

Vicon Industries Inc. (631) 952-CCTV (2288) www.vicon-cctv.com

Special Interest Articles

New Collectors

From the Design Side



New Kollektor Strike and Kollektor Force Network DVRs Offer Best-Ever Value for Hybrid Systems

IP systems are, unquestionably, the wave of the future, but hybrid systems are where the market remains entrenched. Today's tough economic climate has customers carefully examining system costs as well as performance before making any investments in security. Vicon's recent introduction of an updated Kollektor line is intended to address both of these customer priorities head-on.

Two new models, named Kollektor Strike and Kollektor Force, offer faster and more

powerful video processing in a smaller chassis than previous Kollektor models, and do so at a significantly lower price. In addition, both models offer network connectivity, supporting local and remote IP and megapixel cameras as part of the open platform ViconNet Video Management System. They support 480 frames-per-second across 16 channels of video and are capable of supporting a future ViconNet release with H.264 encoding.

The Kollektor Strike stands a compact, 1 rack unit high; the Kollektor Force measures 3 rack units high. The larger Kollektor Force includes an analog video matrix with 4 local inputs to 4 local outputs as well as 16 analog video looping outputs. The Strike and Force are offered with internal storage configurations of up to 3TB and 5TB respectively. Virtually unlimited storage can be obtained by making use of external storage options.

Kollektor Strike units will begin shipping later this month. The Force units will follow later this year.



New Kollektor Strike (top) and Kollektor Force



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From the Design Side By Dick Koharik, Manager A&E Services

Are you tired of offering your customers only what they ask for, not what you know they really need? When designing access control installations for a location where an independent camera system already exists, the suggestion of integrating the two systems can ultimately deliver additional benefits to the end user and to your bottom line.

School buildings are an example of where an integrated system should be an imperative. These buildings are typically "locked down" after the start of the day to prevent unauthorized entry during times when the doors are not monitored. During these hours, an access control system allows school personnel to enter upon presenting a valid credential at the door. However, students and parents may also need to enter the building during times when doors are locked. Missing the bus and doctor appointments are just two examples of issues that come up every day. Sending a staff member to the door for all these late entries is just not practical.

A great way to monitor the door is to install an IP camera at the authorized entrance and allow school administrators to monitor the door using the Internet browser right on their computer.

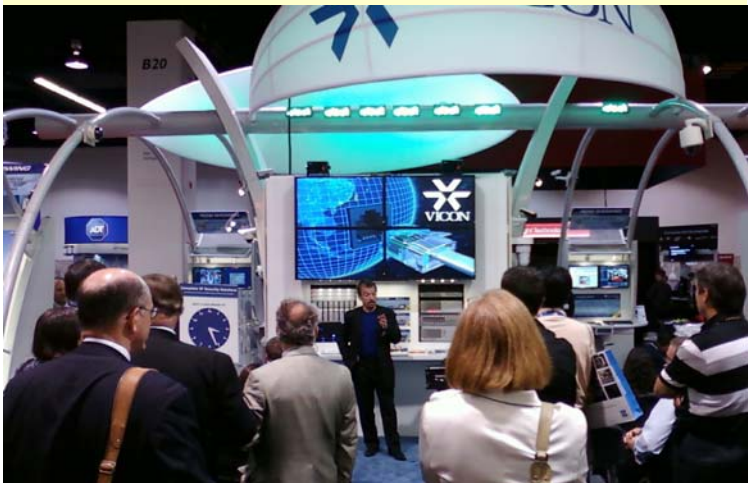
Vicon Dazzles 'em at ASIS

Crowds are Wowed by the Magic of Integrated ViconNet and Vicon SMS

Early reports show that traffic was down overall at this year's ASIS show in Anaheim, California, but you would never have guessed it by visiting the Vicon booth. Vicon kept the crowds coming with a presentation that was equal parts entertainment and education, intertwining facts regarding ViconNet and Vicon SMS capabilities with an amazing, engaging magic show. Plus, all participants left with their own three-card-Monte magic trick and directions on how to magically change a five of clubs into a Vicon Ace in the blink of an eye.

A complimentary happy hour at the Vicon booth during the first two afternoons of the show brought visitors back for a second look at our offerings and a chance to mingle with Vicon staff.

A follow-up campaign targeting all booth visitors is now in the works and Vicon staff is confident that the impression made at the show will have lasting, positive effects both on corporate image and, ultimately, sales.



Vicon Protects London's History

The Museum of London, one of the world's largest social history museums, houses an incredibly diverse collection that ranges from prehistoric archaeology to cutting-edge fashion. However, "variety" was not the priority of Steven Cox, the museum's Head of Security when he sought



a single source provider to deliver an updated system to protect these priceless artifacts. "It made sense to see if we could single-source the CCTV hardware to ensure full compatibility of all the component parts."

"We were looking for a system that could operate efficiently and reliably across our network as well as offering long-term expansion capabilities," Mr. Cox explained. The museum, which welcomes visitors at three separate locations across London, would require local monitoring at each location during open hours and remote monitoring from a centralized control room at night.

The Vicon system that was ultimately chosen includes over 120 Vicon dome cameras installed across the three sites, 11 Kollector Elite network DVRs and one Vicon NVR, all connected over the museum's IP network. A ViconNet Virtual Matrix Controller provides a convenient viewing interface at the control center, providing the functionality of a traditional matrix switching system along with the advantages of digital video management. The system monitors activity both inside and outside the buildings, with weatherproof Surveyor domes being used in exterior locations exposed to the elements.

"The key to the success of this project has been its flexibility" explained the museum's Mr. Cox. "The networkability of the Vicon system has put us in total control of what we want to do with the CCTV system."

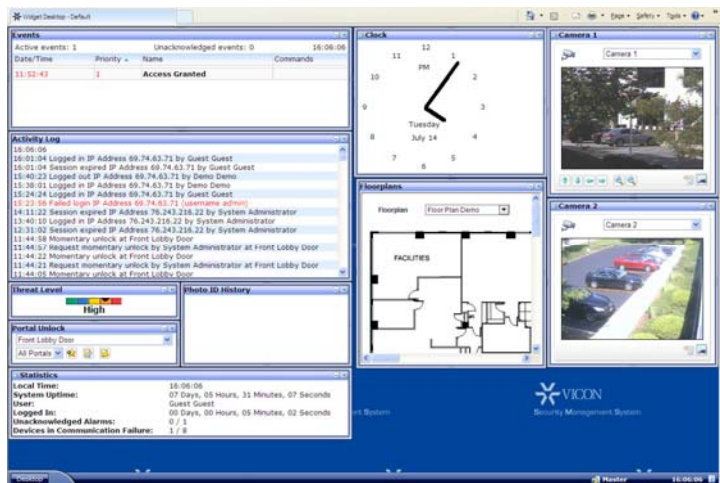
Whatsawidget?

Vicon SMS, Vicon's new access control software, has a terrific new widget-based interface. But, you ask, what's a widget?

Widgets are the moveable, scalable web-based "windows" that can be arranged on a single desktop to provide a customized interface that provides exactly the information each user desires. You may be most familiar with this concept from Yahoo!® and other web portals that allow you to pick and choose what content appears when you log in. Email, various news feeds, local movie listings, local weather and sports scores are just a few examples of the "widgets" that portals like Yahoo! offer. Plus you can physically size and position each widget as you like, so that the most important information appears where it's most visible.

In the case of Vicon SMS, the new widget interface allows you to choose which security-related...and non-security related...information you want to see. For example, one SMS user might want to view two live cameras feeds, an interactive map of the facility, a log of recent activity in the parking lot and at the employee entrance, and a current weather report. Another SMS user might prefer to see a badging widget that displays photo identification of employees as they swipe their cards to enter and exit the building as well as corresponding video of each event. Each licensed user of the SMS system can store his or her customized, widget-based GUI so that, upon logging in, the appropriate information is immediately displayed.

Because more and more security applications are making use of a web-based interface, the widget desktop is particularly useful for monitoring integrated systems. For example, a license plate recognition application that can be accessed via the web may be viewed within the Vicon SMS GUI, creating a complete, physical security information management solution, or PSIM, that far extends beyond the basic capabilities of either traditional access control or video surveillance.



Updated ViconNet Brochure Stresses Software, Includes New Components

The ViconNet 5.0 tri-fold brochure, which provides a succinct overview of the system's capabilities, features and components, has been updated to better highlight ViconNet's open platform software and its potential for use as part of an NVR-based solution. In addition, new products are represented, including the Kollektor Strike and Kollektor Force, new storage solutions and the Surveyor Mini IP dome.



Contact the Vicon sales department to request your copies.

Vicon Named to List of Fastest Growing Small Public Companies

If you missed seeing the August issue of Fortune Small Business, you may not have heard the exciting news that Vicon has been named #49 on the Fortune Small Business list of fastest growing small public companies. Qualifying companies were ranked based on earnings growth, revenue growth and stock performance over the last three years.



You can read the accompanying article and view the entire list of named companies online at

<http://money.cnn.com/magazines/fsb/fsb100/2009/>

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ViconNet Provides Drive-Thru Surveillance to New Jersey DMV

In New Jersey, the drive-thru isn't just to load up on burgers and fries. All 33 locations of the New Jersey Department of Motor Vehicles provide drive-thru facilities for conducting routine vehicle inspections. And now, those drive-thrus will be under surveillance, 24/7, courtesy of ViconNet IP systems.

Each location is being outfitted with multiple Vicon IP cameras located along the length of each lane within the inspection station and with an NVR running ViconNet Video Management Software. Cameras provide video feeds to the NVR, which allows security operators to remotely view and control each camera as well as search and playback recorded video on demand. A combination of fixed and PTZ camera domes are used along each lane, allowing operators to zoom in and focus on any curious situations or activities that require attention.

The ViconNet systems are used to protect employees from false charges that damage or theft may have occurred during the inspection process, as well as to verify when illegal or improper activities actually do happen, including those times when the DMV stations are closed.



Do You Have Our Latest Price List?

If the cover doesn't say "Effective August 1, 2009, Revised September 11, 2009," then you don't.

The most current Vicon price list includes many new additions, including the NVR Shadow with internal RAID, network storage devices (iSCSI VN-SAN RAID), all cameras released in the past eight months, the complete Pilot matrix line and the new partitioning option available for Vicon SMS access control systems. It also includes the new, reduced pricing for ViconNet NVRs.

Contact your Vicon Sales Representative to obtain a copy today.



From the Design Side, continued

A browser-based access control system allows them to speak with the person at the door, view them via the camera feed and then allow them to enter with the simple click of a mouse. The system also shows if anyone unauthorized follows the approved person into the building and preserves a record of the entire event. Plus, Vicon's SMS system - if used in this example - would offer a true audit trail, including a text entry describing why the entrance was permitted.

You can easily extrapolate this installation concept to a business setting. And, in a corporate environment, other advantages would exist. An integrated system can prevent theft, may aid in energy savings (i.e., doors will not be left propped open), and contributes toward a feeling of greater safety among employees and visitors.

The next time you are working with an end user who is expressing a specific need, be sure to ask questions that allow you to determine how you can provide added value.

Every business and institution has security and personnel issues that can be solved by integrating access control and video. An integrator that offers expected solutions gets work. An integrator that offers great solutions makes better margins.

Visit the Vicon SMS section of our web site, www.vicon-cctv.com, for more information.

About Our Company

Vicon Industries Inc., listed on the NYSE under the symbol "VII," designs, manufactures and markets a broad line of products used in integrated video surveillance systems. Vicon's marketing development efforts focus on today's leading edge security technologies including digital recording and IP video solutions, matrix controls, cameras, monitors, mounting accessories, remote positioning devices and fiber optic equipment. The company's products are used in a variety of surveillance, security, safety and control applications, in banks, gaming casinos, traffic control, hospitals, retailing, multiple commercial and industrial installations, etc. Visit us online at www.vicon-cctv.com.