



Company Profile

Presenter: Cathy Cheng
Title: Regional sales Manager
Date: June 29, 2009

VIVOTEK at a Glance

OVERVIEW of VIVOTEK



Founded: Feb. 8, 2000

Chairman: Mr. Owen Chen

President: Mr. Eddy Lan

Capital: USD 18M

Location: Chung-Ho, Taipei County, Taiwan

Employees: 200+

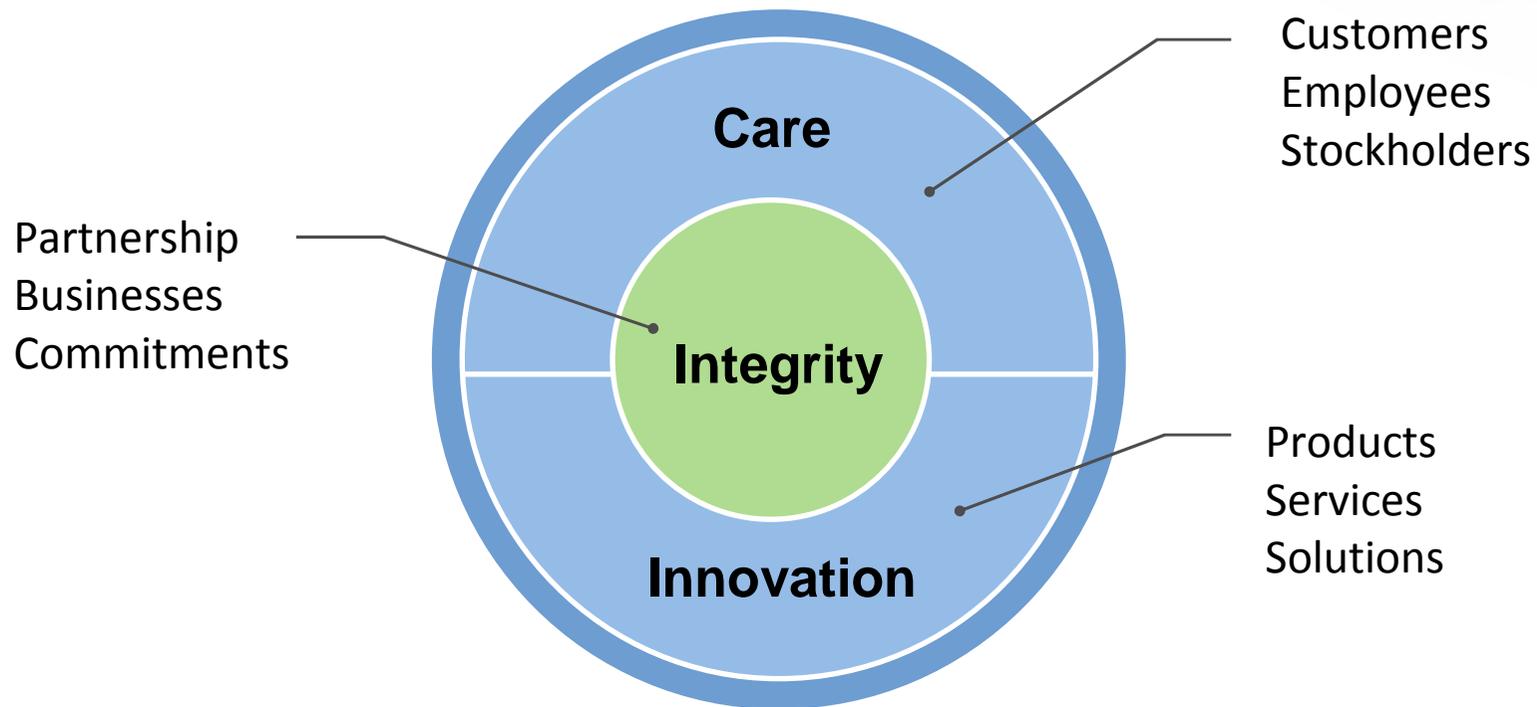
IPO: July 2006

Subsidiaries: VATICS Inc. / VIVOTEK USA

- Product Lines:
- Network Cameras
 - Video Servers
 - Video Receiver
 - Network Video Recorder
 - Central Management Software

BRAND and PHILOSOPHY

 **VIVOTEK** CONVERGENCE of **VI**deo, **VO**ice, and **TEK**nology



GLOBAL AWARDS

Company



**The 16th Taiwan SMEA
"National Outstanding
SMEs Award"**



**Industrial Technology
Advancement Award-
Excellent Award**



**The 10th Taiwan
SMEA "Rising
Star Award"**



**Security 50
2008/2007/2006**



**Technology Fast 500
Asia Pacific 2007 by
Deloitte & Touche**



**Technology Fast 500
Asia 2006 by
Deloitte & Touche**



**Technology Fast
50 Taiwan 2006 by
Deloitte & Touche**

GLOBAL AWARDS

Products



CPS Top 10 Innovative Security Product Award
• IP7142 · IP7151 · SD7151



GIT Security Award 2009
• IP7142



ITMonth 2008's Outstanding I.T. Products Award
• PZ7151/7152



SecuTech Award 2008
• PZ7151/7152



The 14th Taiwan "SMEs Innovation Award"
• IP7138/7139



SecuTech Award 2007
• IP7138/7139



Symbol of Excellence Winner
• IP7138/7139



Best of Taiwan's Best Award Winner
• IP7135/IP7137



ITMonth 2006
• PT7135/7137



Symbol of Excellence Winner
• PT7135/7137
• IP7135/7137



Best Choice of COMPUTEX TAIPEI
• PZ6112/PZ6122



Best of Taiwan's Best Award Winner
• PZ6112/PZ6122



Symbol of Excellence Winner
• PT31X3/PT31X4



SecuTech Award
• PT3114



PC weekly Recommend
• PT3124



Personal Computer Magazine
• PT3124

QUALITY ASSURANCE

Quality Policies

- To offer **Excellent Quality** through rigorous tests
- To develop **Cutting Edge Technologies**
- To pursue 100% **Customer Satisfaction**
- To position ourselves as a **Market Leader**

Quality Systems

ISO 14001
Certification
Since 2005



TL 9000
Certification
Since 2005



WEEE
Since 2006



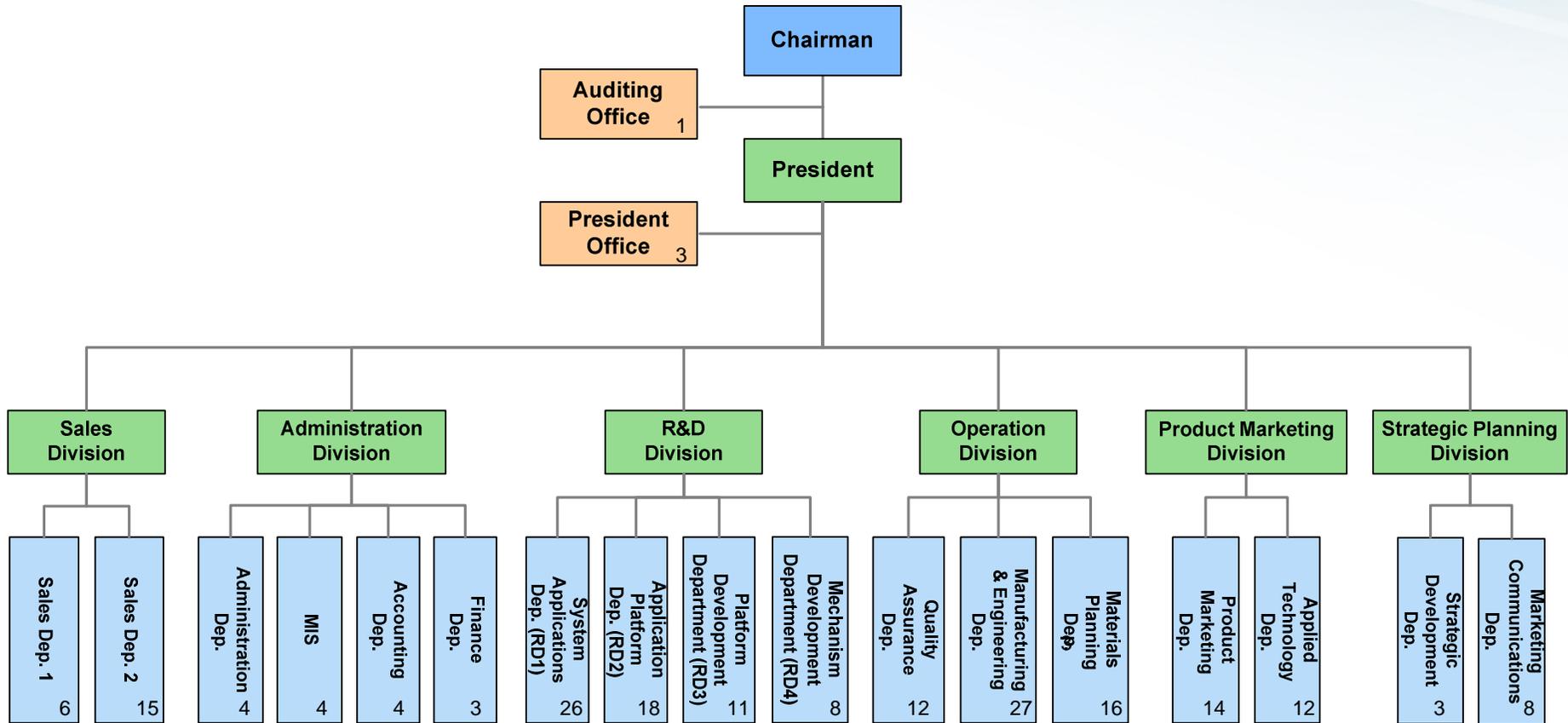
RoHS
Since 2006



IECQ HSPM
QC 080000
Since 2008



ORGANIZATION



COMPANY STRENGTHS



SUPERIOR SYSTEM INTEGRATION ABILITY

**Networking
Integration**

Telecom platform

Windows platform

**Cross-platform
Development
Expertise**

Sales and Marketing

LONG-TERM PARTNERSHIP - LOYAL

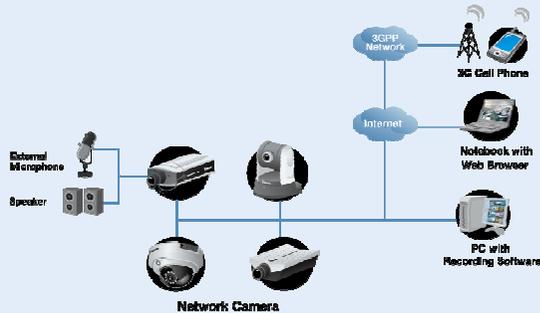
We have exported our products to over 70 countries through a wide network of distributors – **more than 120 official distributors**. Around 40% of them have been working with VIVOTEK for more than 3 years, 50% out of this 40% even more than 5 years.



WIN-WIN POLICY

PRODUCT

Not only product but solution



PRICE

Margin reserved for each distribution layer



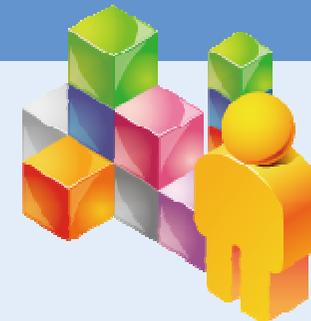
CHANNEL

Protect distributors and projects

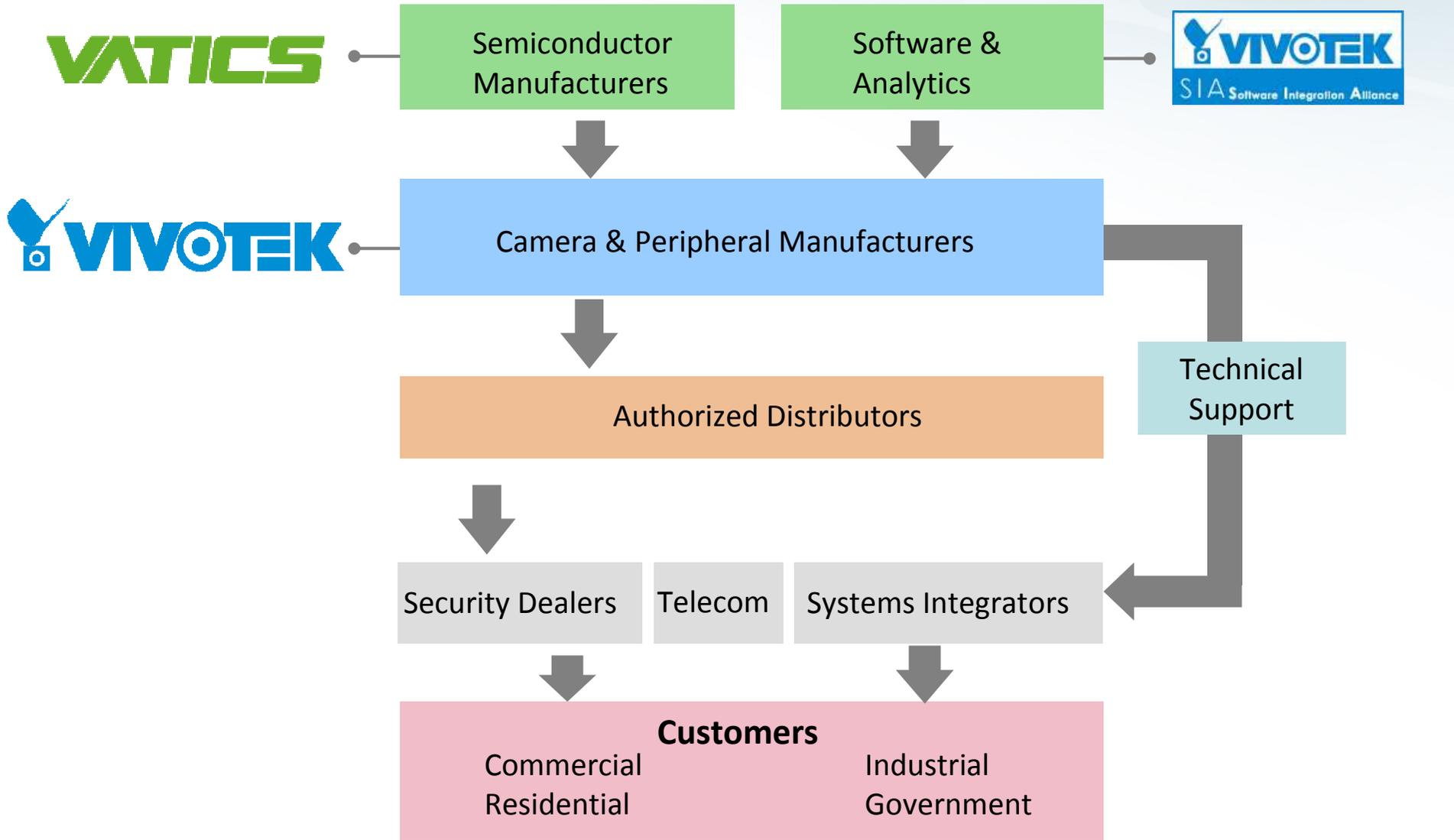


PROMOTION

Coop program and marketing support



CHANNEL VALUE CHAIN



GLOBAL MARKETING ACTIVITIES



Chile



Canada

Trade show

Seminar/training

Print advertising



Argentina



Mexico



IP Surveillance

GLOBAL MARKETING ACTIVITIES



3 **ICAMBIE VIVOTEK IP7157**
Videocamera fissa per monitoraggio Auto-Reset, supporto la trasmissione del video in tempo reale con il protocollo di video H.264, il software di gestione ATSP RealTime Streaming Protocol, il sistema Intelligent Motion Detection individua i movimenti nel campo di ripresa, oltre a questi offre il meglio grazie alla compressione H.264. Con tecnologia Embedded Service VIVOTEK di 1.5 di più con capacità di 1.5. La V. Si riceve in tempo reale con un'interfaccia LAN Ethernet 10/100 Mbps e in wireless con la standard IEEE 802.11g.

1 **ACCESS POINT VIVOTEK WIRELESS AP-6070S TRINETS**
Dispositivo che permette a dispositivi wireless di connettersi alla rete cablata. Realizza il punto di accesso a collegato. Standard IEEE 802.11g, per una velocità di 54Mbps, grazie al supporto della tecnologia High Speed, il 2.4 GHz raggiunge velocità 108Mbps. Numerosa funzione di protezione, tra cui il supporto WPA, WPA2, Capas, autenticazione di punto, il controllo di punto, la qualità del servizio, la gestione di qualità del servizio.

1 **NAS NAS100 100 MBPS BITTORRENT**
Completare per il salvataggio dei dati e l'uso di CD il controller di rete che consente di accedere a dati, con un sistema di backup automatico. Il sistema di backup automatico è il sistema di backup automatico. Il sistema di backup automatico è il sistema di backup automatico. Il sistema di backup automatico è il sistema di backup automatico.

DISCO FISSO MAXTOR SATA 300GB 7200 RPM
Alimentazione: da 2.5 pollici, velocità di rotazione di 7200 RPM, interfaccia SATA, 100 MBps, velocità di lettura di 120 MBps.

TUTTOA 999,00 IVA ESCLUSA
Per il tuo business. Funzionamento sicuro, affidabile, economico e a lungo termine.

Italy

Funktionelle Funktechnik
Bietet Ihnen die Möglichkeit, Ihre VIVOTEK IP-Kameras über ein drahtloses Netzwerk zu betreiben. Die VIVOTEK Wireless AP-6070S ermöglicht Ihnen, Ihre IP-Kameras über ein drahtloses Netzwerk zu betreiben. Die VIVOTEK Wireless AP-6070S ermöglicht Ihnen, Ihre IP-Kameras über ein drahtloses Netzwerk zu betreiben.

Beneidenswert beweglich
Die VIVOTEK IP7157 Webcam bietet Ihnen die Möglichkeit, Ihre IP-Kameras über ein drahtloses Netzwerk zu betreiben. Die VIVOTEK IP7157 Webcam bietet Ihnen die Möglichkeit, Ihre IP-Kameras über ein drahtloses Netzwerk zu betreiben.

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Germany



Poland

Trade show



Bulgaria

Print advertising

Seminar/training



Turkey



Hungary

GLOBAL MARKETING ACTIVITIES



Iran

Trade show

Print advertising

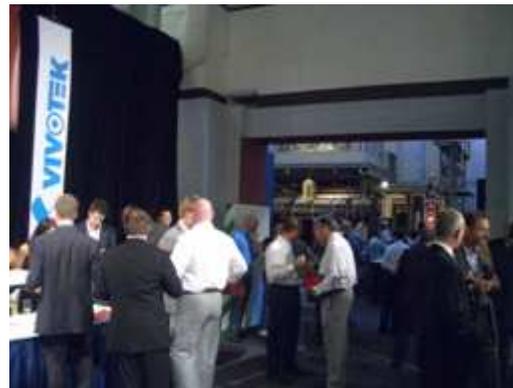
Seminar/training



Thailand



China



Australia



Indonesia

Success Projects

SUCCESS PROJECTS

- **Banking**

- **Education**

- **Government**

- **Home**

- **Industrial**

- **Retailing**

- **Transportation**

- **Telecom**

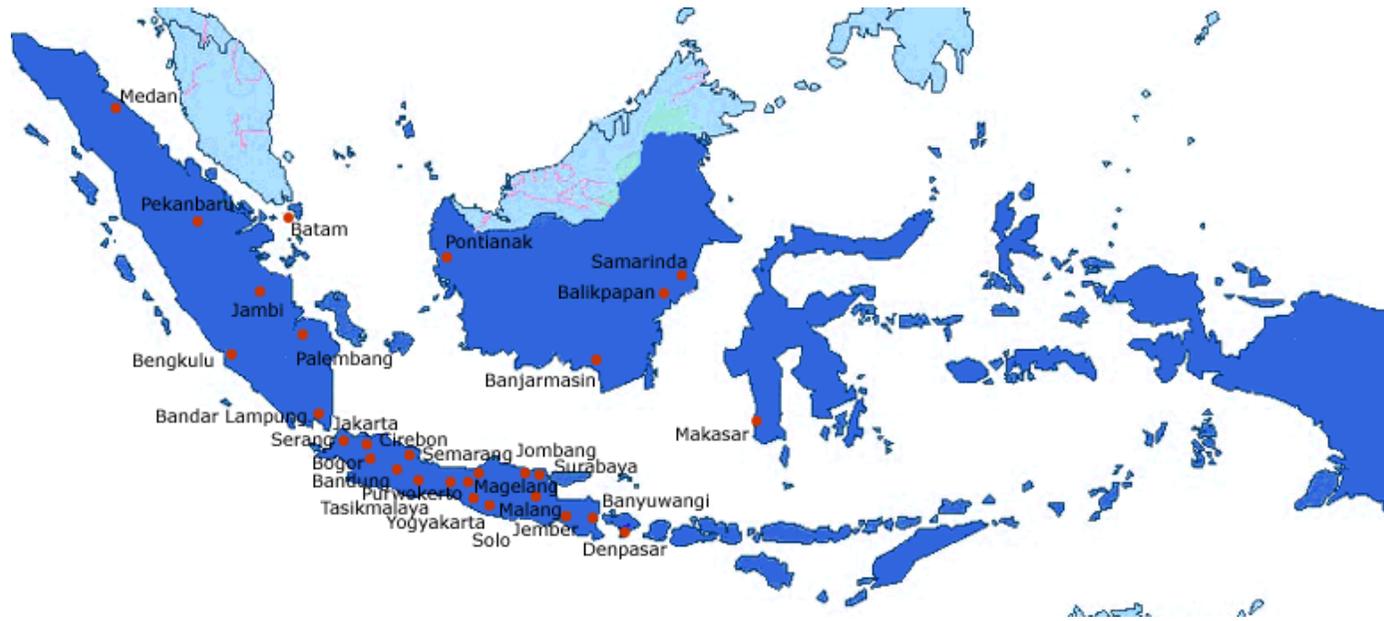




Banking

Organization: UOB Buana
Location: Indonesia
Application: Migration from analog to an IP-based platform for increased safety, reliability, and quality
IP7131, FD7131 (1,570 units)
S/W: ST3402, ST7501

VIVOTEK partner: PT. HOTWARE INDONESIA

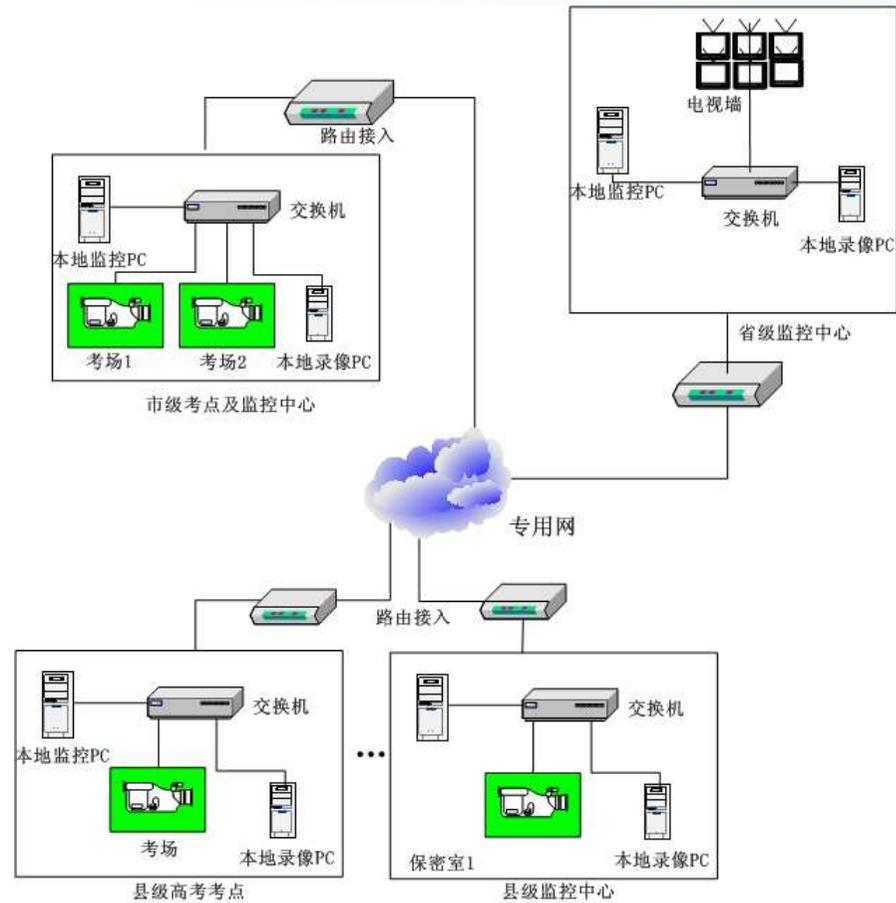


Education

Organization: China Government
Location: Fu-Jiang Province
Application: Examination monitoring

IP3122 (16,000 units)

VIVOTEK partner: Shanghai Poseidon Technology Co.



Government

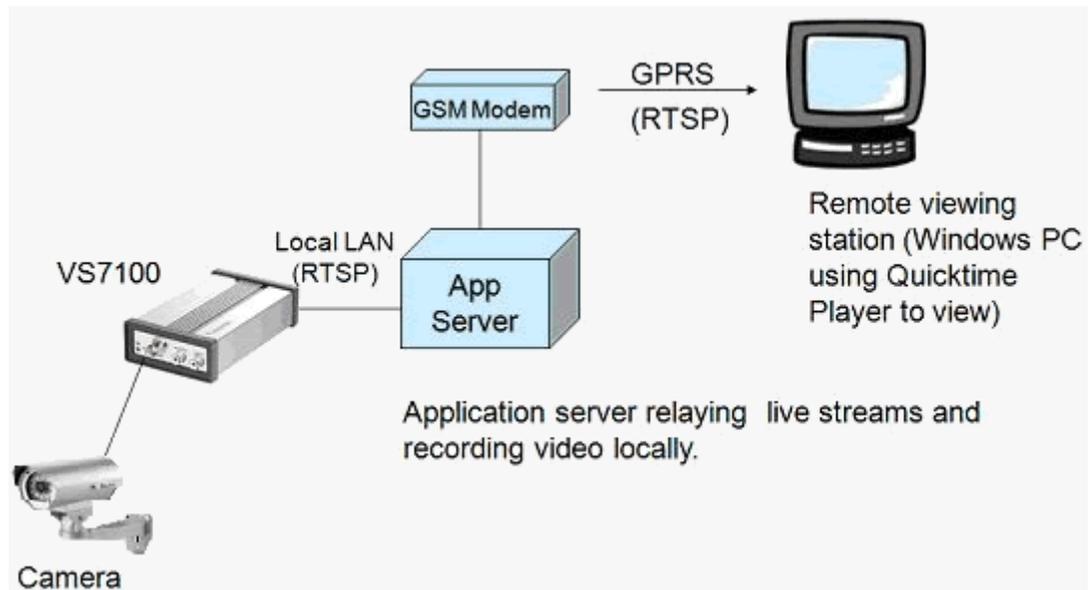
Organization: Singapore Power station

Location: Singapore

Application: Upgrade remote surveillance system with video servers

VS7100 (700 units, total 4,000 units)

VIVOTEK partner: Nano Equipment Pte Ltd



Home

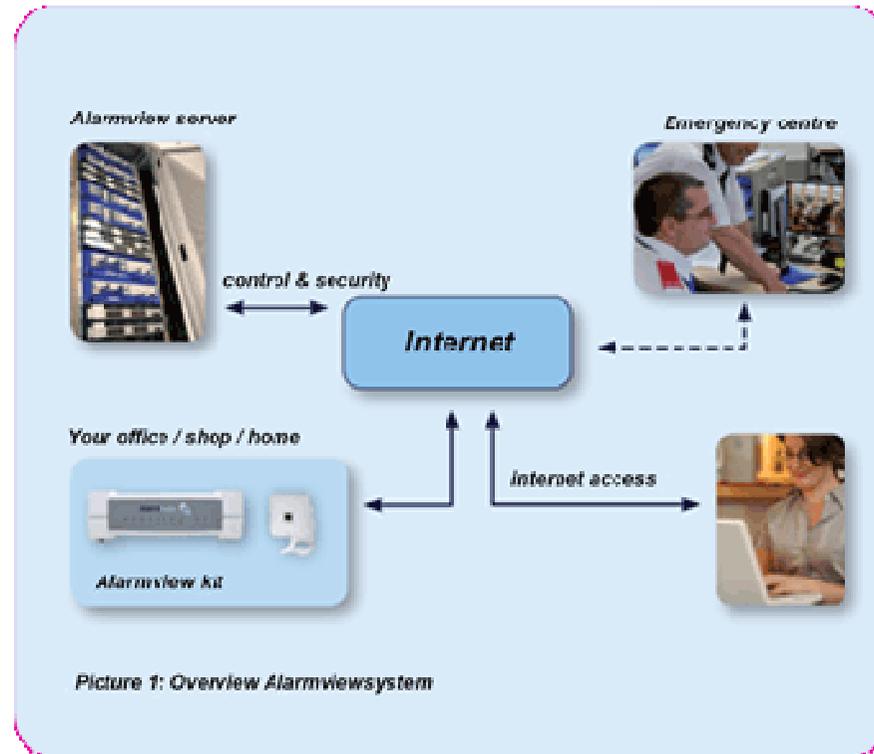
Organization: Residential Security

Location: Holland

Application: Alarm verification

TC5332 (1500 units in Year 2008)

VIVOTEK partner: Intronics



Industrial



Organization: Ericsson's factory

Location: Brazil

Application: Factory surveillance with PoE
IP7151, FD7131 (110 units)

VIVOTEK partner: Alpha-Digi



Retailing



Organization:

Co-Mart Vietnam

Location:

Vietnam

Application:

Supermarket surveillance

IP7131, FD7131 (2,500 units)

S/W: Aimetis

VIVOTEK partner:

Taitouch



Telecom

Organization: Telefonica Spain

Location: Spain

Application: Surveillance service provided to its SOHO subscribers

IP3121+ IP7127 (19,000 units), TC5331 (16,000 units)

S/W: Telefonica own developed service platform



Product Solution

FULL-RANGE IP SURVEILLANCE PRODUCTS



CENTRAL MANAGEMENT SOFTWARE

32-CH Client/Server CMS -- ST7501

- Client/Server for remote video management
- Real-time 32-CH live video monitoring
- Simultaneous 16-CH playback
- Reliable recording with data backup
- Multilingual user interface support
- Dual monitors display
- Supports geographic E-map



SOFTWARE INTEGRATION ALLIANCE





Thank you
for your attention

The End