



3xLOGIC

VIGIL CLOUD™

SYSTEMS INTEGRATOR PLAYBOOK

My Bookmarked Cameras



Lobby
Modable, LLC
Online



Conference 1
Modable, LLC
Online



Level 1
Modable, LLC
Online



Level 2
Modable, LLC
Online

44 Total Cameras

37 Online 2 In Trouble 5 Offline

2 In Trouble See All

- Standup Area
Betatech, LLC (South)
- Conference Room
Betatech, LLC (East)

5 Offline See All

- Standup Area
Betatech, LLC (South)
- Conference Room
Betatech, LLC (East)

4 Updates Available See All

- Standup Area
Betatech, LLC (South)
- Conference Room
Betatech, LLC (East)

Recent Cases

Negligence
Betatech, LLC (West)

Thu, January 30, 2019

Mike Williams 3 comments

OPEN

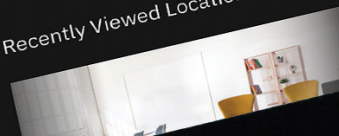
Employee Harassment
Betatech, LLC (East)

Thu, January 30, 2019

Mike Williams New Comments!

OPEN

Recently Viewed Locations



Activity to Review

- Unidentified access entry
Betatech, LLC (East) - Standup Area
Jan 30, 2019 10:15 AM
- Attempted after hours access
Betatech, LLC (East) - East Entry
Jan 30, 2019 10:15 PM
- Unidentified access entry
Betatech, LLC (East) - Standup Area
Jan 30, 2019 10:15 PM
- Attempted unauthorized access
Betatech, LLC (East) - Standup Area
Jan 30, 2019 10:15 PM

Recent Activity

- WS William Smergel
- DA Danny Agrawal
- PM Paula McHugh
- PM Paula McHugh
- DA Olivia Arribasa

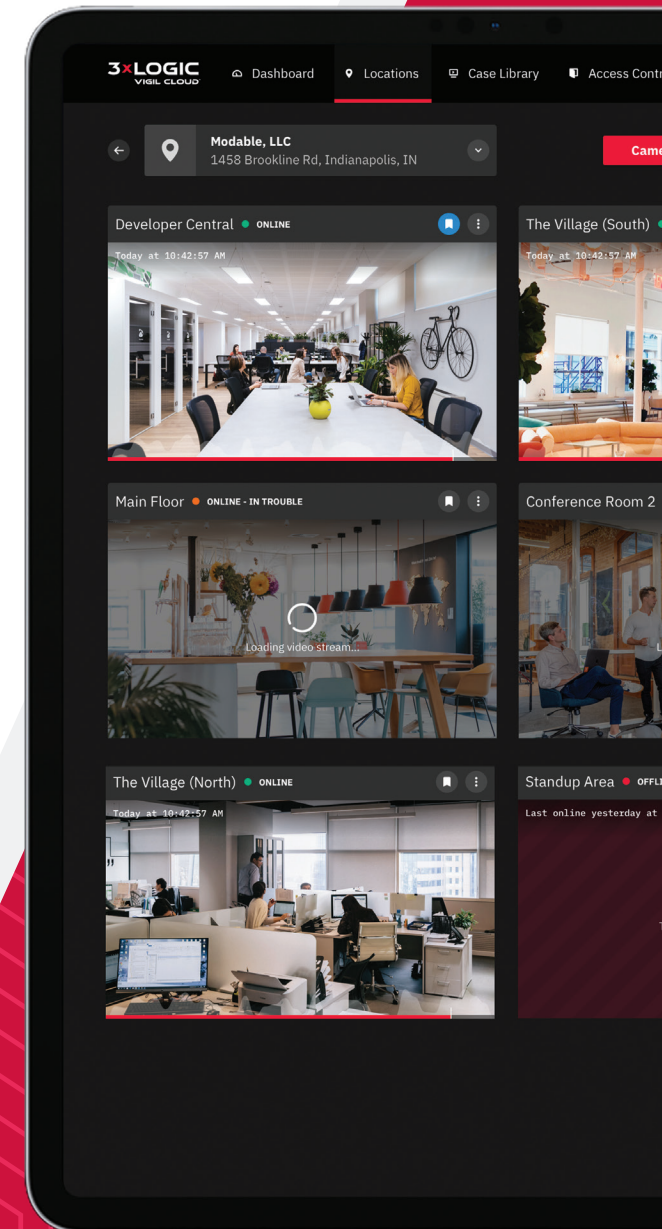
What is VIGIL CLOUD™?

VIGIL CLOUD extends the award-winning VIGIL Video Management System into the cloud with enhancements designed to harness the power, scalability, and ease of use that are the hallmarks of cloud services. Building on our 20+ years of experience in recording and managing video, VIGIL CLOUD brings a new paradigm to physical security through a powerful Case Management system that empowers users to share critical information and insights easily and quickly with team members and other stakeholders. Leveraging cloud technology's low cost of deployment, VIGIL CLOUD delivers the holistic view of your security system you've been looking for.



What Are We Solving For?

- Customers need an easy-to-use cloud-managed video solution
- Customers want the ability to collaborate and share clips
- Intuitive, low training requirements
- Scalability as the customers' needs grow without the heavy lift
- Low cost of deployment
- Provide remote management and monitoring
- Real-time data on-demand anywhere, anytime, any device
- Simplified installation — no on-site installation necessary
- No on-site recorder eliminates a single point of failure
- Organize data and documentation
- Loss of video or redundancy



Why Do I Want to Sell This?

- Create sticky, long-term customer relationships
- Broaden customer relationship
- Future-proofed with flexible storage options via cloud or on premises
- Provide relevant, real-time data to improve customer safety and security
- Build your RMR (Recurring Monthly Revenue) — create value for your business
- Simpler installation
- Fewer points of failure, all cameras managed from a dealer dashboard
- Low-cost deployment and lower ongoing maintenance costs, fewer truck rolls and ongoing service means long term efficiencies
 - Continuously updated software/firmware
 - No server maintenance
 - No anti-virus updates to maintain



Top Markets for a Cloud-Managed Integrated Video Solution

- Multi-tenant buildings
- Single or multiple store locations
- Healthcare — Medical Centers (Surgical Centers, Urgent Care, Dental Offices, Outpatient Centers, Elder Care Facilities)
- Education - K-12 Schools, Preschools, Daycares, Community Colleges — Larger facilities where there are blind spots
- Storage Facilities



What is the Benefit of VIGIL CLOUD?

- Scalable solution
- Organize, comment and share
- Low-cost deployment
- Dealers build RMR
- Low-cost support costs
- Predictive monitoring
- Quickly and reliably verify alerts and alarms
- Monitor operations of business from any device
- View live and recorded video and view comprehensive reports
- Easy to use





Who Are the Decision Makers?

- Business Owner
- Operations Manager
- Facilities Manager
- Store Manager
- Loss Prevention Manager

Where Do I Find Targets?

- New construction
- Strip malls, retail environments, Multi-tenant buildings
- Architects and engineers designing security installations
- Upgrade your current customer base
- Customers with existing 3xLOGIC systems
- Add-on service to new installations



Conversation Starters



Is a more modern look and feel for your video solution appealing to you?



How sensitive are you to upfront costs versus pay-as-you go?



How important is remote access to video monitoring for your business?



How would you describe the size of your business?



Describe your capability for a cloud-managed solution.



How do you expect your business to grow in the next 5 years?



How do you share video and other incident information with others?



Listen to our 3xLOGIC sales specialist walk you through a mock VIGIL CLOUD customer call.

Overcoming Objections

Possible Objections

Answer

I have a camera and on-premises server, why is it important to me?

VIGIL CLOUD leverages the scalability and reliability of the cloud to provide a security solution that can grow with you. Ease of use and the low cost of deployment combined with the always on / always current nature of cloud solutions assures that the ROI you expected is delivered.

It's too complicated.

CLOUD is a reduction in components. You can access it from anywhere and there is no software to download.

What if I don't have enough bandwidth? How can you ensure I have a stable enough connection?

VIGIL CLOUD offers multiple storage options and is always recording locally. We're managing the cloud, the connection type and the amount of data. We're only sending important data.

We can't afford high upfront costs.

There are minimal upfront costs to consider.

When is it appropriate to use cloud vs on-prem?

You're ready for a cloud-managed integrated video solution when your business has the capacity to maintain a managed solution independently; your business requires that you access your video remotely; you're primed for a pay-as-you-go model.

What happens when the Internet goes down?

The system is always recording locally, so customers needn't worry about losing data due to an Internet outage.

What Makes Us Unique

Architecture

Vertically integrated cameras simplify install and service.

Cameras can be cloud managed, or transitioned to a traditional recorder as your business changes. Not locked in.

Flexibility

On camera storage can be increased without having to buy a new camera.

Range of backup cloud storage options, by camera, available for recording motion streams.

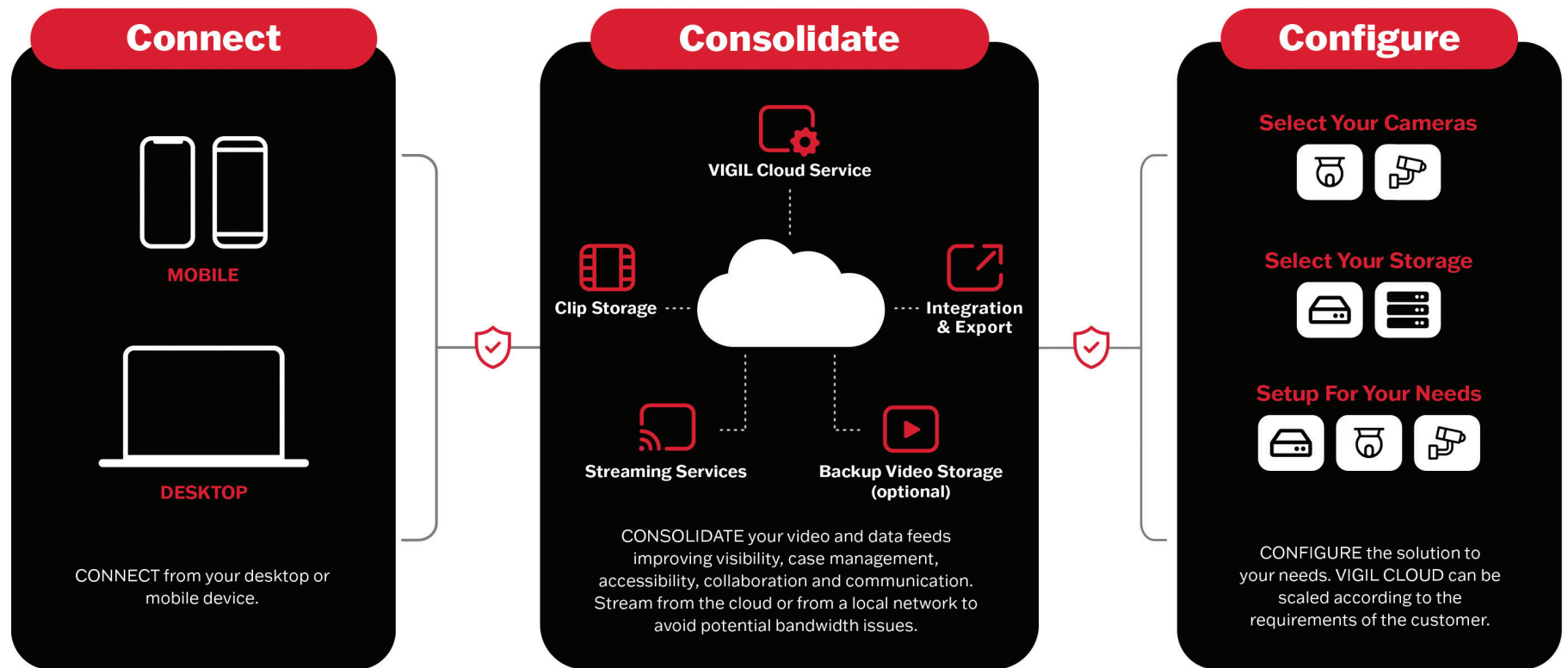
Case Management

Organize your clips and images. Collaborate with others. All saved and managed in the cloud from anywhere.

Download and share organized cases and not individual clips and notes.



Bringing Clarity to the Cloud



VIGIL CLOUD Premium Subscription Matrix

2MP Subscription

SKU	Description	Backup Duration	Storage Type	Case Retention (Per Camera)
VC-PRE-0D	Premium Subscription	0 days	Local Storage	10GB
VC-PRE-7D	Premium Subscription	7 days	Cloud Storage	10GB
VC-PRE-14D	Premium Subscription	14 days	Cloud Storage	10GB
VC-PRE-30D	Premium Subscription	30 days	Cloud Storage	10GB
VC-PRE-60D	Premium Subscription	60 days	Cloud Storage	10GB
VC-PRE-90D	Premium Subscription	90 days	Cloud Storage	10GB
VC-PRE-180D	Premium Subscription	180 days	Cloud Storage	10GB
VC-PRE-365D	Premium Subscription	365 days	Cloud Storage	10GB

*Includes LQ, MQ, and HQ bitrates

VIGIL CLOUD Premium Subscription Matrix

5MP Subscription

SKU	Subscription	Support	Backup Duration	Storage	Case Retention (Per Camera)
VC-PRE-0D-5MP	Premium Subscription	5MP	0 days	Local Storage	25GB
VC-PRE-7D-5MP	Premium Subscription	5MP	7 days	Cloud Storage	25GB
VC-PRE-14D-5MP	Premium Subscription	5MP	14 days	Cloud Storage	25GB
VC-PRE-30D-5MP	Premium Subscription	5MP	30 days	Cloud Storage	25GB
VC-PRE-60D-5MP	Premium Subscription	5MP	60 days	Cloud Storage	25GB
VC-PRE-90D-5MP	Premium Subscription	5MP	90 days	Cloud Storage	25GB
VC-PRE-180D-5MP	Premium Subscription	5MP	180 days	Cloud Storage	25GB
VC-PRE-365D-5MP	Premium Subscription	5MP	365 days	Cloud Storage	25GB

*Super HQ bitrate

Example:

VC-PRE-7D-5MP

Premium subscription with video **stored locally on the camera**

AND

7 Days (7D) of video streamed to the cloud for backup w/ 5MP support.

VIGIL CLOUD Camera and Storage Matrix

Camera Estimated Retention Duration (Local Storage)



Part #	Description	Retention Super HQ (2000 Kbps)	Retention HQ (1000 Kbps)	Retention MQ (768 Kbps)	Retention LQ (500Kbps)
VX-5M28-MD-IAW-C128	VISIX 5MP, Fixed 2.8mm Lens, Indoor/Outdoor Vandal Proof Mini-dome with IR, Audio and Alarm I/O and True WDR, IP67/IK10 rated. VIGIL Cloud enabled with 128GB SD card.	20 days	40 days	50 days	80 days
VX-5M28-MD-IAW-C256	VISIX 5MP, Fixed 2.8mm Lens, Indoor/Outdoor Vandal Proof Mini-dome with IR, Audio and Alarm I/O and True WDR, IP67/IK10 rated. VIGIL Cloud enabled with 256GB SD card.	40 days	80 days	100 days	160 days
VX-5M4-MD-IAW-C128	VISIX 5MP, Fixed 4mm Lens, Indoor/Outdoor Vandal Proof Mini-dome with IR, True WDR, Audio, and Mic. IP67/IK10 rated. VIGIL Cloud enabled with 128GB SD card.	20 days	40 days	50 days	80 days
VX-5M4-MD-IAW-C256	VISIX 5MP, Fixed 4mm Lens, Indoor/Outdoor Vandal Proof Mini-dome with IR, True WDR, Audio, and Mic. IP67/IK10 rated. VIGIL Cloud enabled with 256GB SD card.	40 days	80 days	100 days	160 days
VX-5M4-MB-IW-C128	VISIX 5MP, Fixed 4mm Lens Outdoor Mini Bullet with IR and True WDR, IP67 rated. VIGIL Cloud enabled with 128GB SD card.	20 days	40 days	50 days	80 days
VX-5M4-MB-IW-C256	VISIX 5MP, Fixed 4mm Lens Outdoor Mini Bullet with IR and True WDR, IP67 rated. VIGIL Cloud enabled with 256GB SD card.	40 days	80 days	100 days	160 days

VIGIL CLOUD Camera and Storage Matrix



Camera Estimated Retention Duration (Local Storage)

Part #	Description	Retention Super HQ (2000 Kbps)	Retention HQ (1000 Kbps)	Retention MQ (768 Kbps)	Retention LQ (500Kbps)
VX-5M-OD-RIAW-C128	VISIX 5MP Indoor/Outdoor Dome with Remote Focus (2.7-13.5mm), IR, Audio and Alarm I/O, and True WDR. IP67/IK10 rated. VIGIL Cloud enabled with 128GB SD card.	20 days	40 days	50 days	80 days
VX-5M-OD-RIAW-C256	VISIX 5MP Indoor/Outdoor Dome with Remote Focus (2.7-13.5mm), IR, Audio and Alarm I/O, and True WDR. IP67/IK10 rated. VIGIL Cloud enabled with 256GB SD card.	40 days	80 days	100 days	160 days
VX-5M-B-RIAW-C128	VISIX 5MP Outdoor Bullet with Remote Focus (2.7-13.5mm), IR, Audio and Alarm I/O. IP67/IK9 rated. VIGIL Cloud enabled with 128GB SD card.	20 days	40 days	50 days	80 days
VX-5M-B-RIAW-C256	VISIX 5MP Outdoor Bullet with Remote Focus (2.7-13.5mm), IR, Audio and Alarm I/O. IP67/IK9 rated. VIGIL Cloud enabled with 256GB SD card.	40 days	80 days	100 days	160 days
VX-5M20-B-RIAW-C128	VISIX 5MP Outdoor Bullet with Remote Focus (6-50mm), IR, Audio and Alarm I/O. IP67/IK9 rated. VIGIL Cloud enabled with 128GB SD card.	20 days	40 days	50 days	80 days
VX-5M20-B-RIAW-C256	VISIX 5MP Outdoor Bullet with Remote Focus (6-50mm), IR, Audio and Alarm I/O. IP67/IK9 rated. VIGIL Cloud enabled with 256GB SD card.	40 days	80 days	100 days	160 days
VX-5M20-B-RIAL-C128	VISIX 5MP Outdoor Bullet with Remote Focus (6-50mm), IR, Audio and Alarm I/O. IP67/IK9 rated (License Plate Capture). VIGIL Cloud enabled with 128GB SD card.	20 days	40 days	50 days	80 days
VX-5M20-B-RIAL-C256	VISIX 5MP Outdoor Bullet with Remote Focus (6-50mm), IR, Audio and Alarm I/O. IP67/IK9 rated (License Plate Capture). VIGIL Cloud enabled with 256GB SD card.	40 days	80 days	100 days	160 days

How We Prepare You to Sell VIGIL CLOUD

- Training for VIGIL CLOUD is provided for both Dealers and End Users
- Highly recommended for Dealers and Installers
- Available on 3xLOGIC Training Platform at <https://www.3xlogic.com/training-zone>
- In-depth discovery and navigation of the VIGIL CLOUD site
- Additional quick reference training is available by clicking the HELP button within the VIGIL CLOUD platform



Frequently Asked Questions

What is VIGIL CLOUD and what are the key features available?

VIGIL CLOUD is a cloud-managed, high-quality video solution. Key features include event-based recording; automatic recording of activity detected by motion to a device, cloud storage, or both; Case management: incident occurs, VIGIL CLOUD enables creation, sharing, and documentation by remotely creating cases.

When is it appropriate to use cloud vs on-prem?

Customers are ready for a cloud-managed integrated video solution when their business has the capacity to maintain a managed solution independently; the customer's business requires that they access their video remotely; and customers are primed for a pay-as-you-go model.

Do I need a DVR/NVR recording appliance to use VIGIL CLOUD?

No, an appliance is not required.

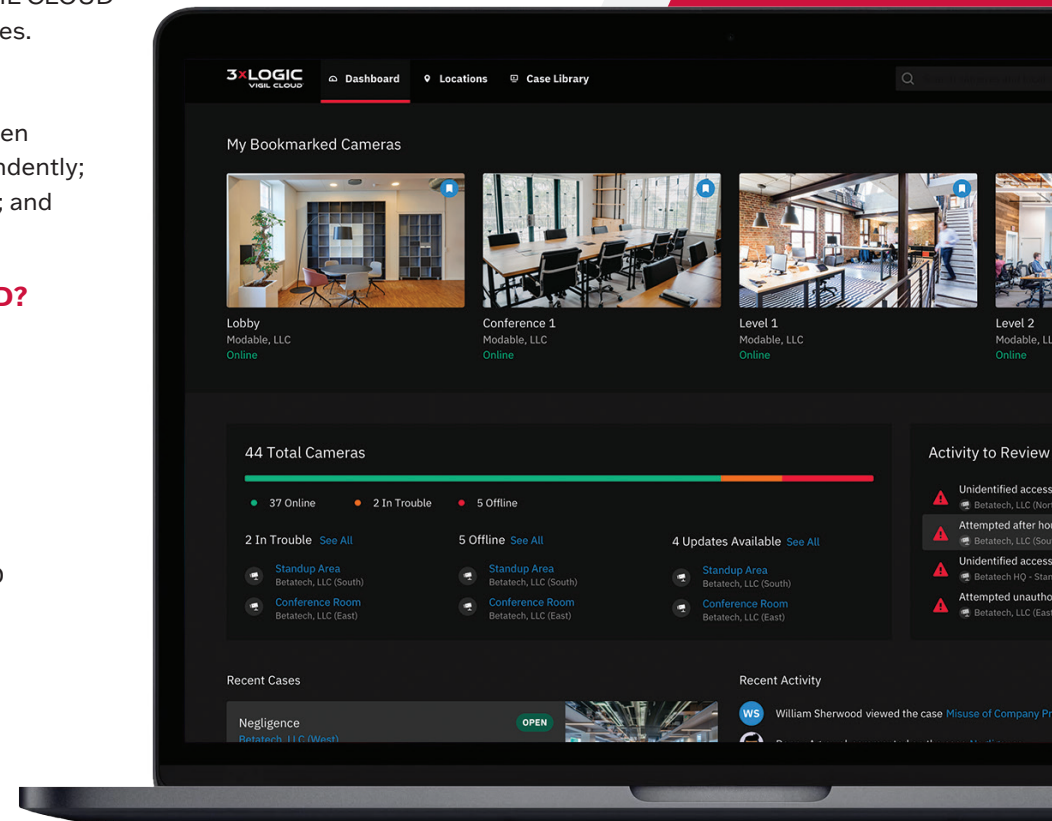
What equipment is needed to get set-up?

VIGIL CLOUD requires one or many CLOUD capable cameras, as well as a network switch with access to the Internet.

Do all 3xLOGIC cameras work with VIGIL CLOUD?

Only VIGIL CLOUD capable Gen III cameras will work with VIGIL CLOUD (6 models currently).

- VX-5M28-MD-IAW
- VX-5M4-MD-IAW
- VX-5M4-MB-IW
- VX-5M-OD-RIAW
- VX-5M-B-RIAW
- VX-5M20-B-RIAW
- VX-5M20-B-RIAL



Frequently Asked Questions

What training is available on VIGIL CLOUD?

Is there a cost associated for the training? Training for VIGIL CLOUD is provided for both dealers and customers through the 3xLOGIC Training Platform at <https://www.3xlogic.com/training-zone>. This training is an in-depth discovery and navigation of the VIGIL CLOUD site and is highly recommended for Dealers and installers. Additional quick reference training is available by clicking the HELP button within the VIGIL CLOUD platform. There is no cost for training.

What are the bandwidth requirements for the solution?

Each camera will require 1Mbps upstream bandwidth for Live video playback. There is no minimum bandwidth requirement for streaming motion video clips. Fast upstream speeds will improve synchronization between the camera on device storage and the cloud. The browser device (mobile or laptop) will require 1Mbps downstream for viewing live or stored video clips.

Is local storage provided for each VIGIL CLOUD camera?

Yes. The camera ships with two options of local storage (128GB vs 256GB).

Can a cloud camera record to a 3xLOGIC recording appliance and the cloud simultaneously?

Yes, if the camera is connected to a PoE switch that has access to the cloud.

How secure is the video stored in the cloud?

Access to live and stored video requires unique email addresses and two-factor authentication. Streaming of video requires a secure browser connection via SSL. Access to a customer's video is configurable within the Administrator tab. During account set up, Dealers will make customers aware that the Dealer account is enabled.

Is video in the cloud backed up?

Yes, video content is backed up using cloud archiving and multiple availability zones.



Frequently Asked Questions

How many VIGIL CLOUD cameras can I put at one site?

VIGIL CLOUD camera counts are only limited by the bandwidth of the site. It depends on the number of cameras and how many live and SD card playbacks are used (each live or SD card playback uses 1Mbps by default). We have a road map item to include a bandwidth testing tool (to test the available bandwidth between the camera and cloud).

What is the difference in video quality from HD to SD? Is HD always recorded? What is the resolution, frame rate, and bit rate for each?

HD is always recorded. If a low bandwidth is detected for viewing live or recorded from the cloud, the application will switch to SD mode. HD - H.264, 1080P, 10FPS, VBR, GOP is 20. Default is 1Mbps. SD - 352x240 10FPS 256Kbps, VBR, GOP is 20. Thumbnail: 640x480 JPEG

What are the storage options for local recording? How many days are expected given certain motion assumptions?

128GB and 256GB storage options are available. Users can expect 40 days of HQ (1000Kbps) storage for 128GB and 80 days of HQ for 256GB.

How do you know if camera(s) have been off-line?

The camera will be listed in the Dashboard as a device in trouble.

What happens when the Internet goes down?

The system is always recording locally, so customers do not need to worry about losing data due to an Internet outage.

What is the warranty for a VIGIL CLOUD enabled camera?

VIGIL CLOUD cameras carry the same warranty as Gen III cameras, 4 years.

Are patches and feature enhancements included?

Yes, as camera updates become available dealers will be notified and can update cameras. The application is updated on a regular basis. All is included in the cost of VIGIL CLOUD.



Smart Search

VIGIL CLOUD™ Smart Search functionality lets you identify and review events of interest quickly and easily – resulting in more accurate and efficient investigations.

Video review can often be a long and tedious task, Smart Search eliminates the need to review hours of recorded video. Motion footage within a particular region of the scene is displayed along the timeline, streamlining the review process and providing easily accessible results.

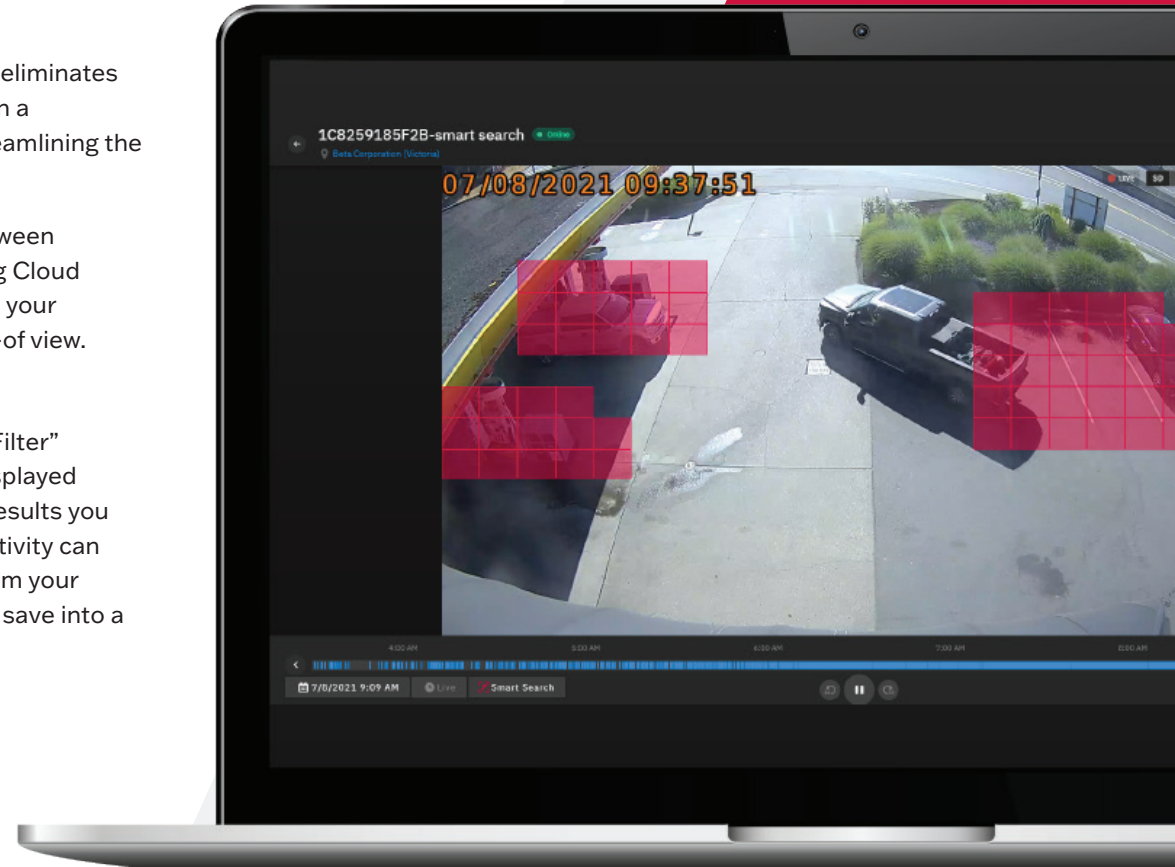
VIGIL CLOUD Smart Search provides seamless functionality between 3xLOGIC VIGIL server and client-based solutions and our exciting Cloud offering. Smart Search allows you to quickly filter or narrow down your footage search results to areas of interest within a playback field-of view.

How does it work?

Simply select the region or regions of interest and select “Apply Filter” search. Footage of any motion detected within the region(s) is displayed along the playback timeline for easy review. If you don’t find the results you need, you can refine your regions and search again. Motion sensitivity can also be adjusted higher or lower to further refine your results. From your search results, you can capture video clips and/ or still images to save into a new or existing case.

Benefits

- More efficient video footage searches.
- Quickly navigate through large amounts of video.
- Narrow down search results to areas of interest



Mobile App

Although traditional laptops are more lightweight and portable than ever, they're not always convenient for quickly looking at live video or following along on a case. The VIGIL CLOUD™ Mobile App provides convenience for those who want to complete critical tasks within VIGIL CLOUD quickly.

The mobile application is intended to make tasks like viewing video/playback, case management, and viewing and reacting to notifications available through common gestures and movements users already know and use in other mobile applications.

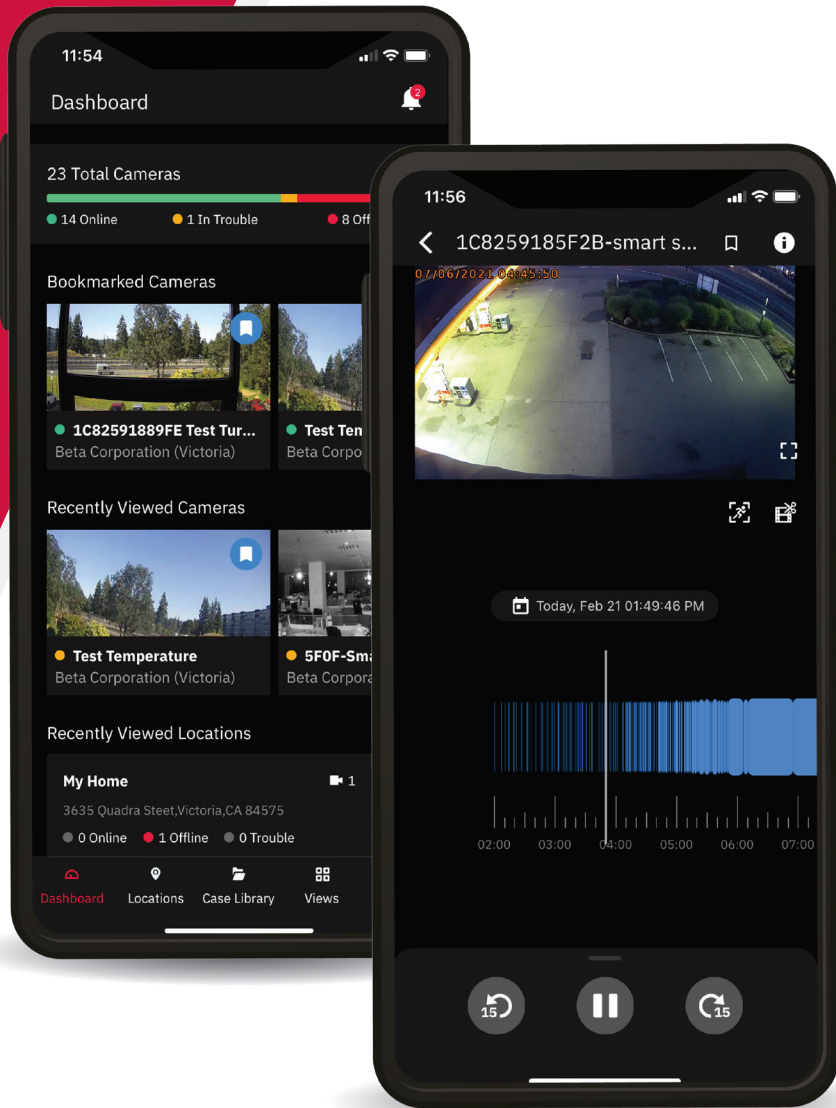
The VIGIL CLOUD native Mobile App provides easy access to the VIGIL CLOUD application for users who are away from their computer, offering the ability to view live cameras, play back footage, comment on cases, and react to notifications from their existing iOS and Android smartphones.

How does it work?

Users simply need an existing VIGIL CLOUD account with at least one camera connected. Once they have created a username and password, they can download the application from the appropriate mobile app store.

Benefits

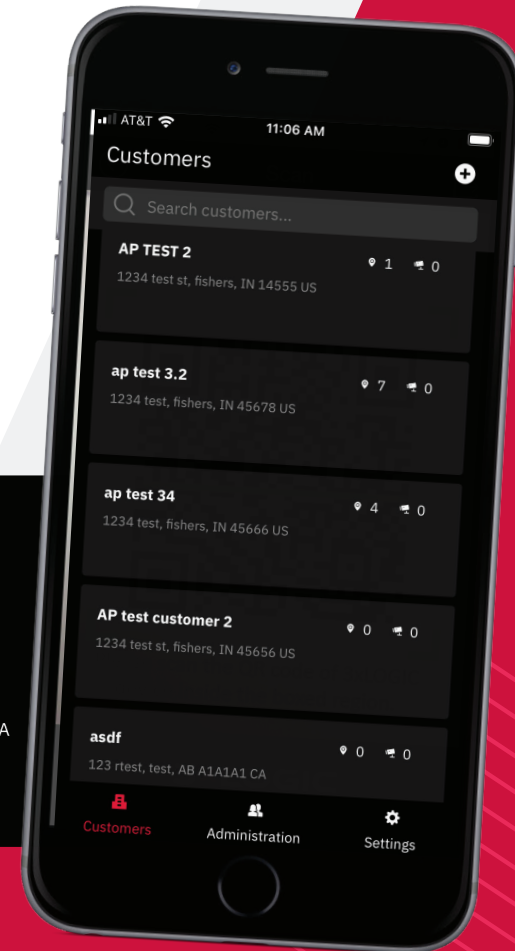
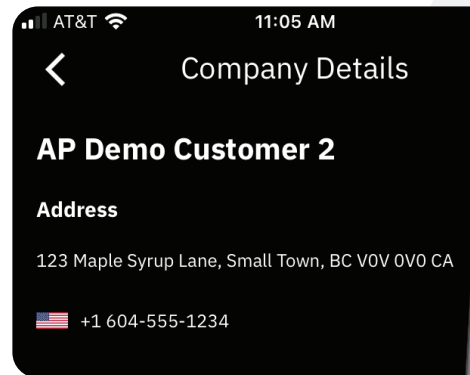
- Users can access VIGIL CLOUD while away from their laptop or desktop.
- Quickly and easily navigate through the VIGIL CLOUD application's most important features.
- Remotely manage permissions and users from your mobile device.
- Access to all your video and case data is available anytime, anywhere, from any device.



Dealer Functionality on Mobile App

VIGIL CLOUD is re-defining the way dealers onboard customers and cameras with the introduction of dealer functionality in our VIGIL CLOUD web app, this provides some great benefits:

- Increased ROI and RMR (Recurring Monthly Revenue)
- Easily onboard cameras by using QR scans, greatly improving installation time and setup
- Remote Maintenance
- Manage all customers and locations easily using our intuitive CLOUD workflow
- Identify customers and cameras that need attention



5 MP Resolution 180/365 Day Retention Options Support

5MP Resolution Support

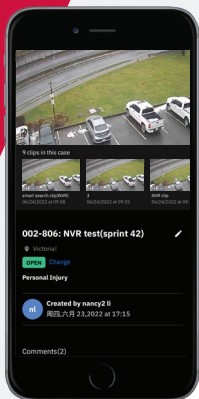
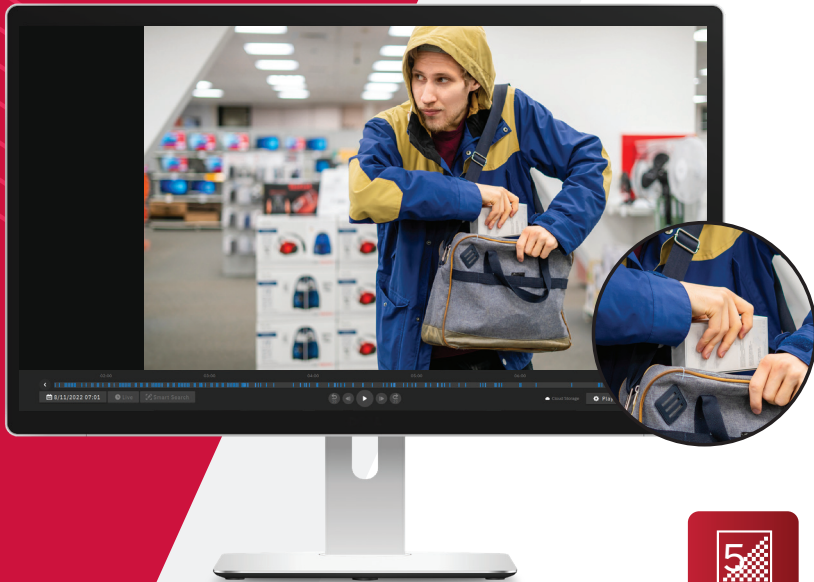
When onboarding a camera, dealers can now offer their customers 5MP resolution (Super HQ) support to its retention options, this is in addition to the 2MP (HQ) support already available. Other benefits of the 5MP resolution support include:

- Customer can change between 2MP and 5MP resolution when required
- VIGIL CLOUD cameras provide full MP support with the purchase of the camera
- Enhanced VIGIL CLOUD NVR Plugin Capability - Users can stream to VIGIL CLOUD for retention while at the same time maintaining visibility on the NVR with no configuration changes.
- 5MP support customers will now have 25GB of case management storage available per camera (2MP support provides 10GB storage per camera)



180/365 Day Retention Options

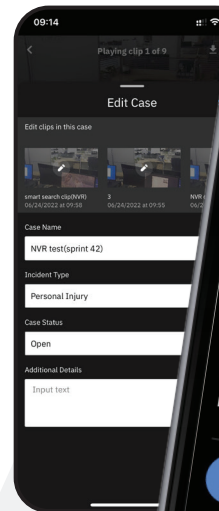
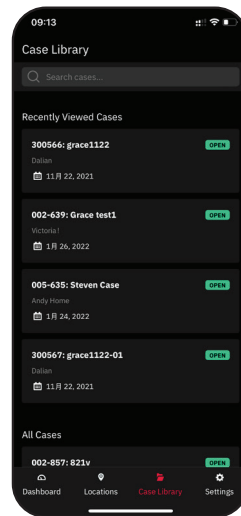
Additional retention options for 2MP and 5MP resolutions are now available for VIGIL CLOUD. Dealers will now have optional 180 or 365 day retention options per camera. As always, dealers can mix/match retention options based on the critical needs of the customers.



Case Management on Mobile App

VIGIL CLOUD's best in class video collaboration functionality - Case Management feature has been extended from its web application to our easy-to-use mobile app. Customers can utilize case management features including:

- Build cases in the cloud with video clips and screenshots from one or more cameras
- Share cases with team members for review, comment, and resolution
- Easily download clips and still shots
- Find cases by resolution status, location or incident type





Place Your VIGIL CLOUD Order Today!

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