MAKE THE
WORLD SEE

milestone

Axis & Milestone Kite

The ideal VSAAS Solution

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COMPUTER
PERIPHERALS
INTERNATIONAL

Milestone Official Distributor

Milestone Systems

Leading the market

Milestone Systems
is a global leader within open platform video management software (VMS) for IP network-based video surveillance

26 YEARS
OF INNOVATION

PART OF THE
Canon
GROUP OF COMPANIES

WORKS BETTER TOGETHER

Scalable **Proven** **Seamless**
INTEGRATIONS

13,000+
DEVICE INTEGRATIONS

Milestone Offer customers a flexible, scalable, future-proof video management solution

Milestone at a glance

28
Countries

1,300+
Employees

70+
Nationalities

11,000+
Resellers & Integrators

13,000+
Devices supported

2,500+
Technology partners

500,000+
Customer sites

Scalable

On Prem

Cloud

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Milestone Kite™
The simple way to secure your business

Milestone Kite™

A cloud-based video management solution that's easy to set up, use and scale.

Designed for small to medium-sized businesses and organizations

Offers essential video security and analytics functions

Ideal choice for single or multisite organizations.

Milestone Kite is relevant in two segments

Small to medium-sized organizations

Single-site customers who are interested in surveillance in case of incidents

- Retail with an inventory of value
- Offices with basic surveillance needs
- Smaller public institutions
- Small public venues (service and entertainment)

Multisite organizations

Customers who have multiple sites – either fixed, growing or temporary

- Retail or franchise businesses with a need for plug-n-play security on small sites
- Business with flexible locations e.g., construction sites
- Integration to XProtect
- Want a unified solution that can be accessed from anywhere

Small Business Owner – Jewelry Store

As a jewelry store owner, security is of the highest importance. We need our surveillance installation to be discreet, as we have a small floor plan.

I don't want to have to pay for and maintain bulky server equipment to keep my shop, customers, and staff safe and secure.

My staff and I are not IT experts, so we need something simple and effective.

I need a system that can scale, as I am investigating purchasing other jewelry stores around the city.

Director of Security – Gym Chain

I am the Director of Security at a gym chain.

We need a system that allows my team of operators to centrally manage security for our premises spread across the country. All footage and alarms are managed centrally. Our contracted security guards are then dispatched to particular premises when needed.

Director of IT – Gym Chain

I am the Director of IT at a gym chain. We have 300 gyms across the country.

We want a system that allows us to minimize the amount of time my system administrators need to spend onsite at each gym. We would also like to avoid spending time updating software on our 300 sites. This is very costly for us.

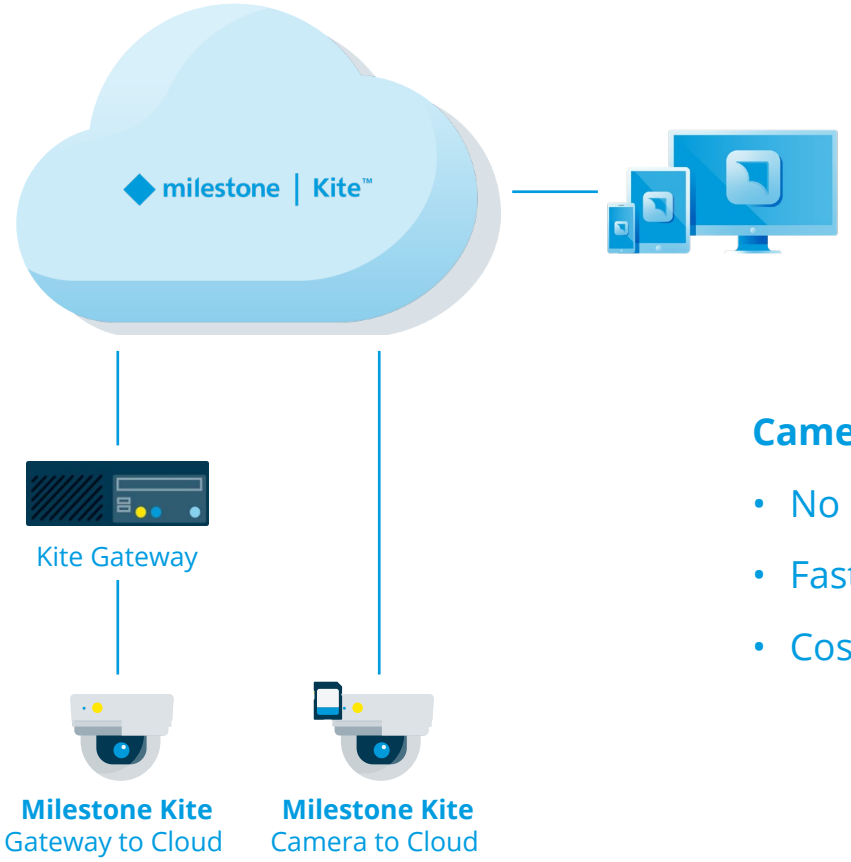
We are interested to learn how we can combine a cloud solution for our gyms with a standard on-premise VMS solution at corporate headquarters.

Milestone Kite

How does it work?

Adapts to your needs

Choose your installation type for any site requirement



Gateway to cloud:

- Use your existing cameras
- Choose from 6000+ camera models
- Cost-efficient for larger sites

Camera to cloud:

- No need for any Gateway on-site
- Fast and easy deployment
- Cost-efficient for smaller sites

Get flexibility in your video security

Mix and Match

Cloud storage

For locations with unconstrained Internet access and/or need for redundancy.

All video storage in Cloud. Short-term buffering in Gateway.

Edge storage

For locations with constrained Internet access.

All video storage in Gateway.

Camera to Cloud

For greenfield locations and/or where onsite hardware is impractical.

All video storage in camera.

- Video storage
- Short-term buffering
- Kite Gateway
- Camera
- Camera with SD card

Audio Support

Live two-way Audio

Engage in live two-way audio to enhance your situational awareness by listening and speaking through supported devices while monitoring and managing events.

- Live streaming of audio through the web app
- Listen from a network device microphone
- Speak out to a network device speaker

Audio Device Support:

Axis (VAPIX®) network speakers, horns, audio modules, and cameras with built-in audio sources.

Access control

Fully integrated solution

Sync door access events to security video using Genea integration. When access is attempted, the event or notification will appear in the Milestone Kite platform.

Supported door controllers

Genea Access Control	• Fully embedded in the VSaaS service
	• Map live cameras directly to doors.
	• Lock, unlock and “Quick Grant” doors from your Kite dashboard
	• Search and add filters to find specific access events.
	• Export and share access logs as PDFs.
	• Camera Wall - view multiple cameras simultaneously on a single screen

Video analytics

Embedded cloud and camera-based analytics

Cloud based

Included	• Forensic search (people, vehicles, color)
	• Camera blur detection
	• Camera rotation detection
	• People counting/occupancy status
	• People detection w/ custom regions
	• Parked vehicle count w/ custom regions
	• Traffic heat maps

Camera based

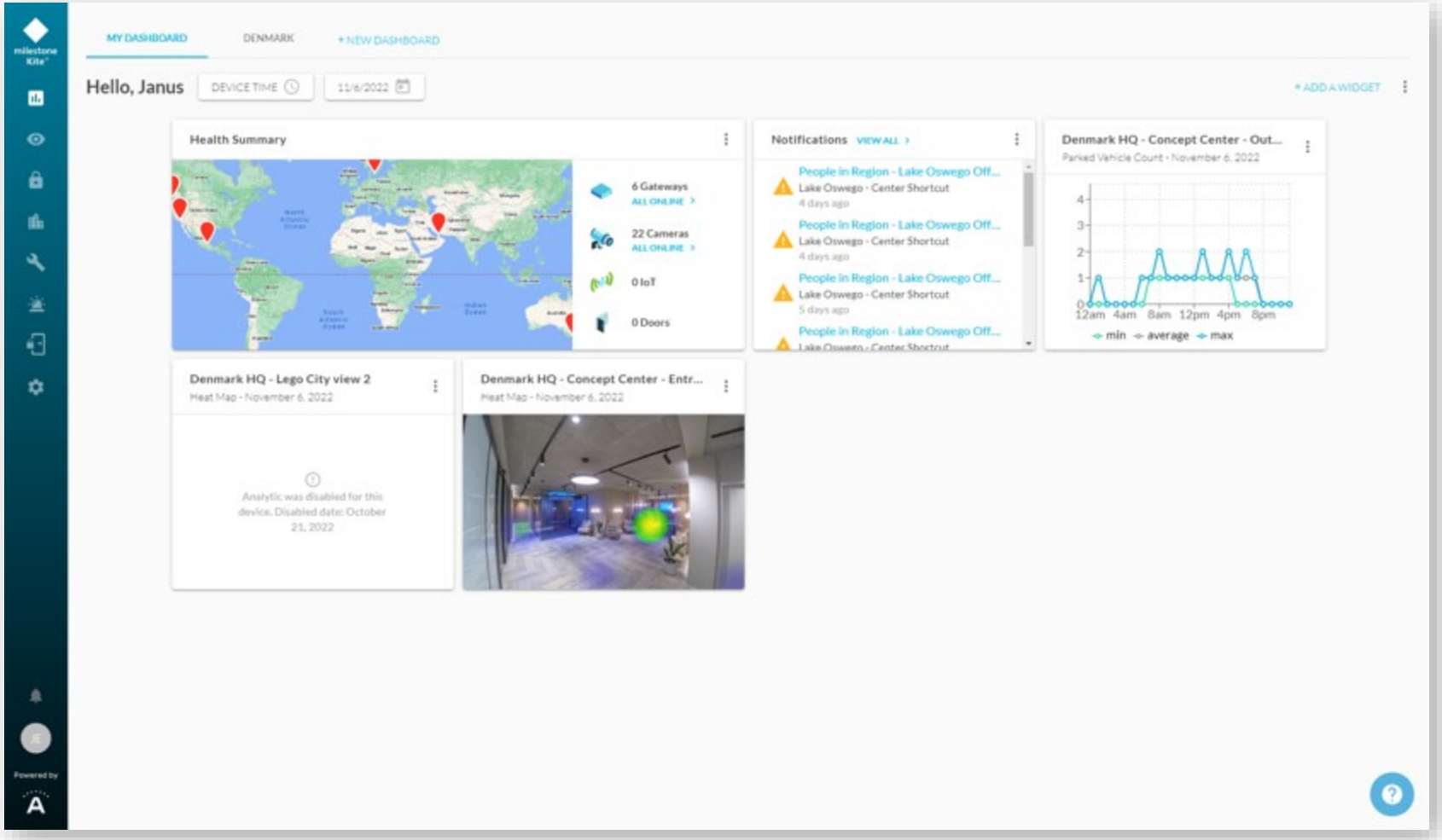
AXIS Communication	• Fence Guard • People Count

Access through any device

Milestone Kite is easy to access and monitor from anywhere
– desktop, tablet, and smartphone.

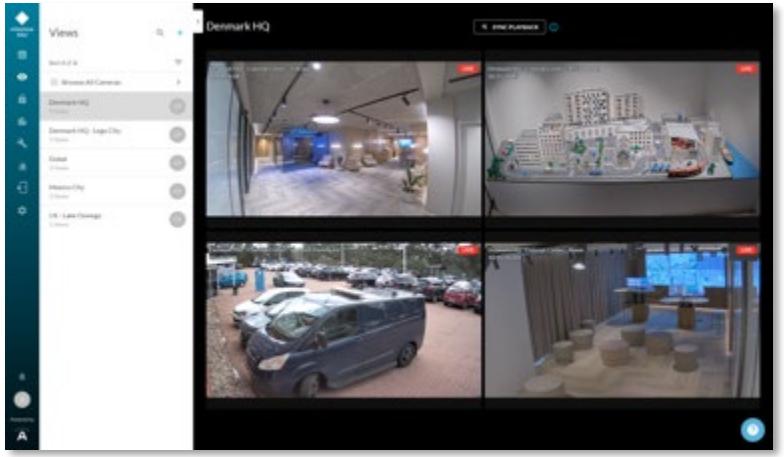
The Milestone Kite portal

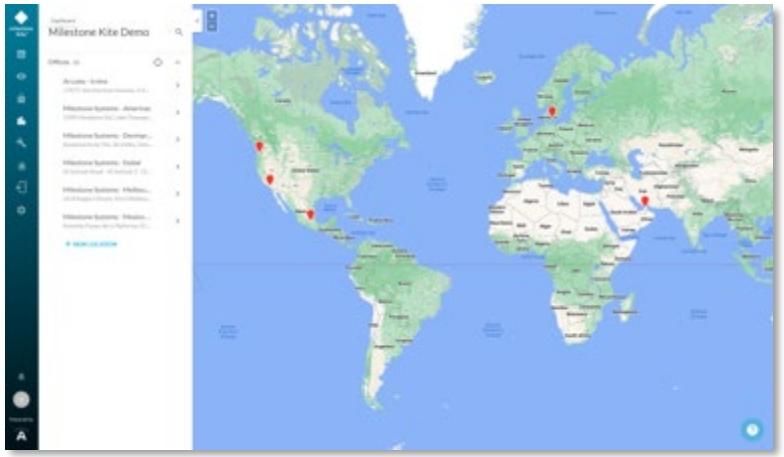
Customize the dashboard to your needs

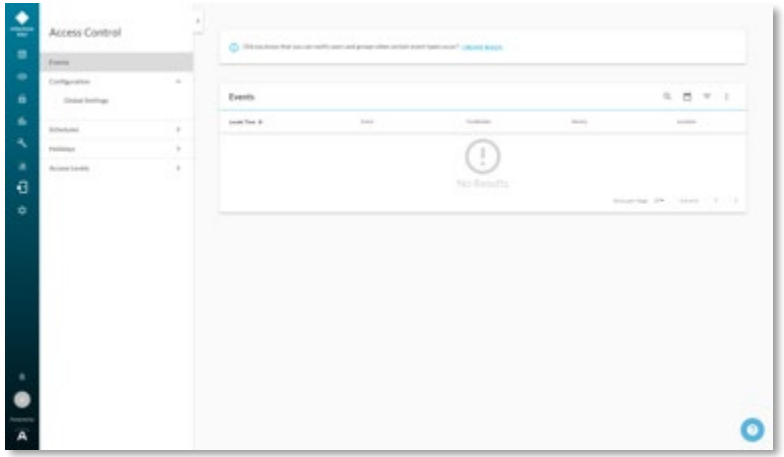


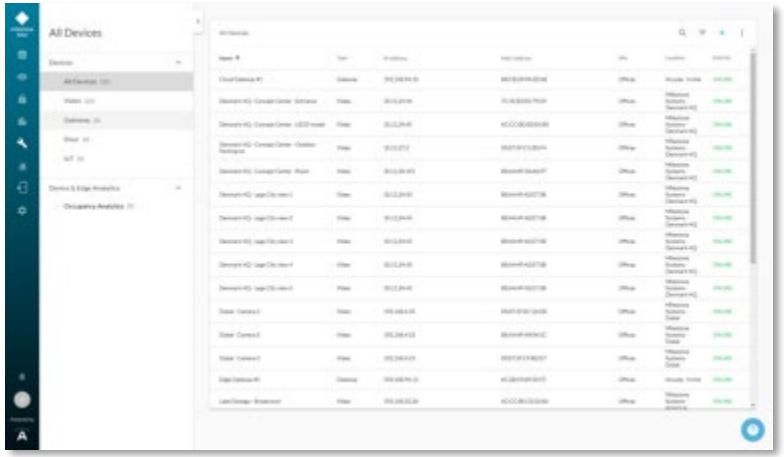
Get a complete overview in one place

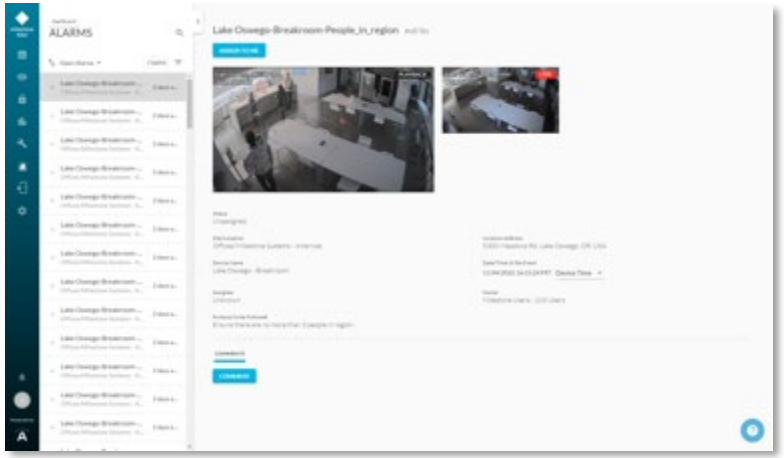
See your locations, cameras, alerts, and analytics in a simple way

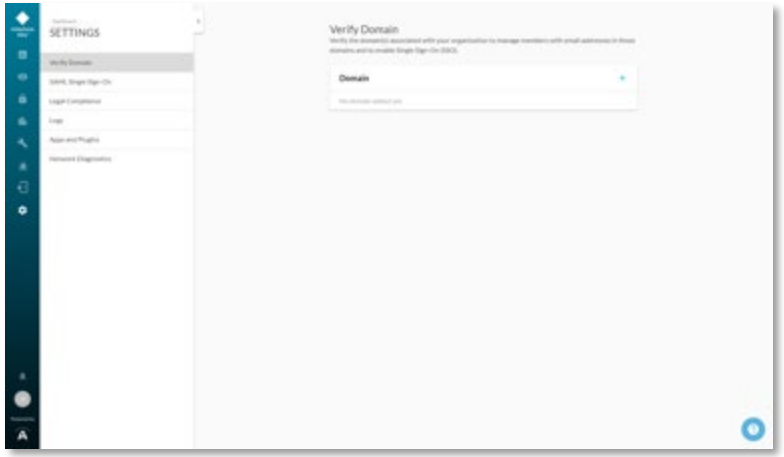












Security and GDPR

GDPR.EU

GDPR

- Milestone Kite is GDPR compliant
- Milestone is the Data Processor, with Arcules Inc. as Data Sub-processor

Penetration tests and Service Organization Control audit

- Milestone Kite has been PEN tested and is approved by Milestone's PSIRT team.
- Our service fulfillment partner, Arcules Inc., is SOC 2 Type II certified (AICPA)

Cyber Security Features

- Multi-tenant Cloud
- No inbound ports are open
- Rotation of third-party pen tester
- Gateway acts as Single Point Out
- Google Cloud 6 layers of Data Center Security
- All data at rest and in transit to the cloud is encrypted

4 reasons

Why Milestone Kite is ideal for customer sites

Simple

Milestone Kite lets everyone, regardless of IT skills, easily manage their own video security system.

Secure

Connect your cameras securely to the cloud and access them from any location, any time.

Scalable

Get an overview of one, two, or hundreds of locations, all in one simple interface.

Cost-effective

Reduce capital investment and better control operational costs at dispersed sites.

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Thank you!