



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 Total Cost of Ownership

with a number of enhancements to XProtect® Expert and XProtect® Corporate. These changes will help you 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

Comes with a pre-loaded, 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 you to offer a proven solution you can trust. Your customers are counting on you, and you want to repay that confidence with a smooth, uneventful installation process. You need a solution where everything works the first time, where you can leave your customer, secure in the knowledge that you won't be bombarded by calls or complaints because the system isn't working as it should. The Milestone Husky M20 is the product you've been waiting for. It offers the easiest, most predictable installation process in the industry. The M20 is the shortest route to giving your customers an all-in-one surveillance solution.

Consider the facts

The 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 you connect cameras and configure storage with ease

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

The NVR end-customers want

The new 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

Your customers will be lining up for this one. Husky M20 starts shipping November 30th, so place your orders today!



ORDER IT NOW

Contact Partner Services and Sales Support

AMERICAS

us-sales@milestone.us



EMEA

purchase@milestone.dk



APAC

asiasales@milestonesys.com



[Husky M20 flyer](#)



[Husky M20 specification sheet](#)



[Husky M20 product presentation](#)



[Husky M20 ordering FAQ](#)



[Selecting the right Husky](#)



[Husky series comparison chart](#)





Key Takeaways

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

Users can expand their system by purchasing subscription packs

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

We're reducing the price of XProtect Express by 25%

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 to shake things up. Starting October 10, we are discontinuing XProtect Go, and making XProtect Essential our free VMS product. XProtect Essential will be the most feature-rich, free VMS available on the market as it offers unlimited retention time and anytime, anywhere access to both live and recorded video.

How free Essential is a game-changer for you

Users who download the new free Essential constitute an entirely new market segment ripe for upselling. By offering a full-fledged VMS for free, you can introduce low-end, price-sensitive customers to our award-winning VMS and then convince them to upgrade their Milestone system as their needs change. Upsell opportunities include:

- You can sell Essential subscription packs to users who need to expand their system beyond 8 cameras. The subscription packs also represent a unique recurring revenue opportunity

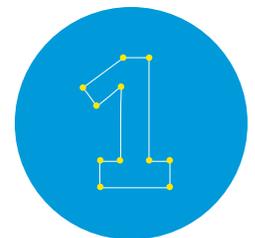
and a way to grow low-end customers over time, as their surveillance needs change.

- You can upsell to XProtect® Express to users who want to integrate other systems and capabilities into their video system
- You can upsell to XProtect® Professional to users with multiple locations and/or servers

XProtect Essential will also make an excellent demo product, enabling you to give potential customers a full-scale VMS to try before buying one of our more advanced products.

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 system 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,



By offering a full-fledged VMS for free, you can introduce low-end, price-sensitive customers to our award-winning VMS

resulting in a system supporting up to 48 cameras in total. Customers must renew this subscription every year.

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 you 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. Read more about the campaign [here](#).

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 [Q4 Price List](#).



- [New XProtect Essential boilerplate](#)
- [New XProtect Essential product sheet](#)
- [What's new brief: XProtect Essential](#)
- [What's new brief: XProtect Express](#)
- [XProtect Essential FAQ](#)
- [XProtect Essential product presentation](#)
- [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 know we have a loyal XProtect® Essential customer base, and now that 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.

The offer for customers **without Care Plus**

For a limited time only, we're introducing a campaign that enables existing Essential customers to upgrade to XProtect® Express. This is a fantastic opportunity for Essential customers to get a more advanced product at a significantly reduced cost, and for you to reconnect with your XProtect Essential install base. 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:	€352	\$432
Campaign price:	€176	\$216

The offer for customers **with Care Plus**

Customers who already have a valid Care Plus agreement can upgrade to XProtect Express for free.

If customers don't want to purchase 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 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 Essential customers with a valid Care Plus agreement, you can upgrade the license in [Customer Dashboard](#) without any Milestone involvement.

Get an overview of existing XProtect Essential customers

You can get a full overview of all your existing XProtect Essential customers in Customer Dashboard (formerly the Software Registration Site), which is a part of My Milestone. You can also see the Care Plus coverage per installation so you know exactly which offer to pitch. If you need assistance, please feel free to contact Milestone's partner and [sales support team](#).

The fine print

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

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

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

XProtect Essential 2016 will be discontinued on **December 2018**. Add-on licenses and Care Plus for this VMS version will be available for purchase until that date.

For more information on the discontinued stage of our product lifecycle, please visit our [website](#).



- [Campaign flyer](#) 
- [Campaign presentation](#) 
- [Essential product presentation](#) 
- [Essential FAQ](#) 



Key Takeaways

Support for H.265

Video recording performance enhancements

Smart Maps

Kerberos support

New cybersecurity 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, increase operational efficiency and boost system security.

Reducing total cost of ownership

XProtect Advanced VMS 2016 R3 introduces Scalable Video Quality Recording (SVQR). This new, patent-pending capability helps your 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.

As an additional means of reducing storage and maintenance costs, the 2016 R3 release includes a major enhancement to the video recording process by introducing RAM based pre-recording buffering. This new technology keeps the video pre-buffer (used

for event- and motion-triggered recording) in RAM instead of writing it to the hard drive. Keeping the video in RAM until it's actually recorded dramatically reduces the read/write operations to the disks used for video storage. This 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. This enhancement also means that you can select lower specification disks for use in the live database, thus reducing the initial system cost. All of this results in increased system performance and a dramatic reduction in both the initial and ongoing costs of the storage system.

Setting new standards

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

Advanced XProtect

2016 R3

Up to:

50%

savings on network infrastructure, video storage costs and hardware costs

50% savings on network infrastructure, video storage costs and hardware costs, the latter due to the fact that customers can run more cameras per XProtect recording server.

This means you can offer a more cost-competitive solution with Milestone, and you 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 Total Cost of Ownership for the installation.

Increasing operational efficiency

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

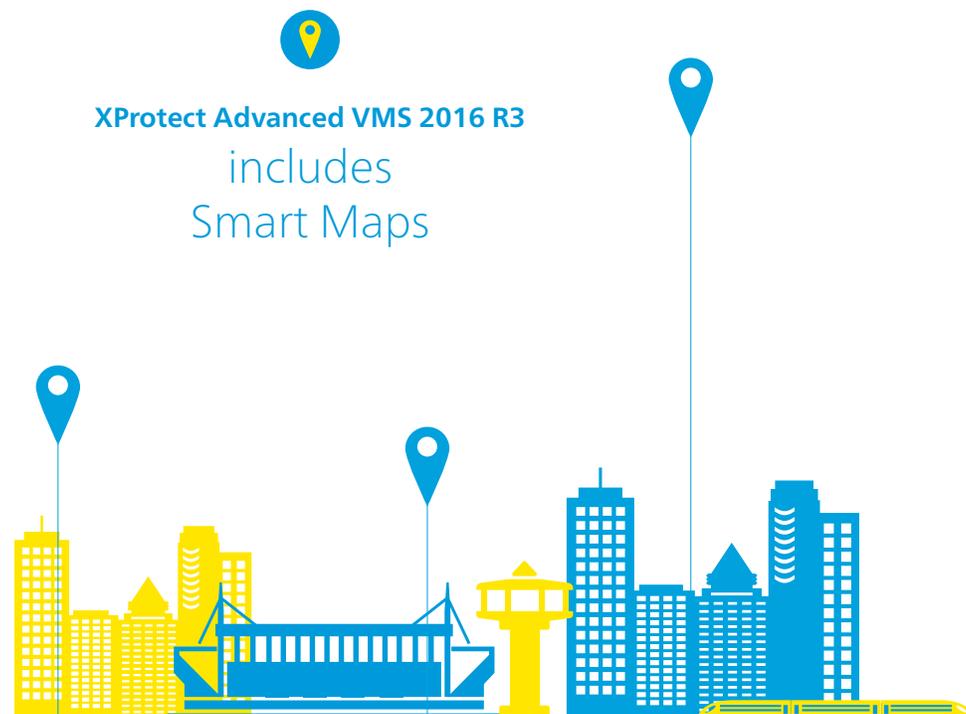
existing map functionality and enables operators to seamlessly drilldown into the existing maps. It offers native support for geo-referenced GIS maps and CAD drawings, as well as support for online navigation services like Google, Bing and OpenStreetMap. If you're an Integrator, you can take advantage 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 will save you valuable time when installing a 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 running Kerberos-based IT environments.

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 briefs](#) 

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

[XProtect advanced products - what's new presentation](#) 

[System hardening guide](#) 

[XProtect comparison chart](#) 



Key Takeaways

Hot swappable drives

Unlimited enterprise storage support

Redundant power supply

Up to 10GbE over CAT6

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 Husky, the M550A NVR. With the second high-performance NVR released in 2016, Milestone now leads the industry in recording rates for the 1GbE and 10GbE segments.



With the launch of the 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 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 the M550A the greenest 10GbE NVR in the security industry.

The highest-performing NVR in its class

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. The M550A also provides an industry-leading recording rate of 1400Mb/s and supports up to 768 cameras, making it the highest-performing NVR in its class.



ORDER IT NOW

Contact Partner Services and Sales Support

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APAC

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Guaranteed recording rate of

1400

Mb/s



Up to

64

TB storage

How does the Husky M550A compare to the Husky M500A?

The Husky M550A addresses larger scale NVR deployments with its use of 10GbE converged network adapter and provides 1+1 redundant dual power supply. Traditionally, NVRs are deployed as stand-alone all-in-one NVR installations, but the Husky M550A can be deployed in many other ways. It can replace expensive IT servers for large-scale, multi-NVR environments which require the use of external storage archives. It can also be used in high-availability, complex solutions or globally dispersed operations with centralized management.

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

With the Husky M500A and the Husky M550A, Milestone is providing the best price and performance in the industry 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 the Husky M550A an excellent option for the 10GbE advanced market segment.

- [Milestone Husky M500A/ M550A product specification sheet](#) 
- [Milestone Husky M500A/ M550A product presentation](#) 
- [Milestone Husky M550A – boilerplate](#) 
- [Milestone Husky series comparison chart](#) 

*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.



All Downloads

Milestone Husky M20

Husky M20 flyer	
Husky M20 specification sheet	
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XProtect Essential - for free

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Upgrade to XProtect Express - for free

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