



VICON
vicon-security.com

Company and Product Introduction

This information is confidential and is not to be provided to any third party without Vicon Industries Inc. prior written consent.

Why Vicon?

Nearly 50
Years of
Video Security
Experience

Stable, publicly-held company; recently merged with IQinVision

Complete
Solutions
Provider

Knowledgeable staff provides a convenient, single source for support of all system components and software

Professional
Services

Out-of-factory pre-configuration of components, training and field engineering support



Video Management Solutions

ViconNet VMS Software

3 Tiered Levels: JUMP, ZONE and PEAK



HDExpress NVR

Plug-and-play
NVR for HD
cameras



ViconNet NVRs

NVRs preloaded with
ViconNet software



Hybrid DVRs

Kollector Strike
Kollector Force



Encoders

16-Channel H.264 Encoder



Decoders

VMDC
VN-Decoder-2



Storage Management

Extended Storage



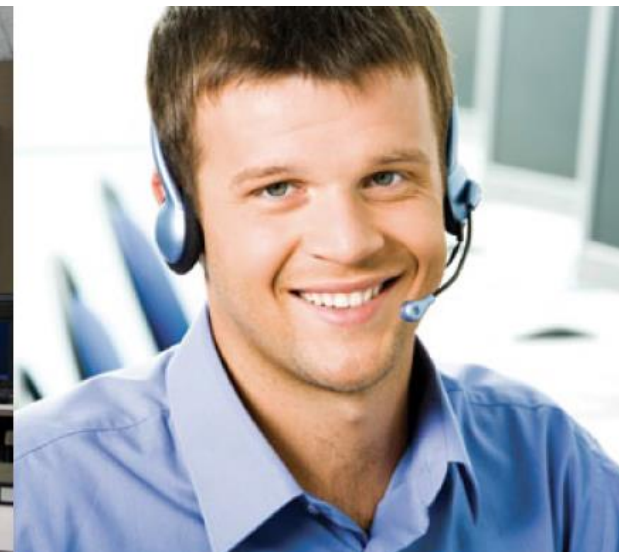
Professional Services

Pre-Configuration
Field Engineering
Training



Dealer Certification

- There are over 500 authorized resellers in North America
- Comprehensive, hands-on training is provided at our facility at NY headquarters and locally
- System design services and in-field technical support



Merger with IQinVision

Vicon

- Complete Video Solutions
 - Enterprise VMS
 - IP & Hybrid NVR's
 - Analog DVRs
 - Encoders
 - ***OEM Cameras***

IQinVision

- Full line of MP Cameras
 - Environmental
 - Bullet and Dome
 - Small form factor options
 - New 12 MP Development
- Internal Development
- Certified with primary VMS companies

Moving Forward.....

Corporate Structure

- * Vicon remains the corporation
- * Vicon Stock issued to IQ investors
- * Corporate headquarters remains in NY
- * All stock, shipments and corporate administration in NY
- * California office will remain as sales support and camera engineering COE

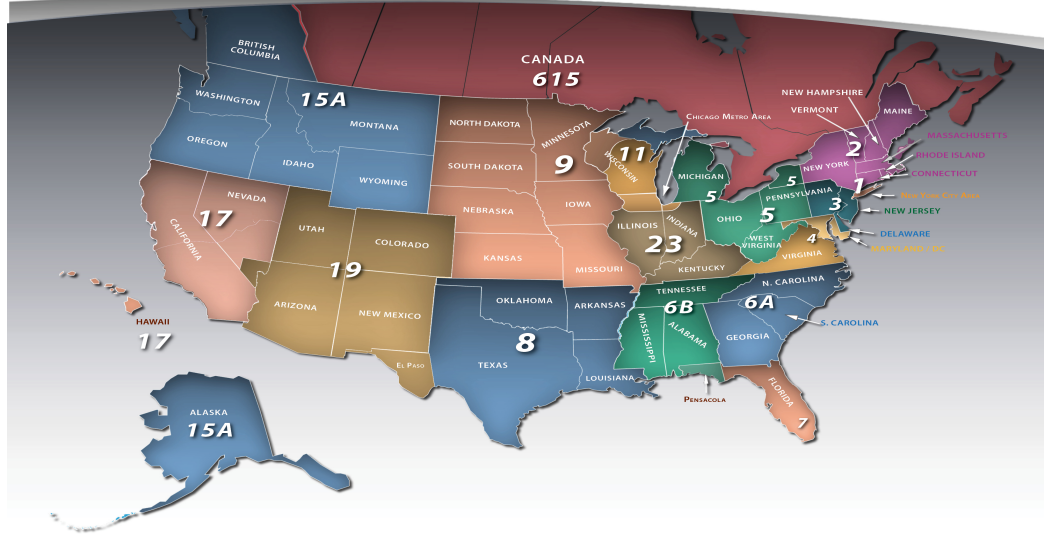
Branding

- * Vicon corporation will be the sole company name
- * IQinVision company name will no longer be used
- * IQeye will be the premiere camera brand promoted and sold by Vicon

Sales Strategy

- * Maintain both “solution sale” and open platform camera sales for use with alternate VMS platforms
- * Develop strong Distribution partners and migrate current direct-to-VAR business to Distribution
- * Replace current Vicon OEM cameras with IQeye brand

Vicon Territory Map



TERRITORY/AREA	OUTSIDE SALES/MFG. REP	TEL/CELL NO.
1	Rupper Associates, Inc. Gerry Rupper gerry@rupperassociates.com	Tel: 631-264-3221 Cell: 516-448-5515
2	Ryan Mellow rmellow@vicon-security.com	Cell: 610-639-9750
3	Douglas Stadler dstadler@vicon-security.com	Cell: 484-949-1996
4	Ron Lapsley rlapsley@vicon-security.com	Tel: 540-868-9530 Cell: 703-562-0938
5	Kyle Finefrock kfinefrock@vicon-security.com	Tel: 440-539-8688
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6B	Michael Rose mrose@vicon-security.com	Tel: 251-650-1494 Cell: 205-215-0301
7	Randy Schulman rschulman@vicon-security.com	Tel: 561-790-5950 Cell: 561-602-6351

TERRITORY/AREA	OUTSIDE SALES/MFG. REP	TEL/CELL NO.
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11	Michael Kosinski mkosinski@vicon-security.com	Cell: 630-310-4026
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23	Pete Hall phall@vicon-security.com	Cell: 317-441-2955

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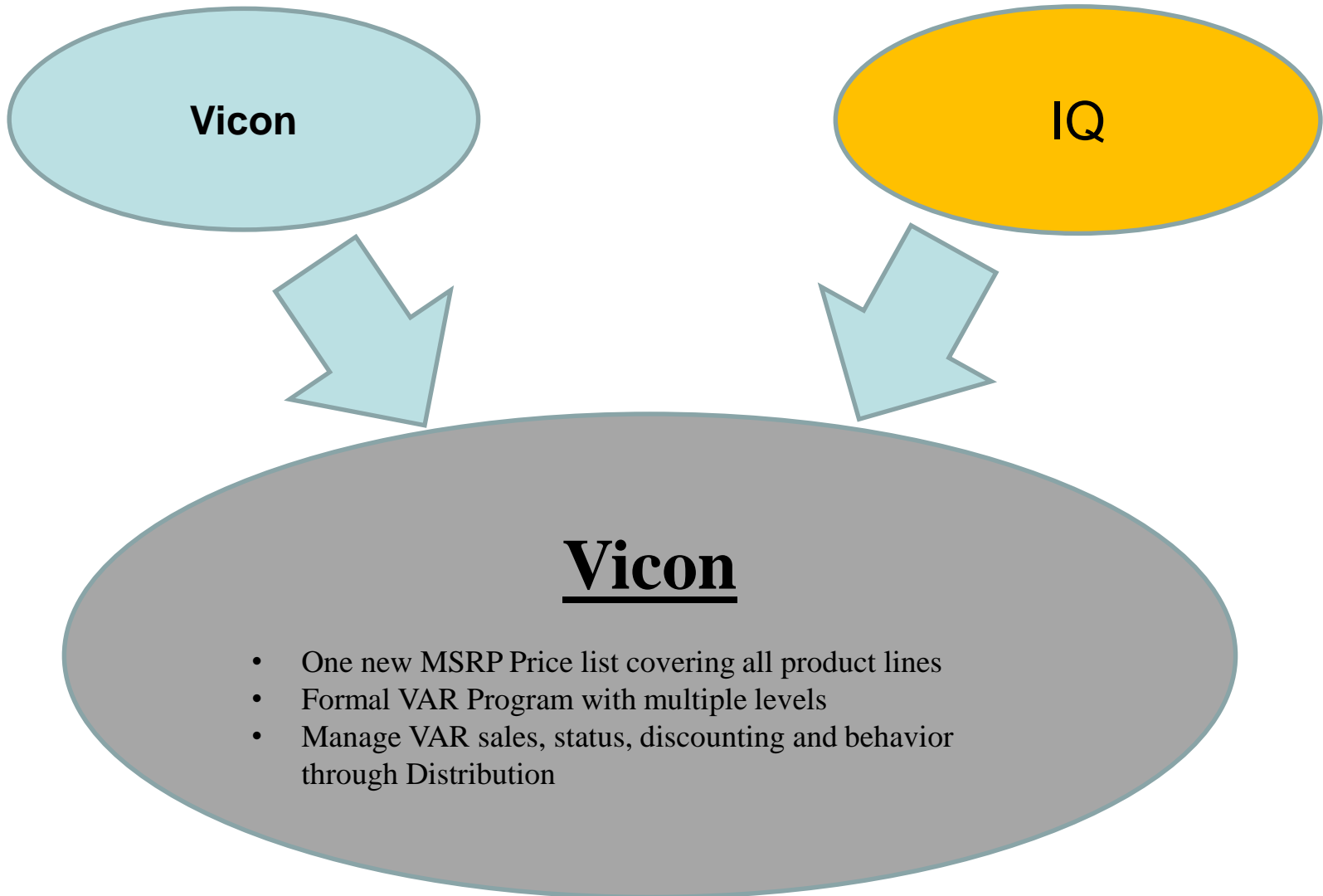
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Current Pricing Models

- Vicon current Pricing
 - Published: User & Dealer
 - Most VAR's buying direct at 26% off Dealer
 - Hand full of "Platinum" accounts buying at 29%
 - Correction and Enterprise projects bid up to 34% off Dealer
- IQ
 - Published MSRP
 - VAR's buying through Distribution and Direct (60/40)
 - Discounts off MSRP range from 30% to 45%
 - CSC currently buys at 42% off MSRP.

New Pricing Model



Value Added Reseller Program

Silver

- **Basic registration with Distributor**
- **Basic products (non system)**

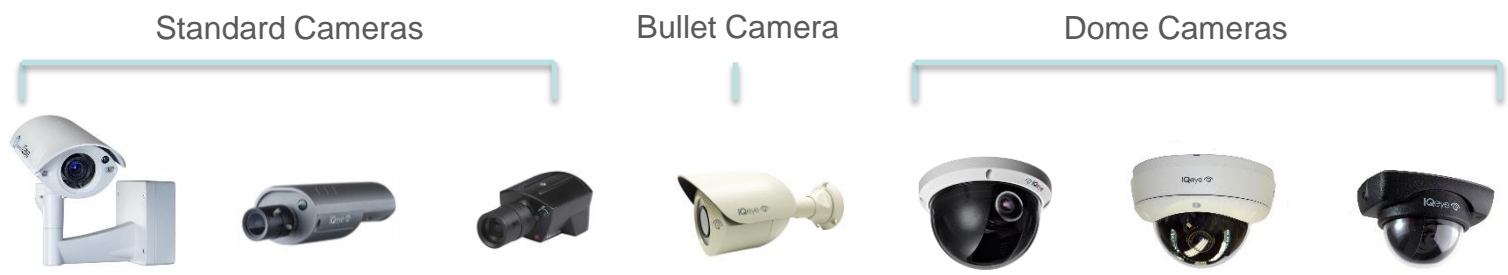
Gold

- **Authorized by Vicon RSM**
- **Online training**
- **Sells & Supports other VMS & IP solutions**

Platinum

- **Certified by local Vicon RSM**
- **Attends & Maintains certification training**
- **Vicon is primary video provider**
- **Minimum \$ per year requirements**
- **Promotes and Sells IQ cameras when possible**
- **Sells & Supports other VMS & IP solutions**
- **Enterprise solution capabilities**

IQeye Camera Line Overview



	Sentinel	7 Series	3 Series	R5 Series	Alliance-pro	Alliance-mx	Alliance-mini
5 MP	IQ865NE	IQ765NI			IQA35N	IQM55NR	IQD55NV
3 MP	IQ863WE	IQ763WI		IQR53NR	IQA33W	IQM53WR	IQD53WV
2 MP HD1080p	IQ862WE	IQ762WI	IQ032SI	IQR52NR	IQA32W	IQM52WR	IQD52WV
1MP HD720p	IQ861WE	IQ761WI	IQ031SI	IQR51NR	IQA31W	IQM51WR	IQD51WV
VGA SD480p			IQ030SI				