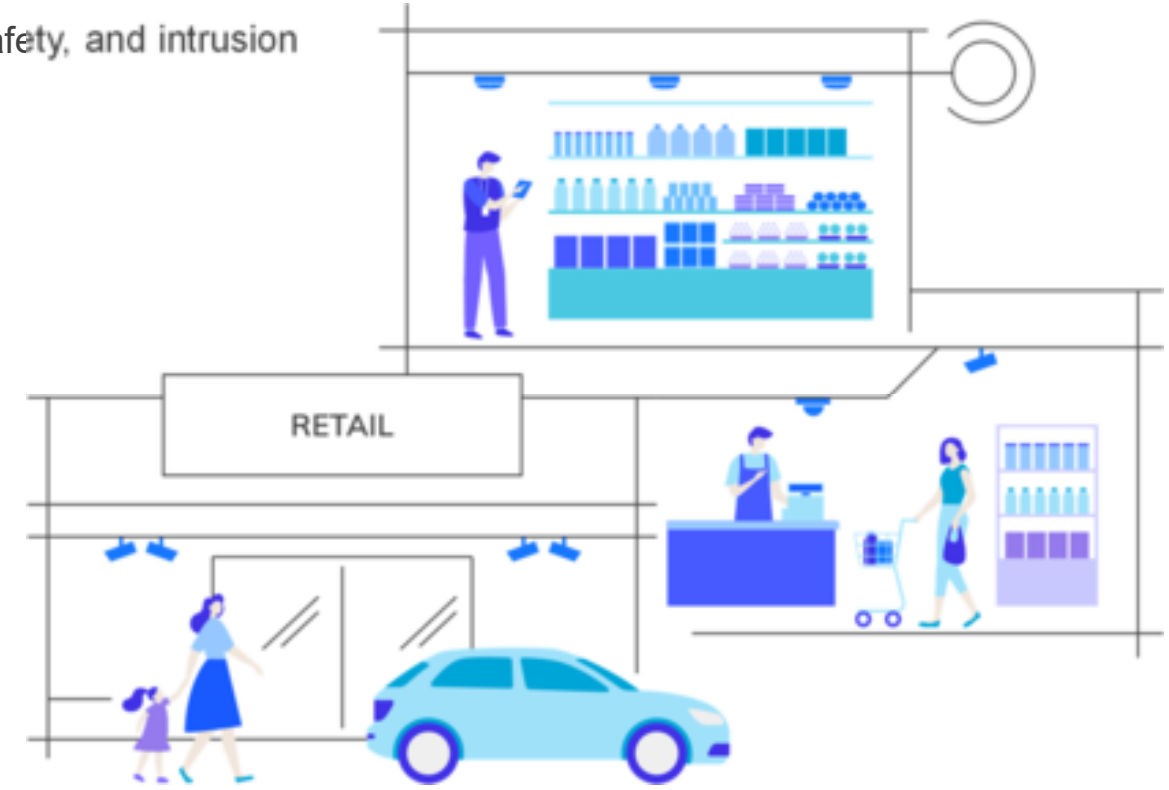
B2B – SMB - Enterprise Total Solution

Protection of property, information, personal safety, and intrusion prevention. Why VIVOTEK Total Solution?

Our surveillance solution offer:

- Quick setup at competitive cost
- 24/7 remote monitoring (cloud App and Portal)
- Protected for cybersecurity & NDAA
- Efficient and fast search (Deep Search)
- Extendable integration possibilities (ND + VSS)



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AI and Edge Technology

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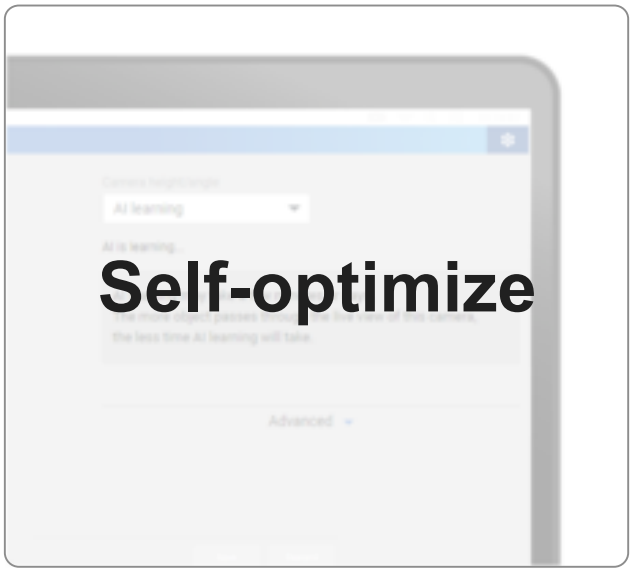
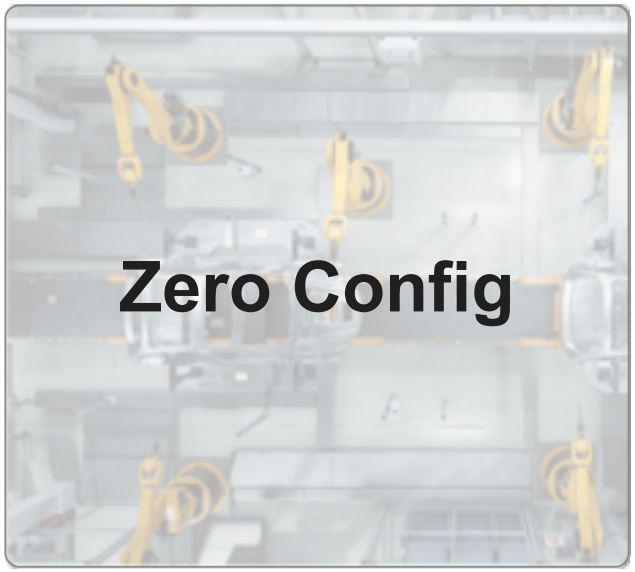
VIVOTEK Analytics = Easy

Happens without you realizing it.





No Plugin

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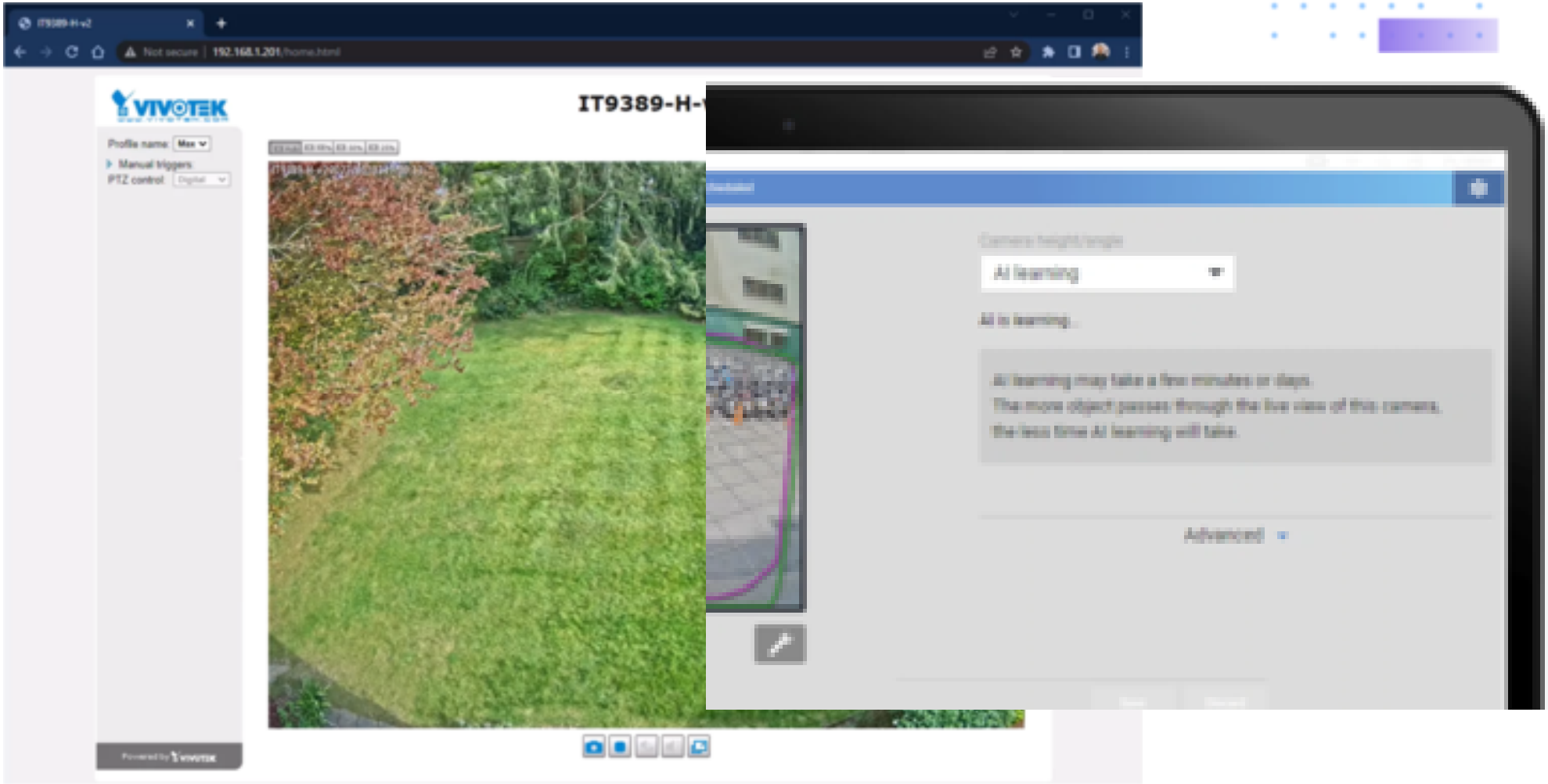

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VIVOTEK Video Content Analytics

Our next-generation video analytics suite runs on our proprietary neural network powered detection engine, leveraging our extensive experience and vast image databases. With edge-based applications, the image analysis takes place within the cameras themselves.

Intrusion Detection

Loitering Detection

Line Crossing Detection

Unattended Object Detection

Missing Object Detection

Face Detection

Crowd Detection

Running Detection

Parking Violation Detection

Restricted Zone Detection

Smart Tracking Advanced

Smart Motion Detection

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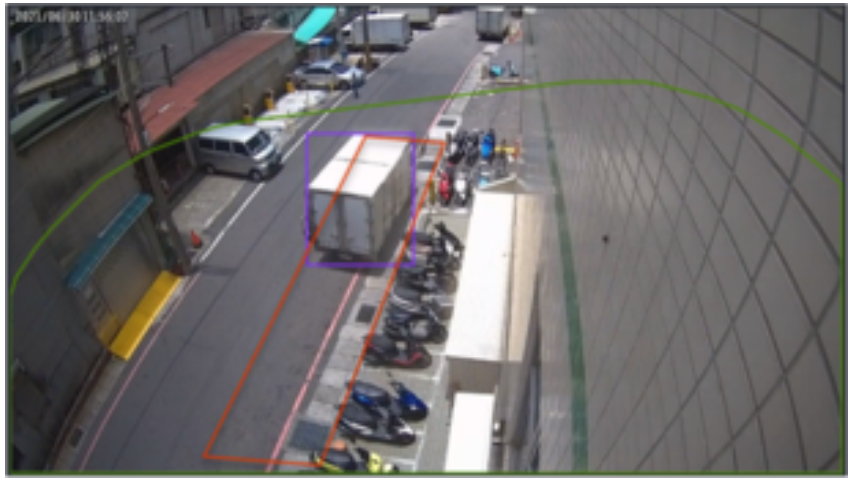
VIVOTEK Parking Violation Detection

Parking Violation Detection can detect when vehicles stop inside a restricted area. Application scenarios include cars parking in restricted areas at the airport, bus & train stations, and bicycle lanes. Reduce traffic congestion through detecting illegally parked vehicles. Webpage



- Accurate and automatic detection
- Real-time notifications for immediate alerts
- Reduce illegal parking and traffic congestion

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Camera Link Technology

Inter-camera communication to capture more details. Webpage

- Spotter camera detects activity at a pre-set location
- Alerts PTZ cameras to zoom onto pre-set location
- PTZ cameras capture clearer details
- Applicable in the environments without a VMS system or cameras are installed far away from the VMS workstation
- Applications: Large parking lots, shopping malls, airports, warehouses, etc.

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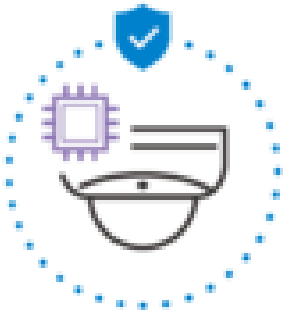
Cybersecurity at The Edge-NDAA

Secure Boot

Secure boot is a mechanism that protects the firmware of the product installed by VIVOTEK. During the camera boot up process, secure boot ensures that unauthenticated code is rejected and protects the camera system from attacks or infections by malicious external code.



Signed Firmware

VIVOTEK's signed firmware requires a digital signature in the firmware and verification of the signature by VIVOTEK, thereby ensuring that users can trust the firmware has not been tampered with. A device with signed firmware can validate the firmware before allowing installation.

Secure VADP

Digital signature and encryption capabilities: safer and more reliable for third-party integration.

Secure Console

Console disabled from the SSH and SFTP protocol. Permission from VIVOTEK with key based authentication

Anti-intrusion Software

TREND MICRO

[Webpage]

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Main solutions

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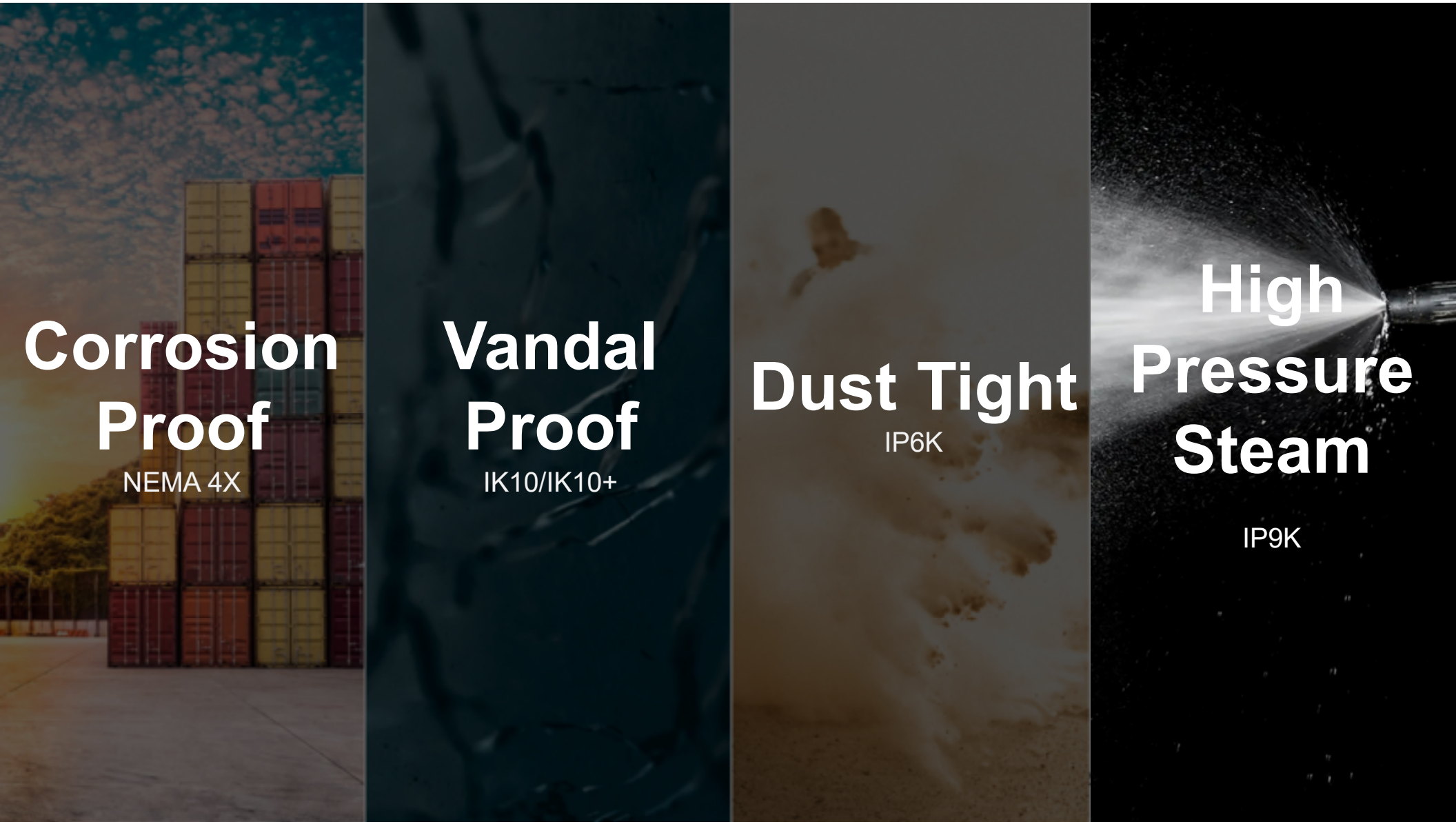
A Delta Group Company

87-V3 Series

5MP AI Camera for Any Location in Any Situation


Corrosion Proof
NEMA 4X
Vandal Proof
IK10/IK10+
Dust Tight
IP6K
High Pressure Steam
IP9K

Newly design

Multiple options for pixel size

Enhanced night vision with IR

Faster and accurate in position

Easy Installation Wall mount bracket

Intelligent Security

AI capability enabled

Assists to track threat

Multi-task for smarter security

Robustness

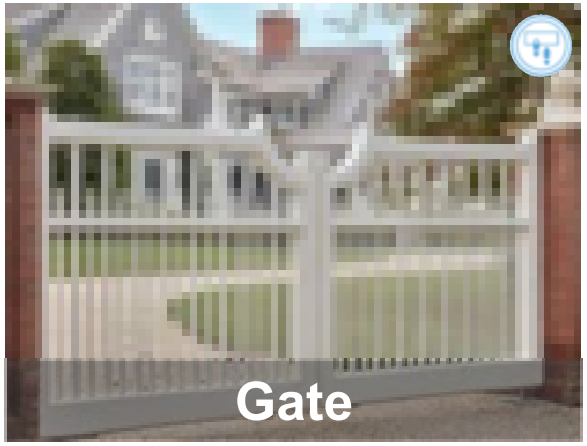
Water & Vandal proof

NEMA 4X certificated

Wide temperature

Multi-task for smarter security

More actions for each preset,
more ways to protect your property



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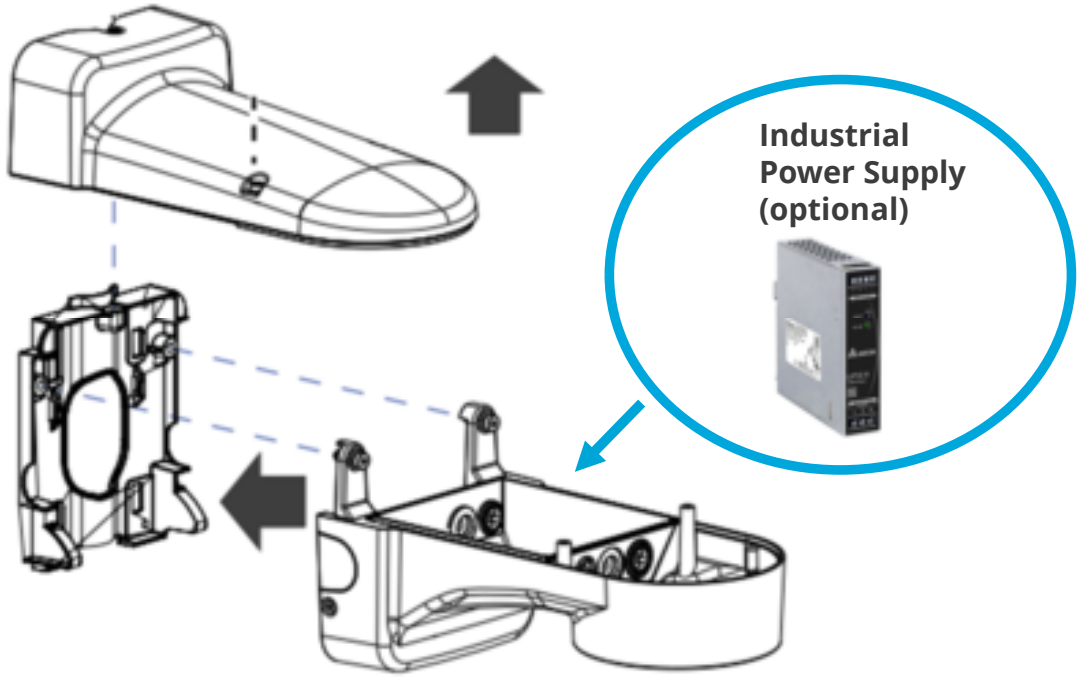
Easy installation wall mount - AM-21P



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LPR – Access Control

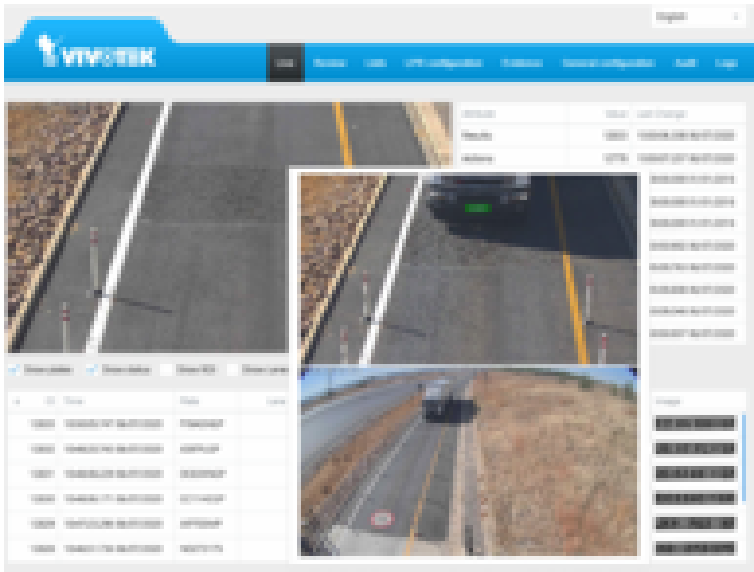
Edge LPR Solution

IB9387-LPR-V2

Embedded LPR Software, Wiegand Protocol, Widely Supported Countries

IP9165-LPR-V2Kit (Street)

License Plate Recognition Solution (60MPH/96km/hr), i-CS

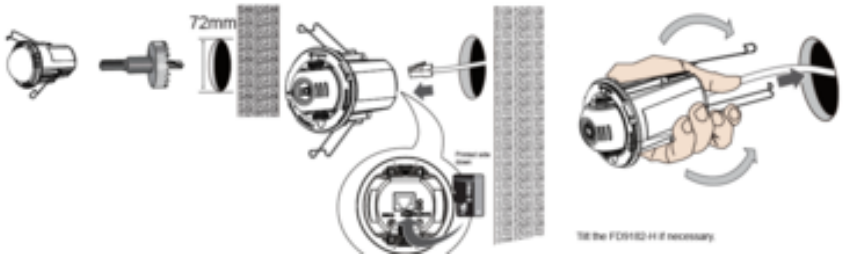


FD9182-H Recessed installation

Banking

Retail

Lobbies



Boutique shops

Confidential

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Mini Dome-FD9166-HN/FD9366-HV

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Panoramic Solution

YOUTUBE VIDEO

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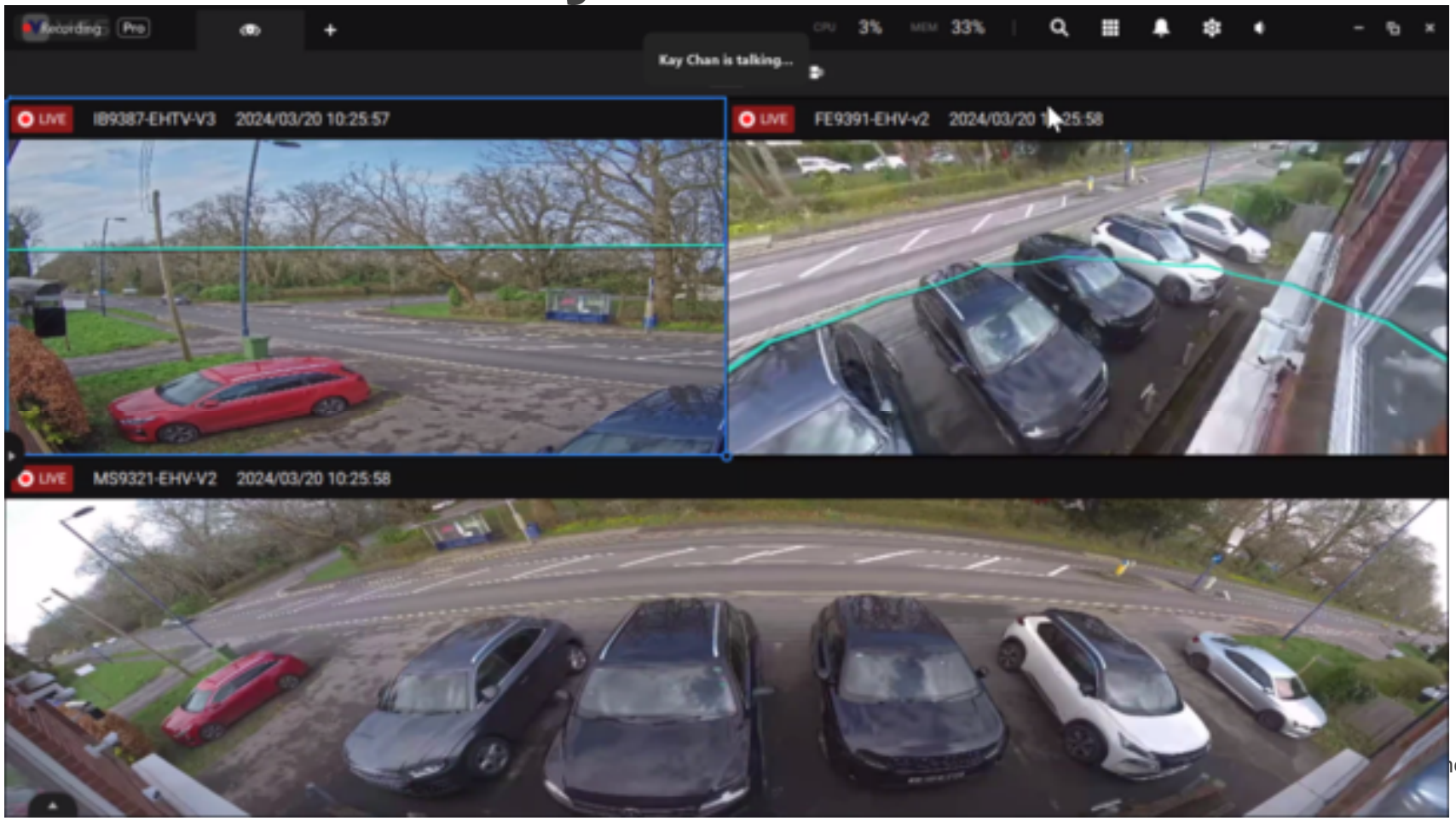
87-v3 vs Fisheye vs Panoramic



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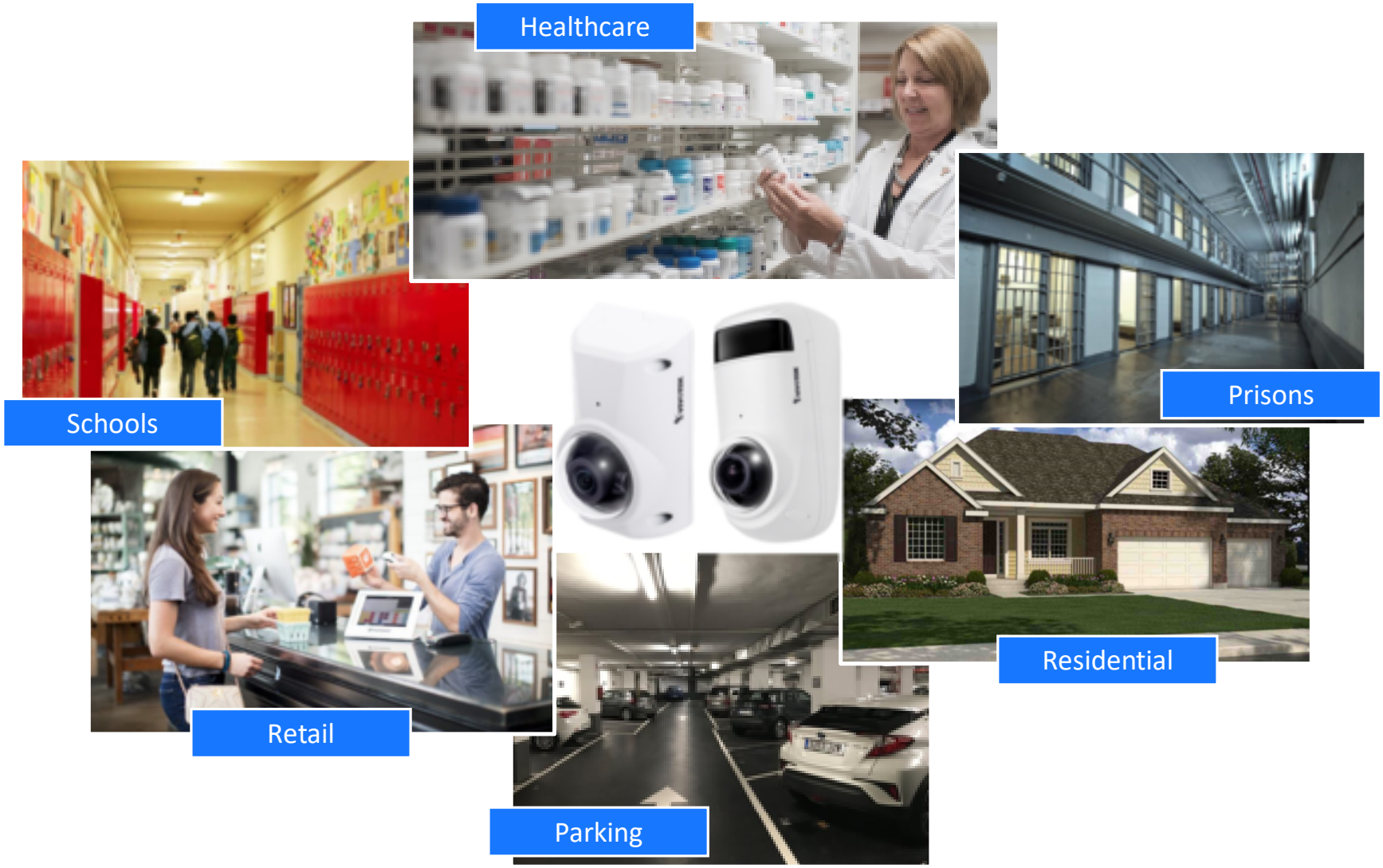
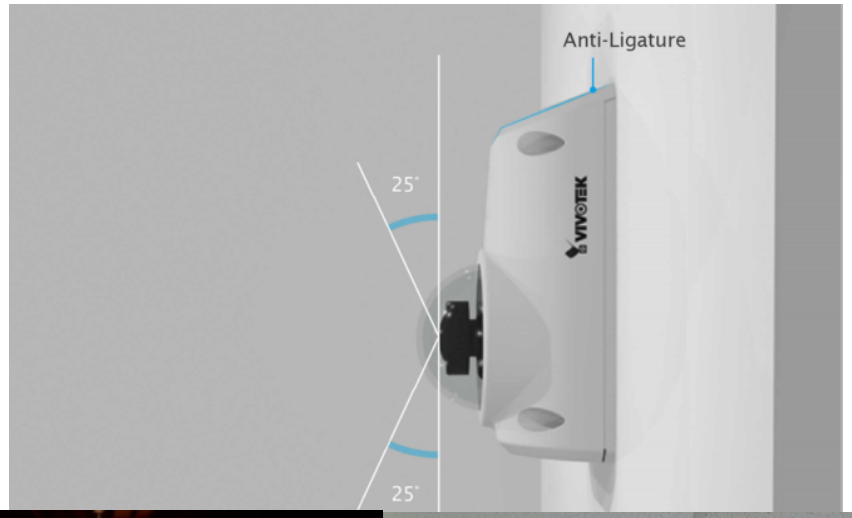
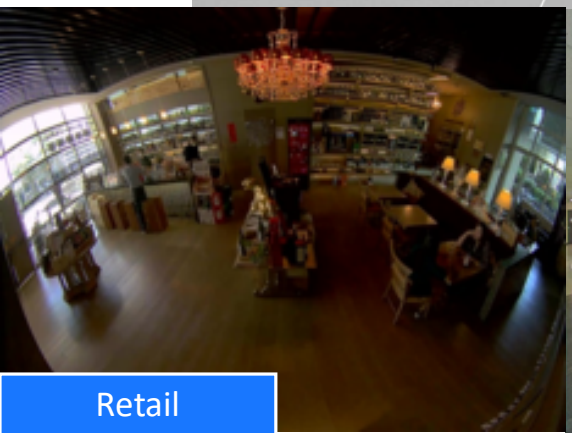
CC9380/81-HV – Target Markets

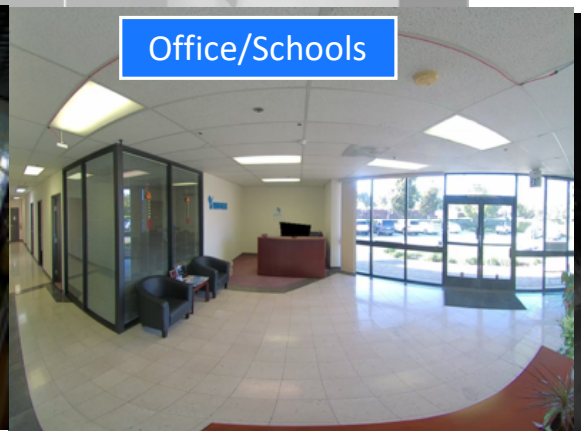


CC9380-HV/CC9381-HV Models – Single Fisheye Lens 180°

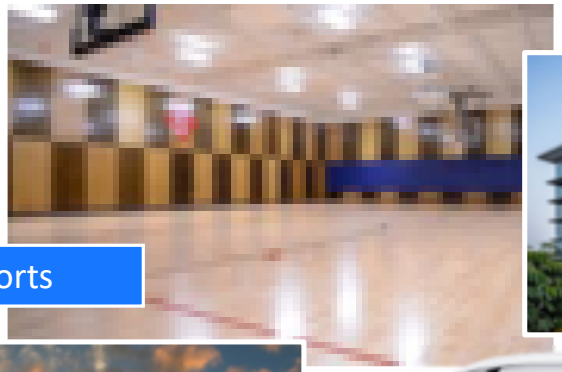
Both CC models are great for coverage up to 15m (VFOV 120°) inside and outside
-Ex. Retail, Residential, Education, Hospitality, Classrooms, Offices, Banking
-Emphasize the compact, discrete design of the CC models







MS9390-EHV-V2 – Target Markets



Sports

Commercial

Schools

Healthcare

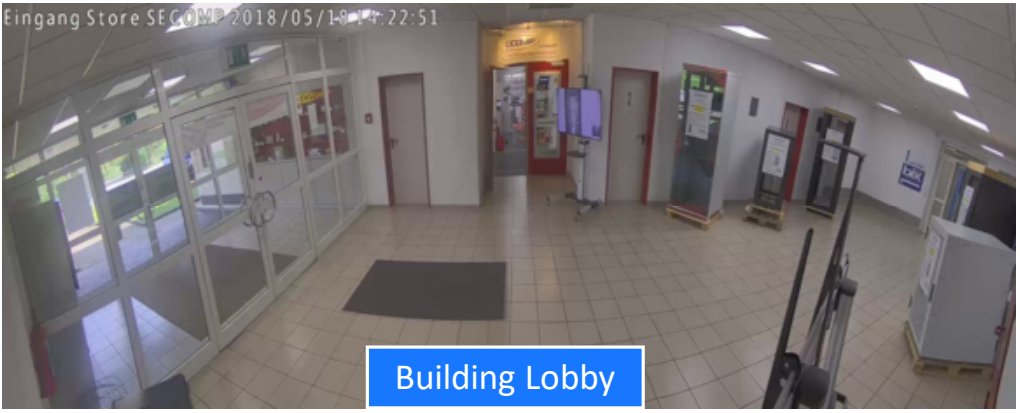
Parking

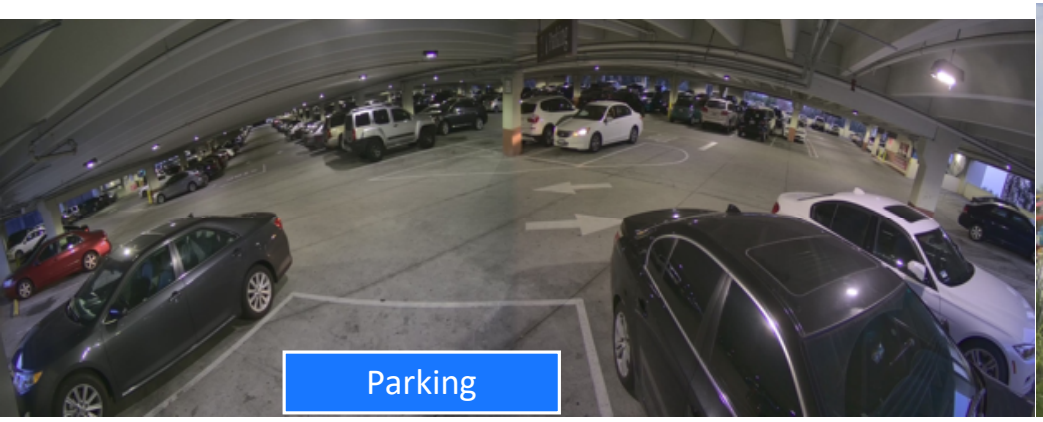
MS9390-EHV-V2 Model – Dual Lens 180°

MS Dual Lens Models are great for coverage from 10~20m (VFOV 50°)

-Ex. Transportation, Education, Parking, Industrial, Healthcare

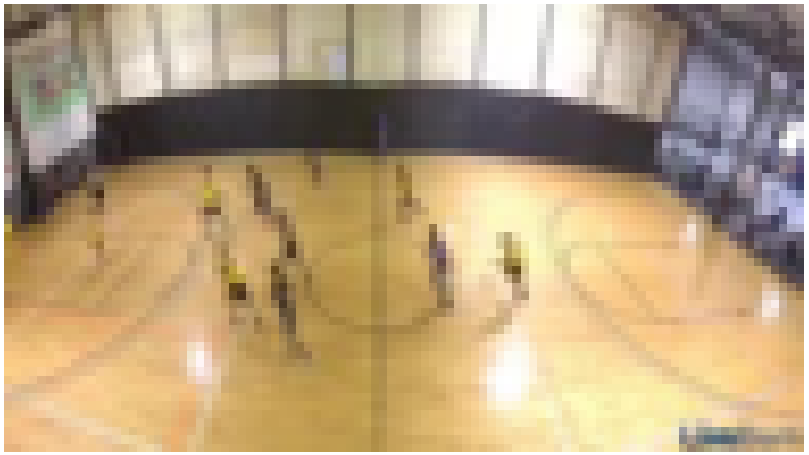
-Easy Install with built-in tilt and IR illumination





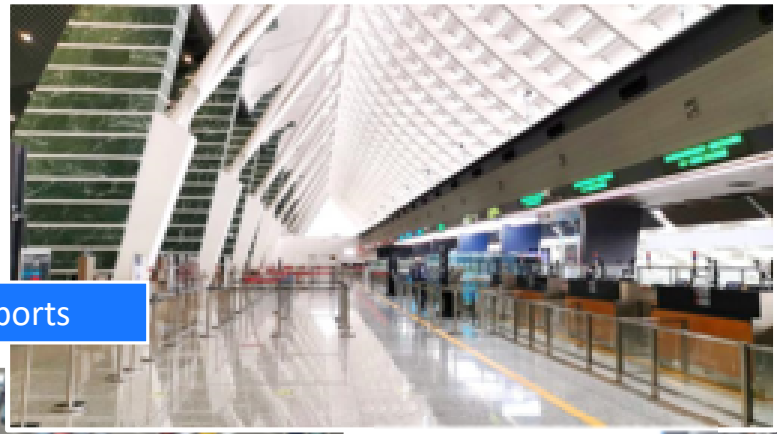
MS9390-EHV-V2 Model – Dual Lens 180°

LiveBarn uses our MS9390-HV to provide video for their subscription streaming service to enable coaches, parents, and players to view live and review sports



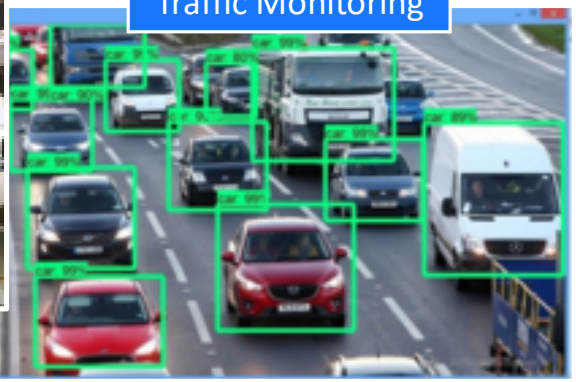
https://www.youtube.com/watch?v=ejlbj1lKi78
https://www.youtube.com/watch?v=_36OKeaJZo4

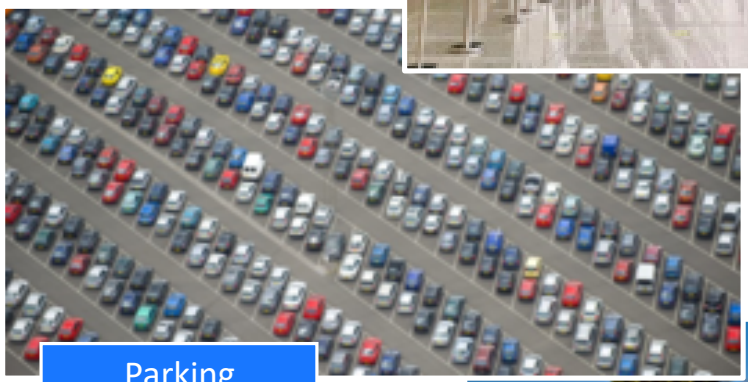
MS9321-EHV-V2 – Target Markets



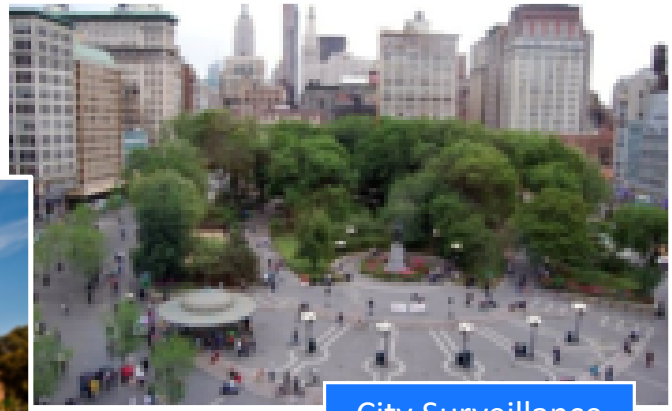
Airports

Traffic Monitoring

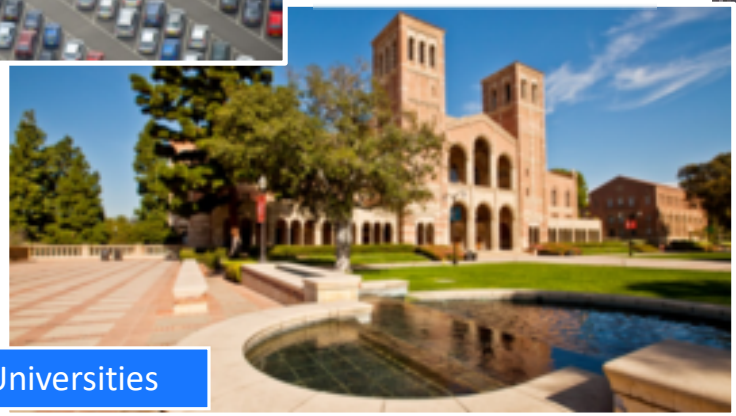




Parking



City Surveillance



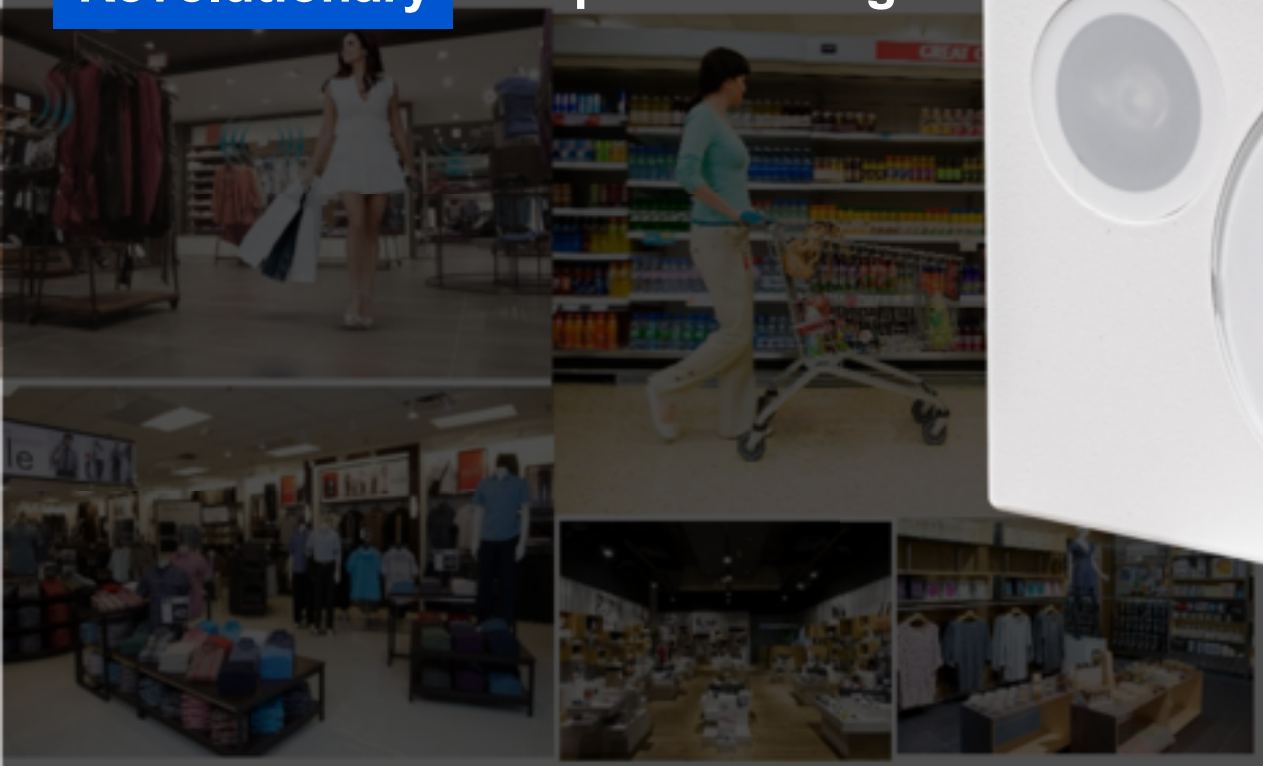
Universities

MS9321-EHV-V2 Model – Quad Lens 180°

MS Quad Lens Models are great for coverage beyond 20m (HFOV 65°)

SC9133-RTL

Revolutionary People Counting



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SC9133-RTL Advantage

=== AI Counting Sensor with Fisheye surveillance capability ===

1. **Excellent accuracy with Larger FOV**
2. **Trustworthy Accuracy with More Possibility**
   - **Flexibility**
   - **AI Classification (release with FW upgrade)**

*: Under Correction Installation & Setting for standard pedestrians.

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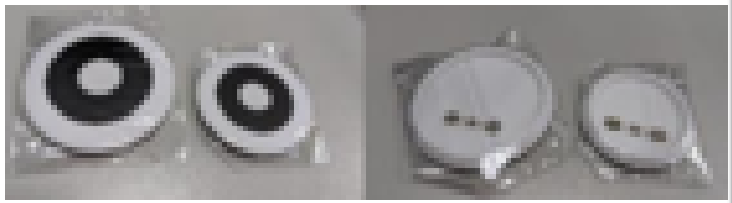
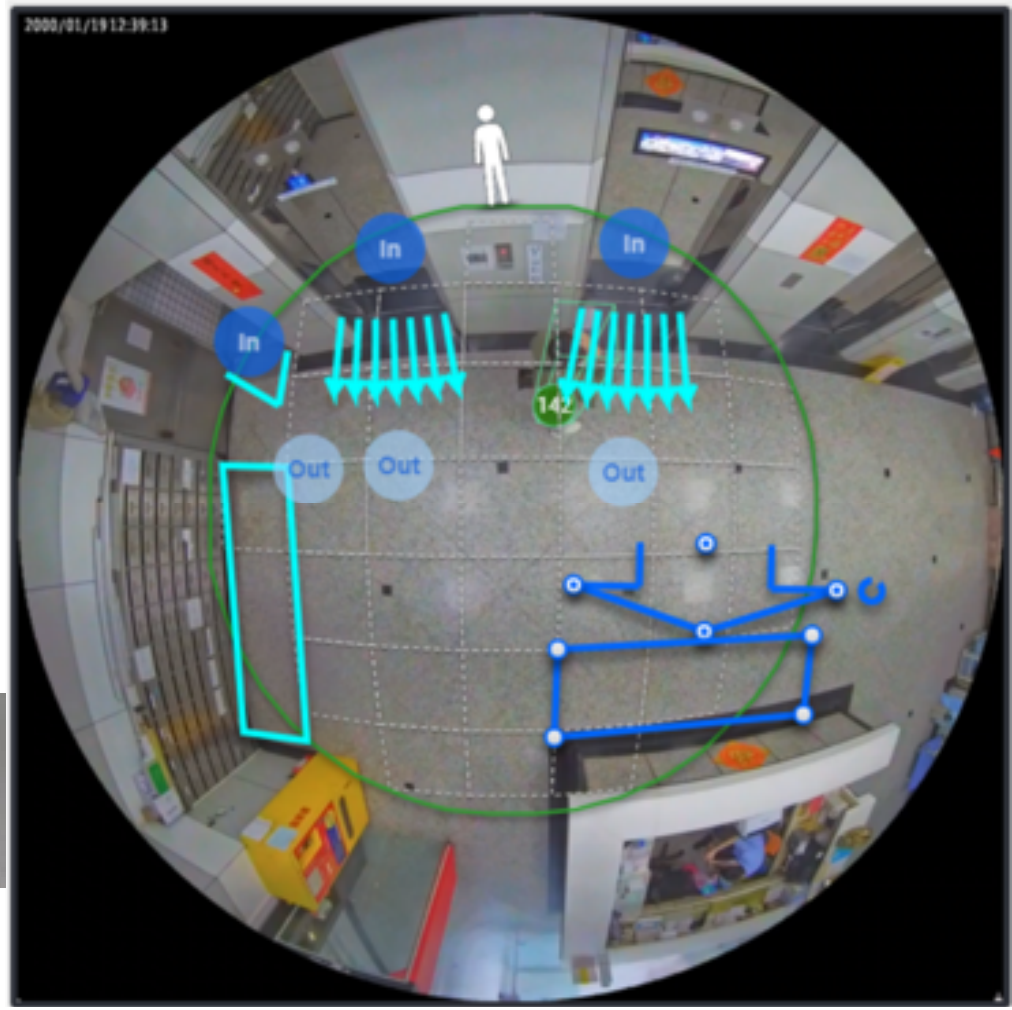
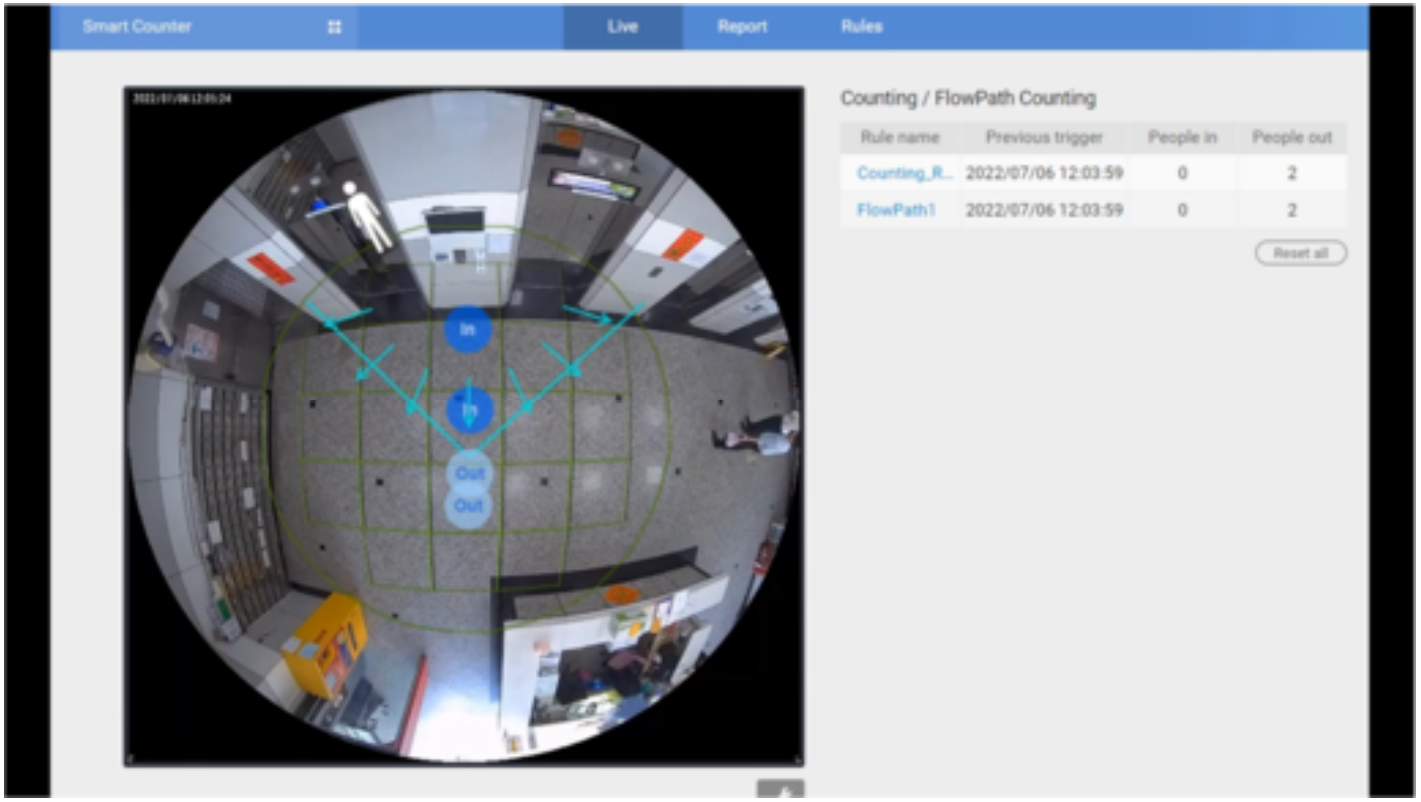
Flexibility

1. Excellent accuracy with Larger FOV
2. Trustworthy Accuracy with More Possibility
   - Different rules in same FOV
   - AI Classification
   - Queue detection
   - Staff exclusion





Demo



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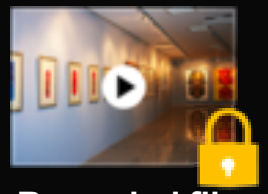
VAST Security Station

20k+ above

Monitor Substations

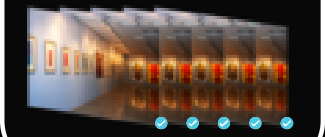
Broadcast

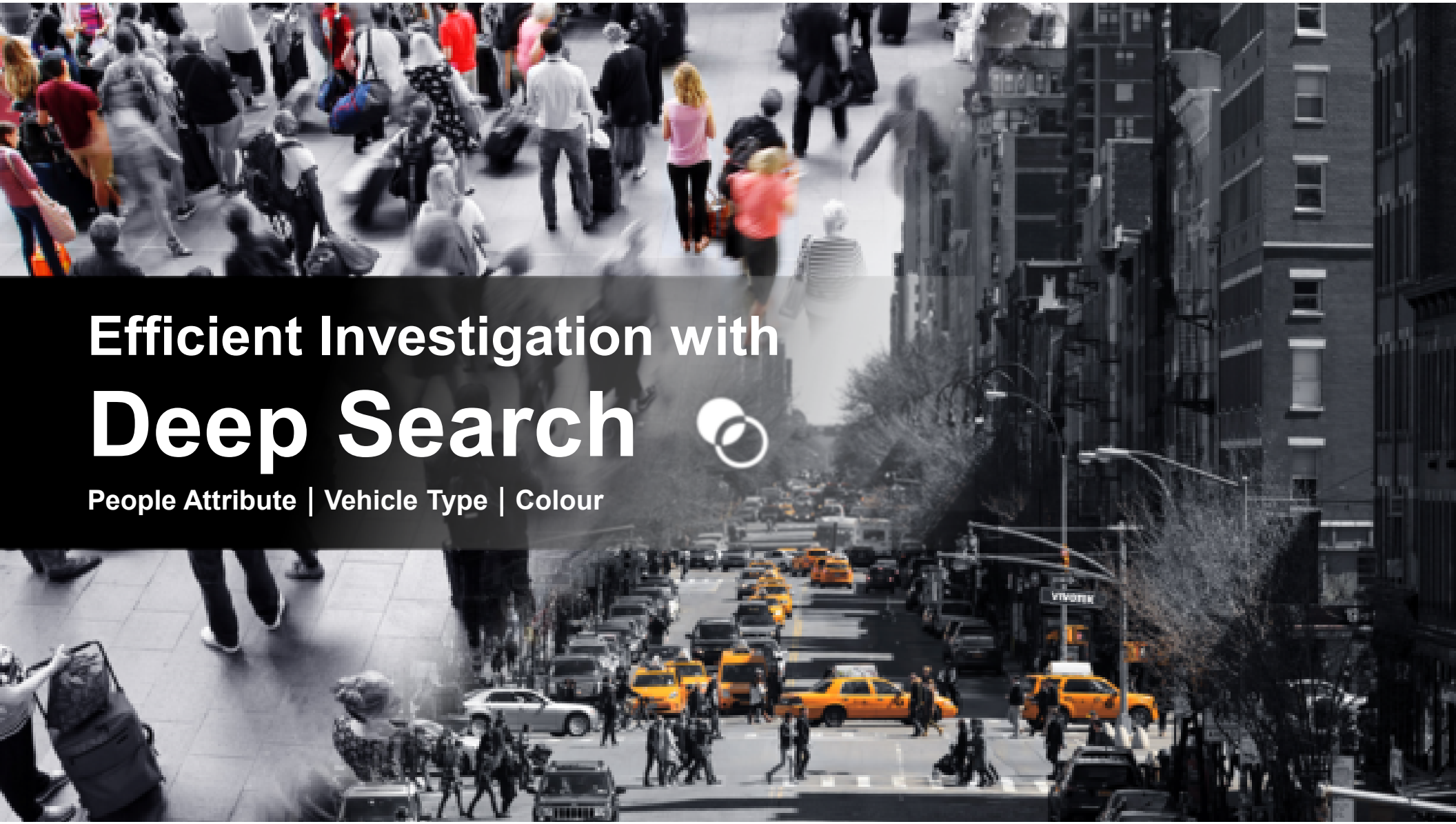
Encryption



Recorded file Encrypted

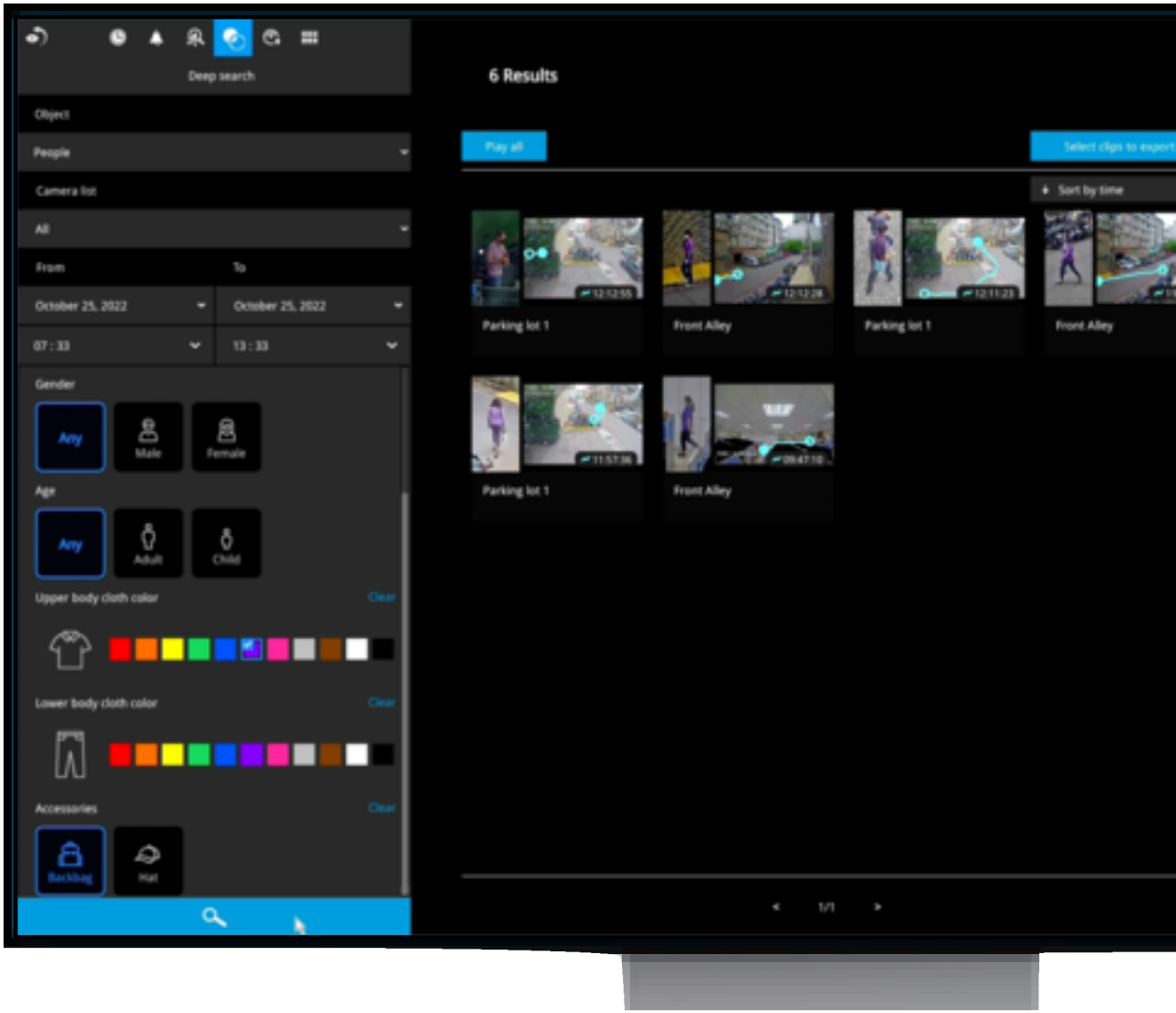
Digital Watermark




Efficient Investigation with
Deep Search
People Attribute | Vehicle Type | Colour

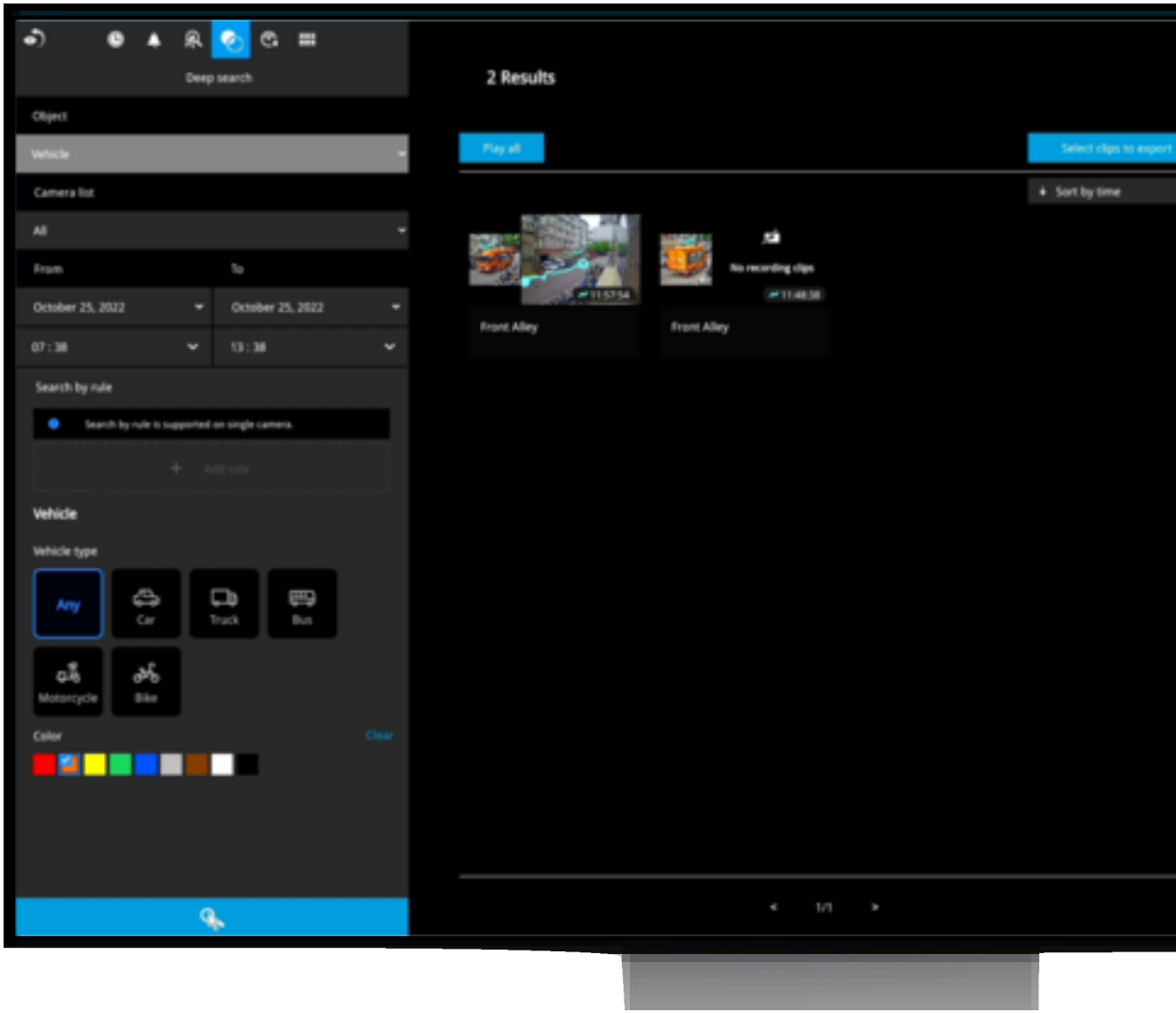
Find by people **appearance**

- Gender & Age
- Clothing Color
- Accessories



Find by vehicle **appearance**

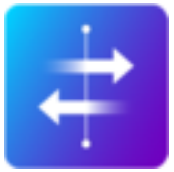
- Vehicle Type
- Vehicle Color



* Motorcycle and bike not supported with color filter.

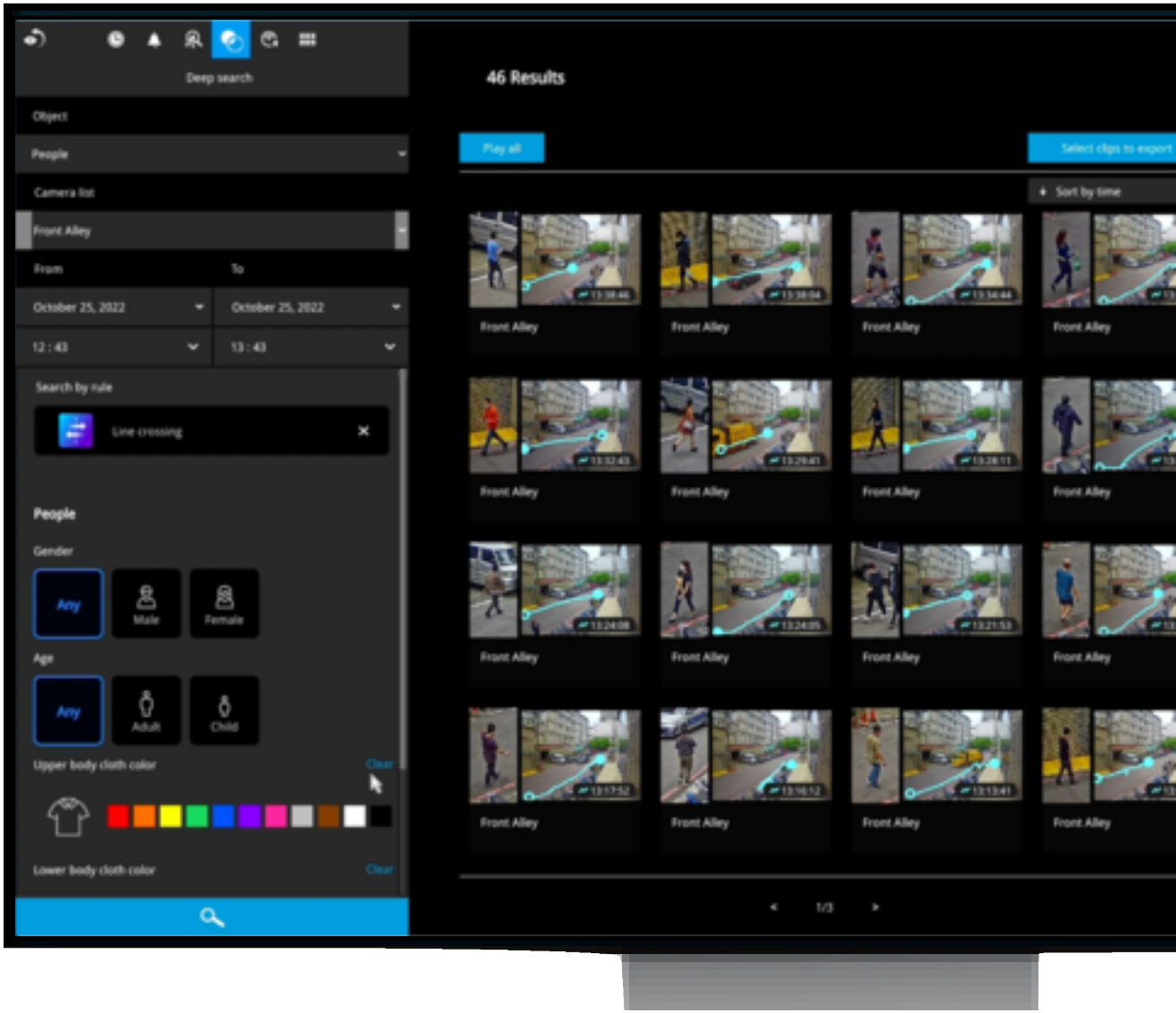
Find by its **behavior**

Intrusion



Line Crossing

Loitering



VIVOTEK VISION OBJECT ANALYTICS

People

Attribute extraction

- Upper body
- Lower body
- Hat
- Bag

Path extraction

Similarity extraction

Vehicle

Attribute extraction

- Car
- Truck
- Bus
- Motorcycle
- Bike

Path extraction

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A Delta Group Company

What you need:

VSS

NVR CORE+ AI

ND9326P

Genetec

milestone

https://www.vivotek.com/ai-driven/deep-search

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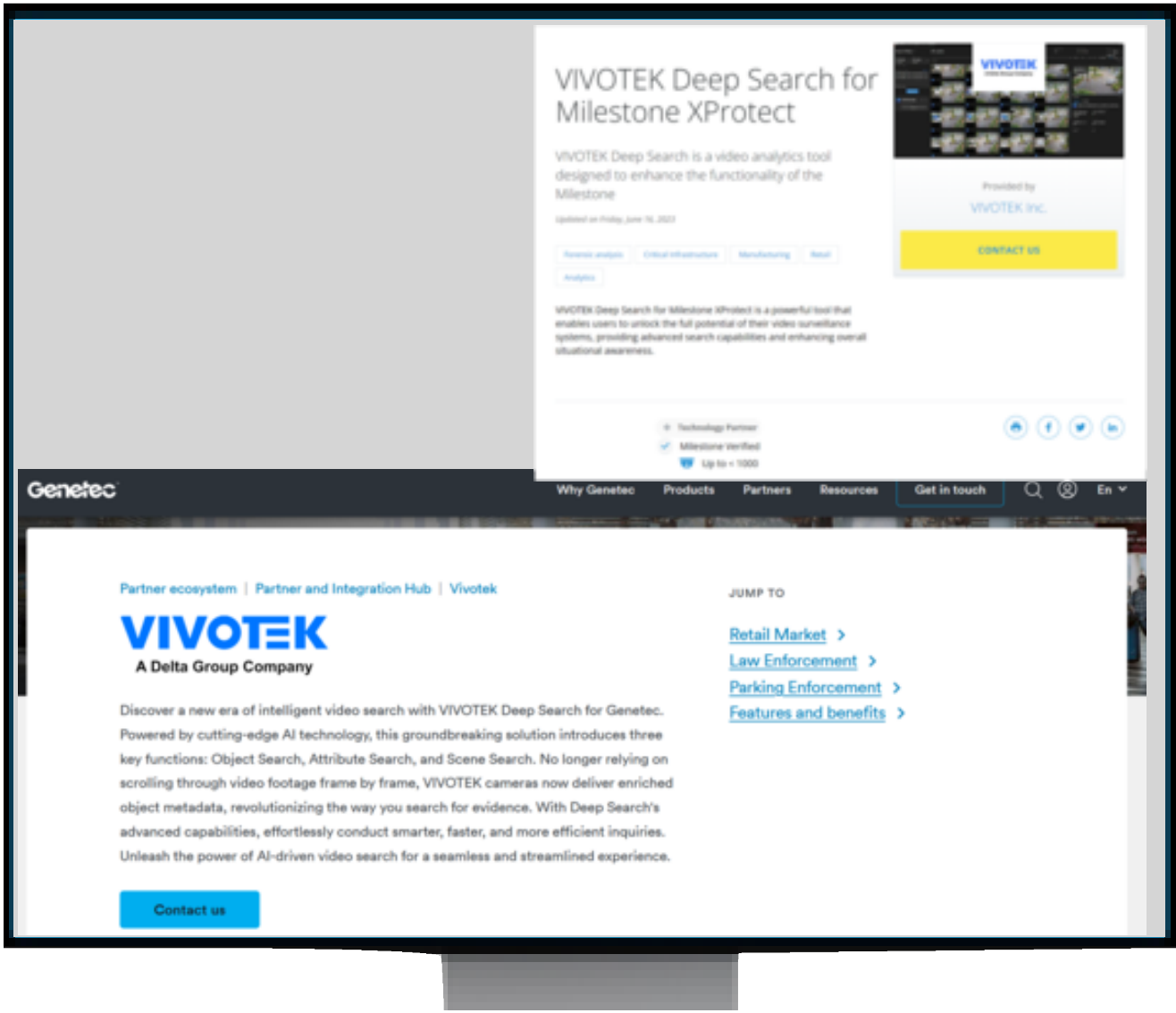
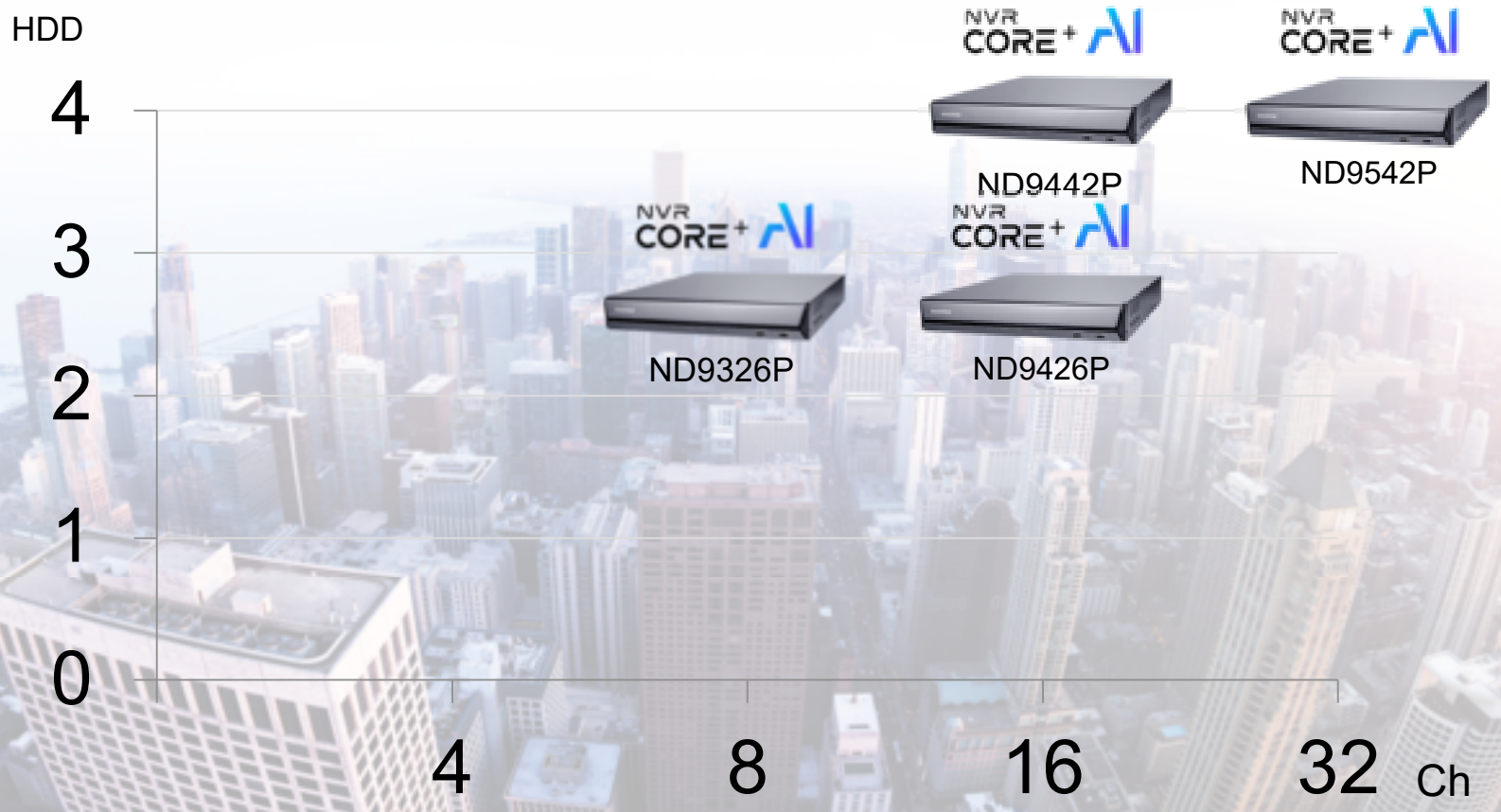
Deep Search:
Free plugin
for **Milestone** and
for **Genetec**



AI NVR: CORE+ AI series



PoE Solution

Unmanaged Switch (4-24 port + 2 combo port)

Unmanaged FE PoE Switch

Unmanaged GE PoE Switch

Managed Switch (8-24 port, up to 10G L2+)

Industrial VivoCam L2+ Managed PoE Switch

VivoCam L2+ Managed PoE Switch

VivoCam Web Smart PoE Switch

20xSFP-4xcombo-4x10G SFP+ L2+ Managed Switch

Outdoor Solution

Outdoor Unmanaged PoE Switch (2x95W/port, for Speed Dome)

Outdoor VivoCam L2+ Managed PoE Switch (4x30W/port, for bullet)

Cabinet Solution

PoE Enclosure

Injector

PoE Injector (indoor/outdoor)

Industrial Solution

Unmanaged PoE Switch

Managed PoE Switch

Media Converter

Poe Injector

Long Range Solution

PoE Extender (indoor/outdoor)

We Get The Picture

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