



FALL
2016

PRODUCT UPDATE

We've put everything you need to know about this latest product update in one place. Get up to speed on all the new products and features, download relevant sales materials and presentations and print flyers for your sales staff and resellers. Welcome to your one-stop-shop for the Fall 2016 Product Update. Happy reading!



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Our third product update of the year features a number of exciting changes to the Milestone product portfolio. We're introducing two new NVRs, transforming XProtect® Essential into our free product offering and helping customers reduce their TCO with a number of

enhancements to XProtect® Expert and XProtect® Corporate. These changes will help resellers tap into new market segments, offer customers a more cost-effective surveillance solution and beat the competition by offering unique, best-in-class capabilities.

Milestone Husky™ M20

Meet the newest member of our growing Husky family



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– the best VMS in the market – **for free**

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Download Center



Meet the Milestone Husky M20

Available in 8- or 16-port variations

The 16-port supports up to 24 cameras

Optional integrated PoE managed switch

Pre-loaded with NVR-optimized version of XProtect® Professional 2016

Meet the newest member of our growing Husky family



The easiest installation ever

When catering to the mid-market segment, we realize that it's important for our resellers to offer a proven solution they can trust. Their customers are counting on them, and resellers want to repay that confidence with a smooth, uneventful installation process. They want to be confident that everything will work the first time, and that when they leave the customer, they won't be bombarded by calls or complaints because the system isn't working as it should.

The Milestone Husky M20 is the product for resellers looking to build trust with their customers. It offers installers the easiest, most predictable installation process in the industry. The Milestone Husky M20 is the shortest route to give end-customers an all-in-one surveillance solution.

Consider the facts

The Milestone Husky M20 offers:

- Reduced deployment time with integrated Power over Ethernet (PoE) managed switch.
- A smooth installation process with Smart

Start – a series of plug-and-play features that help installers connect cameras and configure storage with ease.

- A predictable installation with no guesswork. We handle the majority of the set-up process, so installers get the same good results, every time.

The NVR end-customers want

The new Milestone Husky M20 also offers customers a high-performing NVR at an attractive price point.

Customers benefit from:

- Replaceable hard disk drives, which help minimize downtime when replacing storage
- 200 Mbit/s recording rate, which can handle the latest megapixel cameras
- 6th generation (Skylake) Intel® motherboard and processors, which provide high performance local viewing and playback

This one is literally going to fly off the shelves. Order it today.



ORDER IT NOW

Contact Partner Services and Sales Support

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APAC

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[Milestone Husky M20 flyer](#)

[Milestone Husky M20 product specification sheet](#)

[Milestone Husky Series comparison chart](#)

[Product Update highlight recording](#)



Key Takeaways

Effective October 10, XProtect Essential will be our free VMS product

Users can upgrade to a paid version of the product by purchasing subscription packs

Existing XProtect Essential customers have the opportunity to upgrade to XProtect Express for free

XProtect Essential – the best VMS in the market – **for free**

For years, XProtect® Go has been our free VMS product, providing thousands of users with basic VMS functionality at no cost. Now it's time for an exciting change. Starting October 10, we are discontinuing XProtect Go, and making XProtect Essential our free VMS product.

How free XProtect Essential is a game-changer

Users get:

- A fully functional, feature-rich VMS at no cost, with no strings attached
- Unlimited video retention time
- An easy, transparent way of expanding the system with yearly, fixed-cost subscription packs
- Anytime, anywhere access to their system with our three viewing clients, including the best mobile app in the industry

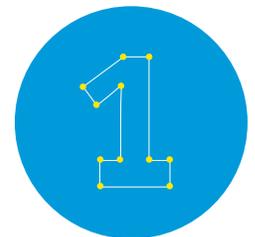
Why are we doing this?

We have the best VMS on the market. By making a fully-functional, feature-rich VMS available for free, we are bringing our

award-winning platform to thousands of potential end-customers, enabling them to explore the numerous benefits our VMS has to offer, and convincing them over time to become loyal XProtect customers. This also represents a unique opportunity for you to introduce resellers unfamiliar with Milestone to the value that our VMS brings to end-customers. Once they see how well it works, they'll be convinced to think Milestone every time they are proposing a VMS to their end-customers.

How will it work?

The free version of XProtect Essential will be available as a free download supporting up to 8 cameras. Customers can expand their systems by purchasing the new XProtect Essential subscription packs. A subscription pack includes 8 cameras licenses and a 1-year subscription to Milestone Care™ Plus. A total of 5 subscription packs can be added to one Software license code, resulting in a system supporting up to 48 cameras in total. Customers must renew this subscription every year.



By making a fully-functional, feature-rich VMS available for free, we are bringing our award-winning platform to thousands of potential end-customers

What will happen to existing XProtect Essential customers?

We recognize that we have many loyal XProtect Essential customers, and we want to make sure that they have a system that is continuously updated and able to expand with their business needs. Thus, existing XProtect Essential customers with a valid Milestone Care Plus agreement will be able to upgrade

to XProtect Express for free. To help our sales partners migrate existing XProtect Essential customers without Care Plus, we’re introducing a limited time campaign where customers can upgrade at a fraction of the price.

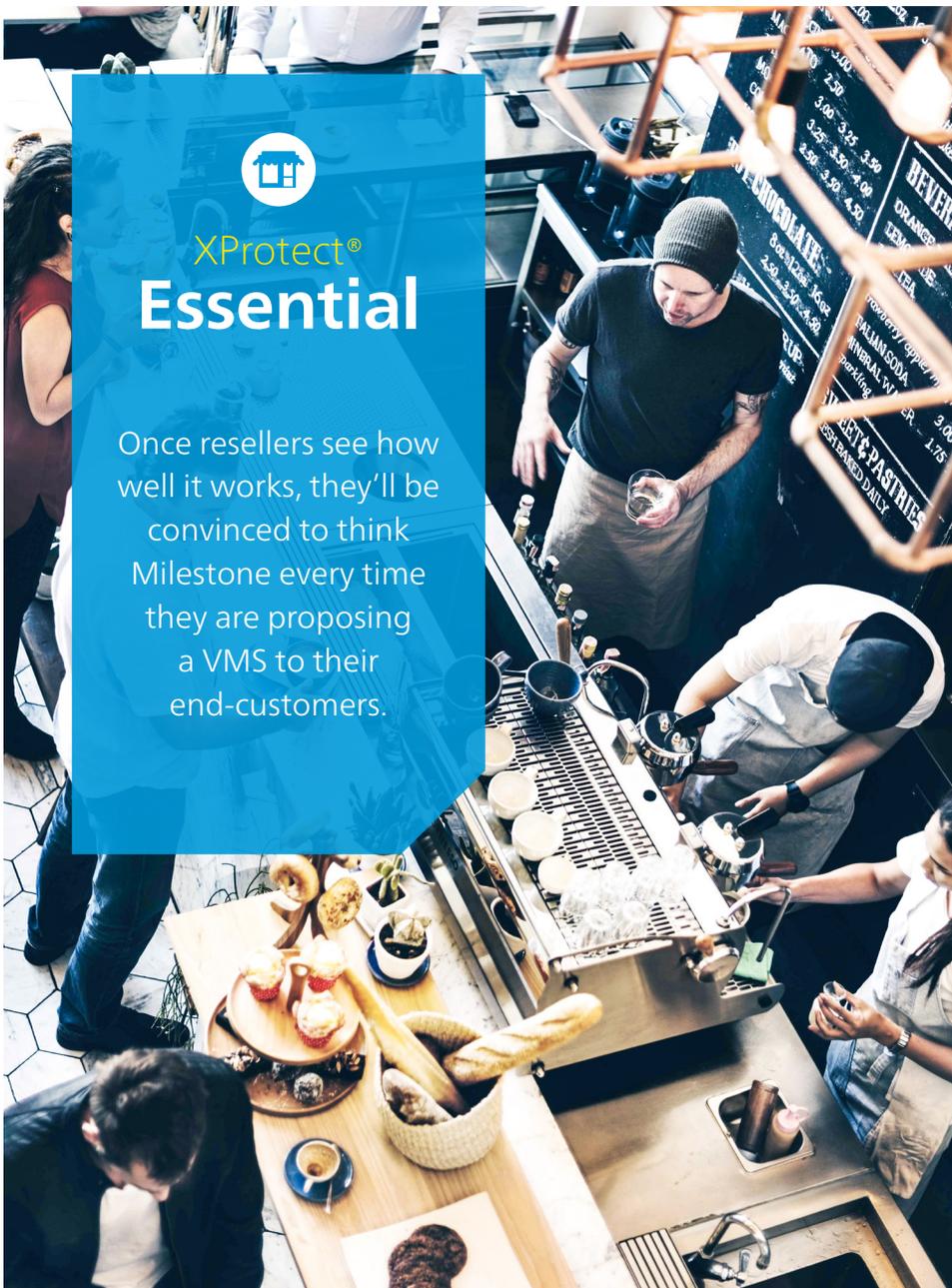
What about new business?

In addition to making XProtect Essential free, we are also reducing the price of

XProtect Express by 25%, making it a well-positioned, entry-level Milestone product.

Read more about the changes in the Price List.

Read more about the campaign here.



- [New essential boilerplate](#) 
- [XProtect Essential what's new brief](#) 
- [XProtect Essential product presentation](#) 
- [XProtect Express what's new brief](#) 
- [XProtect Essential FAQ](#) 
- [Product Update highlight recording](#) 
- [XProtect® Comparison Chart](#) 



Key Takeaways

Until December 31, Essential customers without Milestone Care Plus can upgrade to XProtect Express for free, when they purchase three years' Care Plus at a 50% discount

Essential customers with Care Plus can upgrade to XProtect Express for free

Upgrading to XProtect Express ensures customers have access to the latest functionality and can expand their system when needed

Upgrade XProtect Essential customers to XProtect Express – for free

We realize we have a loyal XProtect Essential customer base, and now that XProtect Essential will be our free product, we want to help these customers migrate to a system that can meet their current and future surveillance

needs. For a limited time only, we're introducing a campaign that enables existing XProtect Essential customers to upgrade to XProtect Express – for free. This is a fantastic opportunity for XProtect Essential customers to get a

more advanced product at a significantly reduced cost, and to enable resellers to reconnect with their XProtect Essential install base.

The offer for customers **without Care Plus**

From now until December 31, 2016, existing XProtect Essential customers without Milestone Care™ Plus can upgrade to XProtect Express for free, when they purchase three years of Milestone Care Plus at a 50% discount. Here's what they save by taking advantage of this campaign:

Buy Milestone Care Plus at an attractive price

Buy three years' Milestone Care Plus at a 50% discount and receive:

- FREE upgrade to XProtect Express
- Three years of Milestone Connected Services
- Three years of free VMS updates

Campaign valid until December 31, 2016

Campaign price example for a current XProtect Essential installation with 16 cameras:

	EURO	USD
Current Milestone Care Plus opt-in price:	€395	\$486
Campaign price:	€195	\$243

The offer for customers **with Care Plus**

Customers who already have a valid Milestone Care Plus can upgrade to XProtect Express for free. This applies to all customers with a valid Milestone Care Plus agreement.

If customers don't want to purchase Milestone Care Plus, they can still upgrade to XProtect Express using our standard 30% trade-in discount.

Why customers should upgrade

Upgrading to XProtect Express offers customers a number of advantages:

Support for Milestone Interconnect™

The new free version of XProtect Essential will not include support for Milestone Interconnect. So upgrading to XProtect Express is a great way for customers with multiple locations to ensure that their remote sites can be connected to their XProtect® Corporate hub site.

Access to new functionality

Upgrading to XProtect Express will ensure that customers can take advantage of new product updates.

System expansion

Since their current version of XProtect Essential will eventually be discontinued, customers who want to maintain the

possibility of adding cameras to their system should migrate to XProtect Express.

Support for third-party integrations

As the first level VMS that supports third-party integrations, XProtect Express enables customers to combine video with other business systems, such as access control or point of sale systems.

How to take advantage of the offer

For Essential customers without Milestone Care Plus, you can place the order using our order system, as usual. The system has been equipped to apply the campaign discount during the campaign period.

For XProtect Essential customers with a valid Milestone Care Plus agreement, you can upgrade the license in Customer Dashboard without any Milestone involvement.

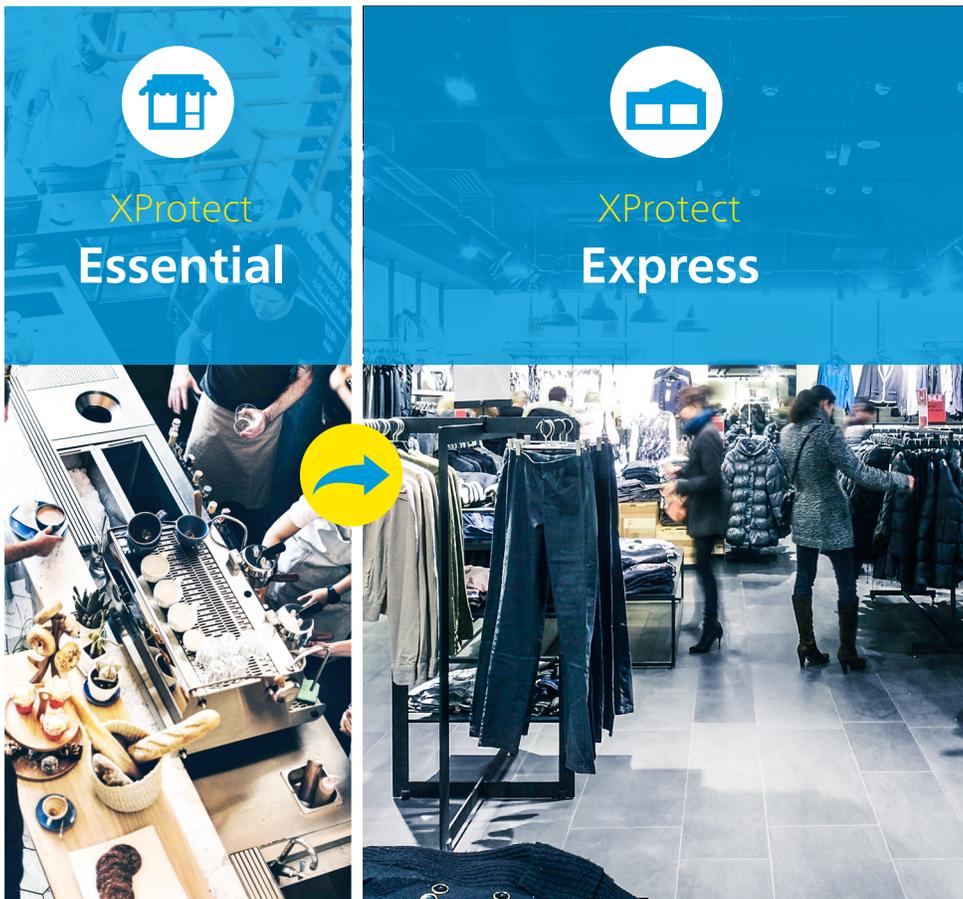
The fine print

There are a few things to keep in mind when deciding who should upgrade and when.

XProtect Essential 2014 will be discontinued on May 21, 2017. Add-on licenses and Milestone Care Plus for this VMS version will be available for purchase until that date.

XProtect Essential 2013 will be discontinued on October 7, 2016. Add-on licenses and Milestone Care Plus for this VMS version will be available for purchase until that date.

For more information on the discounted stage of our product lifecycle, please visit our website, milestonesys.com.



[XProtect Essential campaign ppt presentation](#) 

[XProtect Essential product presentation](#) 

[Product Update highlight recording](#) 



Key Takeaways

Support for
H.265

Video recording
performance
enhancements

Smart Maps

Kerberos
support

New system
hardening guide

Strengthening our Advanced XProtect VMS product offering

Our third product update of the year includes a number of enhancements designed to reduce the overall total cost of ownership for end-customer installations, improve overall system performance and increase operational efficiency and system security.

Reducing total cost of ownership

XProtect 2016 R3 introduces support for H.265, a video compression standard that potentially will prove to be 50% more efficient than H.264. This increased efficiency translates into concrete savings for XProtect customers, including up to 50% savings on network infrastructure, video storage and hardware costs, the latter due to the fact that customers can run more cameras per XProtect recording server.

For resellers, this means they can offer a more cost-competitive solution when they offer Milestone, and they can be confident that Milestone installations can efficiently handle the latest, high-resolution camera technology. The rising demands for high

quality video will not have to mean a higher TCO for the installation.

Continuing in the vein of reducing storage costs and balancing hardware needs with the desire for high quality video recording, XProtect 2016 R3 also introduces Scalable Video Quality Recording (SVQR). This new, patent-pending capability helps end-customers make the most of camera-based edge storage, and works well for interconnected systems. SVQR enables customers to record high quality video using edge storage and record low quality video centrally. They can then retrieve the high quality video when needed, on an event-driven, scheduled or manual basis. In terms of cost reduction, SVQR significantly reduces the network traffic and central storage costs, as customers can store the high quality video using edge storage and decide when they want to retrieve it. This also provides a secure way of capturing high-quality, pre-event recordings.

Advanced XProtect

2016 R3

Up to:

50%

savings on network
infrastructure, video
storage costs and
hardware costs

Improving system performance

As an additional means of optimizing system performance, XProtect 2016 R3 also includes a major enhancement to the video recording process. The new dynamic pre-buffer capability keeps the video pre-buffer (used for event- and motion-triggered recording) in RAM instead of writing it to the hard drive. This change means a dramatic reduction in the read/write operations to the disks used for video storage. It significantly reduces the wear and tear on the hard drives, extends their lifetime, reduces energy consumption and increases the number of cameras an installation can have per recording server. All of this translates into a dramatic reduction in the cost and effort required for storage maintenance.

Increasing operational efficiency

XProtect 2016 R3 includes Smart Maps, a brand new map function that supports geo-navigation between sites. Smart Maps complements the existing

map functionality and operators can seamlessly drilldown into the existing maps. It offers native support for GIS and CAD maps, as well as support for online navigation services like Google, Bing and OpenStreetMap. Integrators can take advantage of the CAD support to import CAD drawings made during the scoping phase of the project directly into the system. The Smart Map environment is easy to use and work with when configuring the system, which should save integrators time when installing a system. On the customer side, Smart Maps will assist alarm and command centers in navigating to incident locations, enabling a faster incident response.

Smart Maps currently supports all cameras known by the system, which means in an installation with Milestone Interconnect™, operators will be able to see all cameras in the interconnected system.

Increasing system security

With increasing concerns about cybersecurity, we are pleased to announce support for Kerberos, an authentication protocol that provides strong, encrypted user authentication and communication flow. This will be a strong selling point when proposing Milestone to end-customers requiring high system security.

In addition to Kerberos support, we have also developed a System hardening guide to help our partners optimize Milestone systems to meet end-customers' cybersecurity needs. The guide outlines best practices for system design, operating system configuration, servers and workstations and the Milestone VMS. It also contains input on cybersecurity policies, risk evaluation and mitigation.



- [XProtect Corporate what's new brief](#)

- [XProtect Expert what's new brief](#)

- [What's new presentation](#)

- [System hardening guide](#)

- [Product Update highlight recording](#)

- [XProtect® Comparison Chart](#)



Key Takeaways

Redundant power supply

Up to 10GbE over CAT6

Hot swappable drives

Unlimited enterprise storage support

Redefining the NVR server with the Milestone Husky M550A



Redundant dual power supply, up to 10GbE over CAT6 and no limits to the amount of enterprise storage – these are just a few of the benefits enabled by the newest Milestone server-class NVR, the Milestone Husky M550A NVR. With the release of its second high-performance NVR this year, Milestone now leads the industry in recording rates for the 1GbE and 10GbE segments.

10GbE NVR Hardware platform

With the launch of the Milestone Husky M550A, Milestone is entering the 10GbE NVR server segment for the first time in Milestone's history. Our newest, server-class NVR is the first in the industry to have a converged network adapter, which enables customers to extend the built-in storage using enterprise class storage from EMC, Dell, HP, Netapp and other storage manufacturers.

The greenest 10GbE NVR in the industry

Designed around Intel's X550 converged network adapter, the Milestone Husky M550A reduces the installation complexity of server class 10GbE NVRs because it utilizes existing CAT6 cable infrastructures. It also has 50% less power consumption than previous Intel CNAs (Converged Network Adapters), which makes this Milestone Husky M550A the greenest 10GbE NVR in the security industry. The converged network adapter provides hardware-based, high speed iSCSI and FCoE (Fiber Channel over Ethernet) interfaces, enabling customers to connect an unlimited amount of storage for both live video databases and archives. This NVR also boasts an industry-leading recording rate of 1400Mb/s and supports up to 768 cameras, making it the highest-performing NVR in its class.



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Guaranteed recording rate of

1400
Mb/s



Up to
64
TB storage

How does the Milestone Husky M550A compare to the Milestone Husky M500A?

The Milestone Husky M550A addresses larger scale NVR deployments with its use of 10GbE converged network adapter and provides redundant / hot swappable power supplies.

Here’s how the two units compare:

	Network System	Compute System	Video Management System	Storage System	Power System
 <p>Milestone Husky M500 Advanced</p>	1 GbE	1x16 PCIe 2.0 7436 Passmark	*10-512 cams	600 Mb/s Recording	1 PSU
 <p>Milestone Husky M550 Advanced</p>	10 GbE	2x8 PCIe 3.0 7436 Passmark	*10-768 cams	1400 Mb/s Recording	1+1 PSU NEW

The Milestone Husky M500A and the Milestone Husky M550A offer the best price and performance in their respective NVR classes. The long-awaited dual power supply support, the best-in-class energy efficiency and industry-leading price-to-performance ratio make these NVRs excellent options for the advanced market segment.

*Actual number of cameras per NVR unit is dependent upon several configuration decisions such as: VMD processing, number of streams per camera, bitrate and other details.

- [Product presentation](#) 
- [Milestone Husky M550A boilerplate](#) 
- [Product Update highlight recording](#) 



All Downloads

Product Update
highlight recording 

Milestone Husky M20

Milestone Husky
M20 flyer 

Milestone Husky M20
product specification
sheet 

Milestone Husky Series
comparison chart 

XProtect Essential - for free

New XProtect Essential
boilerplate 

XProtect Essential what's
new brief 

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what's new brief 

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Comparison Chart 

Upgrade to XProtect Express - for free

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