

## Milestone Solution Certification Program - IT Infrastructure Component

The Milestone Solution Certification tests and evaluates third-party IT Infrastructure components interoperable and optimized for the Milestone XProtect® video management software (VMS). The certification verifies that server, storage and network components meet the performance benchmark required to support the XProtect VMS, and measures the maximum performance available to customers. Milestone's own Solution Partner team leads and manages the testing process for Milestone.

### Key benefits

The Certified Solution accreditation offers you valuable benefits:

- Milestone's endorsement of your IT Infrastructure component
- Verification of your IT infrastructure component being interoperable and optimized for XProtect VMS
- Increases attractiveness to the channel due to proven maturity and quality of the IT Infrastructure component
- Differentiation from non-certified components, providing a competitive advantage

### Requirements for participation

- Active membership in the Milestone Solution Partner program
- The IT Infrastructure component needs to be interoperable and optimized for the XProtect VMS, and compatible with at least one of the most recent commercially available versions.
- You must present at least one reference of a full installation of your proposed component successfully running at a customer site

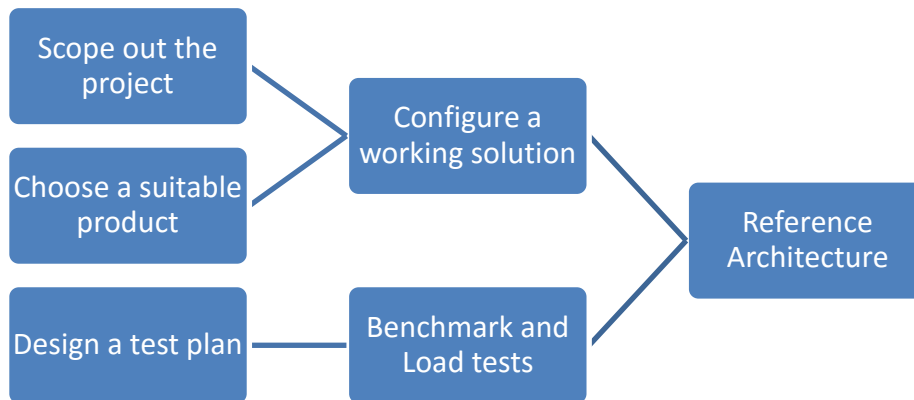
### Certification Process

We have three types of certification tests available: "In-House, Remote, and Self-Test," each with a different set of responsibilities for both teams (Milestone and the solution partner). For "In-House" and "Remote" projects, the start date is subject to our certification project pipeline. Check with the certification program manager to determine pipeline availability. "Self-Test" projects are managed outside of our test pipeline and can begin as soon as the solution partner is ready.

All types of certification projects are similar. Start dates require all the necessary meetings and exchanges of information are carried out beforehand. Initial meetings are conducted with our certification program manager and are used to determine the scope of the tests, the test scenarios, and to share information. Once the project is begun, we target 60 calendar days for a completion date. We intend on remaining in close communication throughout the process, and require a technical contact from your organization who can respond to any support requests during this process, Milestone will provide the same if you choose a "Self-Test."

Once the project is begun each test process is different. In-House projects require shipping of your solution to the Milestone test facility, and an exchange of all the information our engineers will need to work with your products. Furthermore, all benchmark and maximum performance tests are carried out by our engineers, all data analysis and documentation work is also the responsibility of Milestone. For Remote projects all physical hardware, including servers, storage and network infrastructure are contained within the lab facilities of the solution partner. Milestone is responsible for configuration and installation of the Milestone VMS software, and all other execution of the project, including data analysis and documentation. There is no shipping required in a Remote test. For Self-Tests, the solution partner is responsible for assembling the test lab, executing the tests, and producing the first draft of the documentation promoting the certification. Milestone is

responsible for designing the test plan, analyzing the test data, finalizing all documentation, and is available for troubleshooting at any point if required.



### Timeframe

Once the project begins, the certification is estimated to take 60 calendar days, depending on the complexity of the component and speed of the planning/set-up process.

### Deliverables



Milestone will deliver the following materials

- Certified Solution Certificate – available and updated upon request
- Certified Solution for Milestone logo
- Reference Design document detailing the specifications of the system used in the certification

The reports will be sent to you for editing, feedback, and ultimately approval. After approval the product profile in the Milestone Solution Finder will be marked with a “Milestone Certified Solution” status and you will be authorized to use the “Certified Solution for Milestone” logo. Your account manager will work with you on any available promotions, announcements, events, and, sales and marketing opportunities to ensure a closer collaboration with Milestone.

### Pricing

The Solution Certification Program will be invoiced to your company after it is completed:

Hands On Certification	•\$5,000 per product or product line
Remote Certification	•\$4,000
Self Test Certification	•\$3000

In addition to the pricing mentioned above, you are responsible for all shipping costs, the delivery of hardware, software and documentation to and from the Milestone testing locations.

### Contact

For more information about the requirements, price inquiries and how to sign-up, please contact certification program manager, Mike Tarras at [mjt@milestonesys.com](mailto:mjt@milestonesys.com).