**Why Choose Milestone?**

Highlighting the value of the open platform the following text is designed to be used in conjunction with the “Why Milestone” text. It further highlights the benefits of building a surveillance solution on an open platform.

The text can be used on websites, in brochures or other marketing collateral where a general presentation of the Milestone value proposition is needed.

**Value of Milestone open**

**platform VMS**

The Milestone open platform forms the

foundation of a thriving ecosystem of

technology partners and hardware providers

whose solutions can be combined to create

customized surveillance installations for any

business in any industry.

By integrating the XProtect® Video

Management Software (VMS) with any

number of cameras, encoders, software

programs and other hardware devices,

integrators are able to meet the specific

needs of a wide range of businesses, from

local storefronts to metropolitan cities and

international airports.

**Certified solutions**

Developers can submit finished integrations

for certification. Milestone tests and evaluates

the solution to verify its interoperability with

the XProtect VMS. Certified solutions work

in real environments and enable Milestone

sales partners to offer end-customers proven

solutions.

**Third-party solution benefits**

• Freedom of choice: XProtect supports the

widest choice in network hardware devices—

more than 5000 digital cameras, encoders

and digital video recorders (DVRs) from

150 different manufacturers. With XProtect

you have the freedom to choose the best

hardware according to the customer’s specific

budget and needs.

• Efficient operations: The open platform makes

it easy to combine video functionality with

a customer’s existing security and business

systems. These systems can be managed from

one central interface, resulting in improved

efficiency and increased productivity.

• Future proof: Instead of being tied to one

company’s product offerings, the open

platform gives you the ability to take

advantage of an entire industry’s innovation

when building a surveillance solution.

You also have the freedom to add new

technologies as they are developed, enabling

you to continually update and improve your

customers’ security systems.

**[CHARACTERS WITH SPACES: 1,163]**