GET READY TO

CONQUER THE MID-MARKET

GENERAL AVAILABILITY: JUNE 8, 2017
Something big is happening to our VMS portfolio. Starting June 8, 2017, we’re strengthening our product offering to give you more possibilities for low-to-mid-market customers.

We’re introducing two new products:

What's coming in R2?

The new products will complement our existing portfolio as part of an all-new series: Express Series and Professional Series.
Two new products to help you win the mid-market

On June 8, 2017, we’re launching two new products: XProtect Express+ and XProtect Professional+.

The new products will complement our existing VMS product portfolio and will be introduced as part of a series: the XProtect Express Series and Professional Series.

What you need to know about the new products

Here’s a brief overview of everything you need to know about XProtect Express+ and XProtect Professional+:

- They are built on the same high-performance technology as our XProtect Advanced products: XProtect Corporate and Expert.
- Customers get access to the latest product innovations built on a platform on which they can seamlessly grow their installation over time. Upgrading from the +products to XProtect Corporate or Expert takes less than 30 seconds.
- You will find all new associated SKUs and pricing in the price list here.

Why are we introducing new products?

For the past 10 years, we have invested heavily in research and development, working tirelessly to make our Advanced VMS the highest-performing VMS engine for complex, business-critical installations. Per industry figures, the business-ready market will account for more than half of the total video management software market.

This means that there are huge opportunities within the low-to-mid-market segment and we want to help you be even more competitive in this space.

That’s why we are now bringing the benefits of our high-performance software to the low- to mid-market customers, so installations of every size and need can benefit from the last 10 years of innovations.

XProtect Express+ and XProtect Professional+ give customers access to a wide range of features that will help them be more efficient.

What do the new products have to offer?

XProtect Express+ and XProtect Professional+ offer integrators several advantages:

- **Easy set-up**
  Set up new systems quickly and easily. Configure several cameras, roles and users simultaneously, saving time on installation and deployment.

- **Reduce costs**
  Reduce total system cost with hardware accelerated video motion detection (VMD). Offer customers a higher-performing system at a lower total cost thanks to the CPU load reduction that makes it possible to add more cameras per server than ever before.

- **Smart configurations**
  Help customers be more efficient. You can set up the system so that certain device configurations are changed automatically when a specific event is triggered in the system. For example, you can tell the system to record at a higher framerate if a door is opened after hours.

- **Remote management**
  Manage installations remotely. You can manage your XProtect Express+ and Professional+ systems through a single interface that can run directly on your laptop.

- **Instant notification**
  Stay on top of customer installations and offer round-the-clock support. With these products, you can send messages to Milestone Customer Dashboard based on any system event. For example, be notified when a system is running out of storage space or when motion is detected outside of office hours. You can be proactive in managing installations and keep an eye on what matters to your customers.

- **Configuration reports**
  Document your deployment. With configuration reports, you can make sure that all applied system configurations and camera view-zones are documented.

Get ready for June 8

To help you quickly get up to speed and prepare yourself for June 8, we’ve prepared a whole series of eLearning courses that explain how to work with these new products.

The eLearning courses are free and you can take them whenever it’s convenient for you. Why not start now, so you’re ready to hit the ground running when the new products are available?

Go to the eLearning portal...
How do the products compare?

### Deep dive into XProtect Express+

Help low-to-mid-market customers do more with their video

In addition to the features included in XProtect Express, XProtect Express+ offers:

<table>
<thead>
<tr>
<th>Feature</th>
<th>XProtect Express</th>
<th>XProtect Express+</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Type of deployment</strong></td>
<td>Single server</td>
<td>Single server</td>
</tr>
<tr>
<td><strong>Number of recording servers per system</strong></td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td><strong>Number of devices per recording server</strong></td>
<td>48</td>
<td>48</td>
</tr>
<tr>
<td><strong>Maximum number of users</strong></td>
<td>5</td>
<td>Unrestricted</td>
</tr>
<tr>
<td><strong>Alarm Manager</strong></td>
<td>Basic</td>
<td>Full</td>
</tr>
<tr>
<td><strong>Map</strong></td>
<td>Single</td>
<td>Multiple</td>
</tr>
<tr>
<td><strong>Supports all XProtect Clients</strong></td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td><strong>Third-party application integration</strong></td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td><strong>Archive to network storage</strong></td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td><strong>Microsoft Active Directory</strong></td>
<td>-</td>
<td>✓</td>
</tr>
<tr>
<td><strong>Metadata</strong></td>
<td>-</td>
<td>✓</td>
</tr>
<tr>
<td><strong>H.265 support</strong></td>
<td>-</td>
<td>✓</td>
</tr>
<tr>
<td><strong>Hardware accelerated video motion detection</strong></td>
<td>-</td>
<td>✓</td>
</tr>
<tr>
<td><strong>Flexible rule engine</strong></td>
<td>-</td>
<td>✓</td>
</tr>
</tbody>
</table>

**Access to the latest technology:**
XProtect Express+ includes support for H.265 video compression and hardware accelerated video motion detection (VMD), which opens the door for using the latest 4K and UHD cameras and lowering the total system cost.

**Quick incident response with full alarm management capabilities:**
Customers get a full overview of the alarms that have been triggered in their installation and can manage them in an effective manner.

**Efficient investigations:**
The advanced video search tool called "Smart Search", available in the XProtect Smart Client, bases its search results on metadata. Metadata is generated during video motion detection which results in an extremely fast way of finding video sequences of interest.

**Improved overview with interactive maps:**
Customers can use the multi-layer maps to identify the precise location of incidents and pull up all relevant cameras and devices in the installation.
Make the most of Edge Storage:

XProtect Professional+ includes support for Edge Storage, either as a way of reducing the on-site storage requirements, and thus the installation cost, or to take advantage of recording redundancy during system failures and maintenance downtime.

Centralized management:

For customers with multiple sites and/or servers, XProtect Professional+ enables operators to monitor, manage and operate all connected cameras and sites from one central interface.

Do more with support for metadata:

Customers integrating third-party solutions via the MipSDK can take advantage of the metadata support that enables users to integrate any data source into the video system and link it with video.

Endless scaling:

In addition to supporting an unrestricted number of cameras and concurrent users, XProtect Professional+ also supports an unrestricted number of cameras per recording servers, making it easy for customers to scale their installation over time.

Deep dive into XProtect Professional+

Bringing world-class performance to the mid-market

In addition to the features you know from the current XProtect Professional product, XProtect Professional+ offers the following:

How do the products compare?

<table>
<thead>
<tr>
<th>Product features</th>
<th>XProtect Professional</th>
<th>XProtect Professional+</th>
</tr>
</thead>
<tbody>
<tr>
<td>Type of deployment</td>
<td>Multi server</td>
<td>Multi server</td>
</tr>
<tr>
<td>Number of recording servers per system</td>
<td>Unrestricted</td>
<td>Unrestricted</td>
</tr>
<tr>
<td>Number of devices per recording server</td>
<td>320</td>
<td>Unrestricted</td>
</tr>
<tr>
<td>Maximum number of users</td>
<td>Unrestricted</td>
<td>Unrestricted</td>
</tr>
<tr>
<td>Supports all XProtect Clients</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Alarm Manager</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Multi-layer maps</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Third-party application integration</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Microsoft Active Directory</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Metadata</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Centralized management</td>
<td>-</td>
<td>✓</td>
</tr>
<tr>
<td>H.265 support</td>
<td>-</td>
<td>✓</td>
</tr>
<tr>
<td>Edge Storage</td>
<td>-</td>
<td>✓</td>
</tr>
<tr>
<td>Hardware accelerated video motion detection</td>
<td>-</td>
<td>✓</td>
</tr>
<tr>
<td>Smart Client profiles</td>
<td>-</td>
<td>✓</td>
</tr>
<tr>
<td>Flexible rule engine</td>
<td>-</td>
<td>✓</td>
</tr>
</tbody>
</table>
XProtect 2017 R2 includes:

- Increased encryption and signing as the recording server now uses AES256 for encryption and SHA-2 for digital signing.
- Smart Map support for distributed architectures. Customers with XProtect Corporate can add cameras from all sub-sites connected with Milestone Federated Architecture and display them in their Smart Map.
- Audio support for Edge Storage, so customers can retrieve audio as well as video recordings from the edge.*
- The ability to play pre-recorded audio messages through the speakers attached to selected cameras. Customers can use this feature to broadcast messages in the event of an emergency, or to play announcements triggered by pre-defined events, such as unauthorized access of restricted areas.

A new and improved free product

In addition to the new products, we are also optimizing our free VMS offering. As of June 8, XProtect Essential is now XProtect Essential+. What’s the difference? XProtect Essential+ will include:

- Support for the MIP SDK and the ability to integrate third-party software and hardware.
- Access to the latest product innovations, as XProtect Essential+ runs on the same high-performing technology as our Advanced VMS products.
- An easy upgrade to a paid product that can be handled in less than 30 seconds.
- No registration required – just download and use.

A stronger XProtect Expert

In addition to the updates mentioned above, we are also adding several features to XProtect Expert that previously were only available on XProtect Corporate. XProtect Expert 2017 R2 now includes:

- Secure multi-stage storage
- Rule-based bookmarks
- Increased encryption and signing strength
- Video grooming

Learn more about XProtect Essential+.

How about the Advanced VMS?
We are also introducing several new enhancements to our XProtect Corporate and Expert VMS.

XProtect 2017 R2 includes:

- Increased encryption and signing as the recording server now uses AES256 for encryption and SHA-2 for digital signing.
- Smart Map support for distributed architectures. Customers with XProtect Corporate can add cameras from all sub-sites connected with Milestone Federated Architecture and display them in their Smart Map.
- Audio support for Edge Storage, so customers can retrieve audio as well as video recordings from the edge.*
- The ability to play pre-recorded audio messages through the speakers attached to selected cameras. Customers can use this feature to broadcast messages in the event of an emergency, or to play announcements triggered by pre-defined events, such as unauthorized access of restricted areas.

*Also available for XProtect Professional+.

Learn more about these enhancements in the What’s New Briefs.
### Product Sheets/Flyers
- XProtect® Corporate
- XProtect® Expert
- XProtect® Professional+
- XProtect® Professional
- XProtect® Express+
- XProtect® Express
- XProtect® Essential+
- XProtect® Professional Series Flyer
- XProtect® Express Series Flyer

### Boilerplates
- XProtect® Corporate
- XProtect® Expert
- XProtect® Professional series
- XProtect® Professional+
- XProtect® Professional
- XProtect® Express series
- XProtect® Express+
- XProtect® Express
- XProtect® Essential+

### What’s New Briefs
- XProtect® Corporate
- XProtect® Expert
- XProtect® Professional+
- XProtect® Express+
- XProtect® Essential+
- Business-ready VMS

### eLearning
- Getting started with XProtect VMS
- Exploring XProtect VMS components
- Navigating the XProtect Advanced Management Client

### XProtect Comparison Chart
- XProtect® Comparison Chart

### What's New Presentation
- What's new presentation XProtect VMS 2017 R2

### Pricelist
- Pricelist