



Community solutions

Community solutions

Works with technology partners

The open platform is the foundation of a community of technology partners who couple XProtect® VMS with third party hardware, software and the industry's widest range of cameras

Seamless integration

Video analytics, access control, training, customer service and delivery logistics are examples of solutions that can be seamlessly integrated into our VMS interface

Open API

An API allows developers to alter the functionality of XProtect, enabling the addition of custom, best-in-class functions to security and business systems

Verified solutions

Partners create integrations and solutions using the MIP SDK. A verified solution has been tested by the partner and verified by Milestone verification team.

Community solution benefits

Freedom of choice

XProtect supports the widest choice in network hardware devices

Video enable

The open platform makes it easy to add video functionality to security and business systems

Efficient operations

Business and security systems can be seamlessly integrated and managed through one interface

Future proof

With the open platform, you can add new technologies as they are developed

Community solution categories

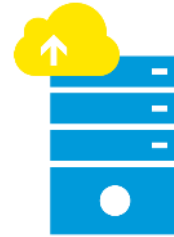


Video-enabled access control

Helps operators make better decisions keeping the right people and assets in and out

Provides better documentation during investigations

Integrate access control solutions directly in the XProtect Smart Client with XProtect Access, one of our add-on products



Servers & storage

IT infrastructure components help build flexible, modular, scalable and high-performing storage, server and network solutions that ensure a surveillance system that can handle critical workloads

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Community solution categories



Video analytics

Enhances video surveillance systems by performing real-time event detection, post-event analysis and extraction of statistical data

Can perform many tasks automatically, helping you save on manpower

Examples of features: Business intelligence, facial recognition, people counting, perimeter protection, left luggage and missing objects



Beyond security

Third-party solutions go beyond the traditional world of security and surveillance

Business intelligence, building and traffic management and emergency response are some of the other third-party solution categories that can be added to the XProtect video management software



OPEN PLATFORM and the Milestone Technology Partner Program

Stimulate and Drive Co-innovation

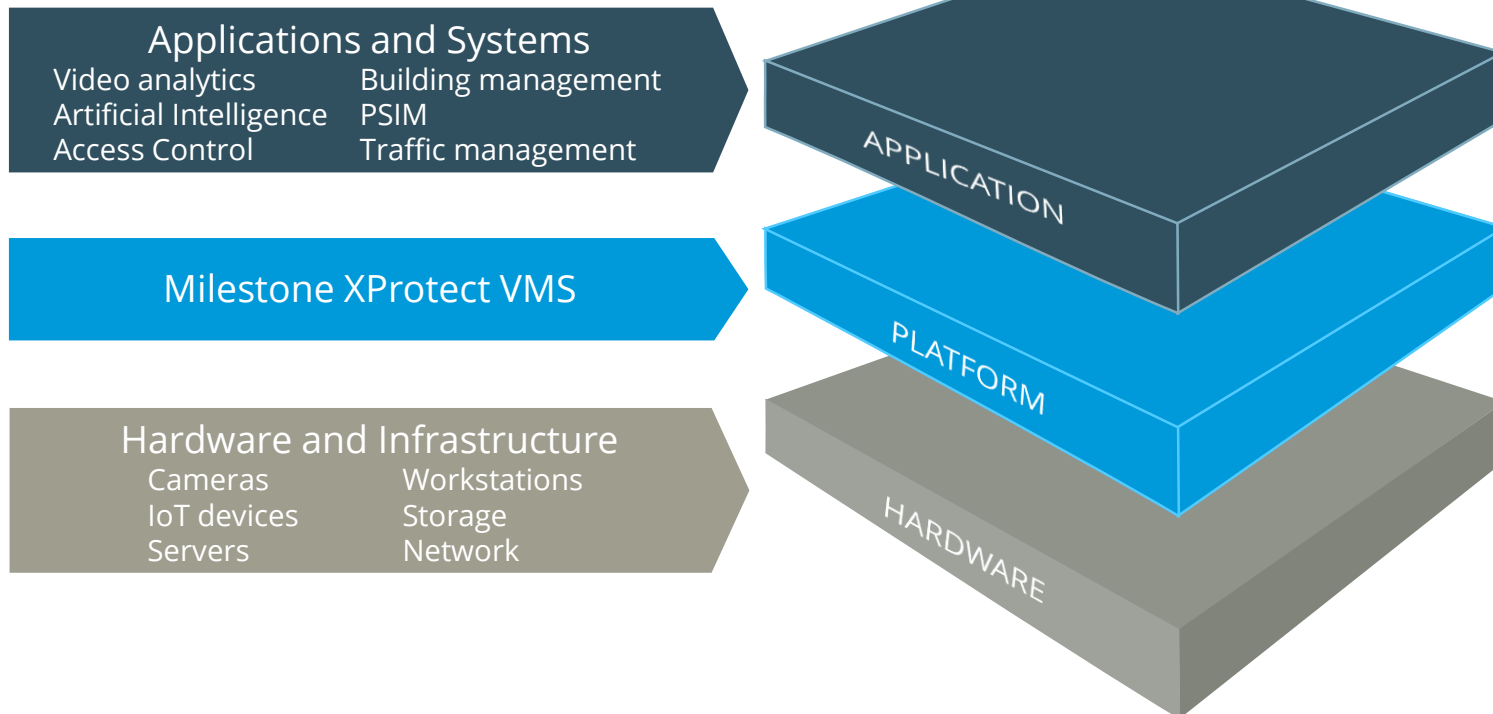
The Milestone Technology Partner Program is a program for vendors offering **applications, hardware** and **services** that complement and extend the Milestone XProtect video management platform

The program is open for **all** vendors and is **free** of charge



The Purpose

The End-Customer Solution Stack



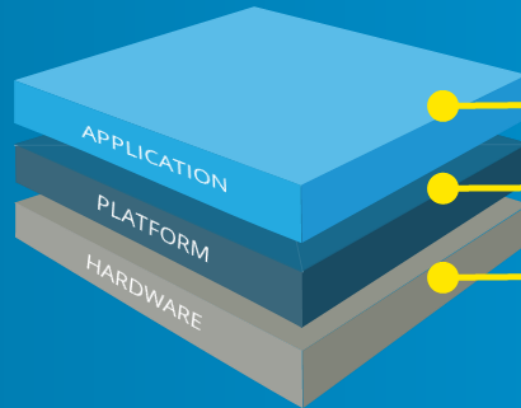
The Technology Partner Program unlocks the synergy between partner technologies and helps System Integrators sell and deploy customer/industry specific solutions based on Milestone open video management platform

Solution Stack

Video Solution
Powered by Milestone Systems



Community Solution Stack



Community	VMS platform
<ul style="list-style-type: none"> Access Control Artificial Intelligence Biometric Building Management Face Recognition Fire detection Intercom Intrusion detection LPR Privacy Protection PSIM Time attendance Traffic control Video Analytics 	<ul style="list-style-type: none"> Alarm Manager Audio Management Bandwidth / Storage Optimization Centralized Management Cyber Security Distributed Architecture DLNA Support Edge Recording Integration Encryption Escalation and forwarding handling Export and Storyboarding Fisheye / Dewarp support Hardware accelerated decoding High Availability Systems Support I/O, Events and Alarm management Incident Management Support Logging Metadata Support Mobile Devices Support Xpeg / H.264 / H.265 support Notification Management Onvif / PSIA Management Optimized interface for Security operators Privacy Masking PTZ Control / Priority handling Rules Engine Smart Wall System health monitoring System Monitoring User authentication and rights management Video Smart Search

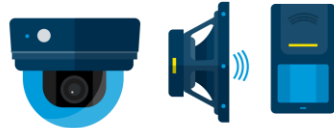
Program Tracks

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APPLICATION TRACK

Vendors providing video analytics, access control, building management, PSIM, and similar applications and systems, integrated via the MIP SDK



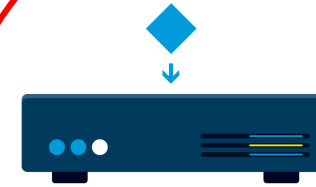
DEVICE TRACK

Manufacturers of cameras, audio devices, sensors and other IoT devices utilizing driver integration



HARDWARE TRACK

Vendors providing server and workstation hardware, storage solutions and network communication infrastructure and other hardware technologies



SYSTEM BUILDER TRACK

Vendors offering servers, storage and work-stations with XProtect VMS preinstalled



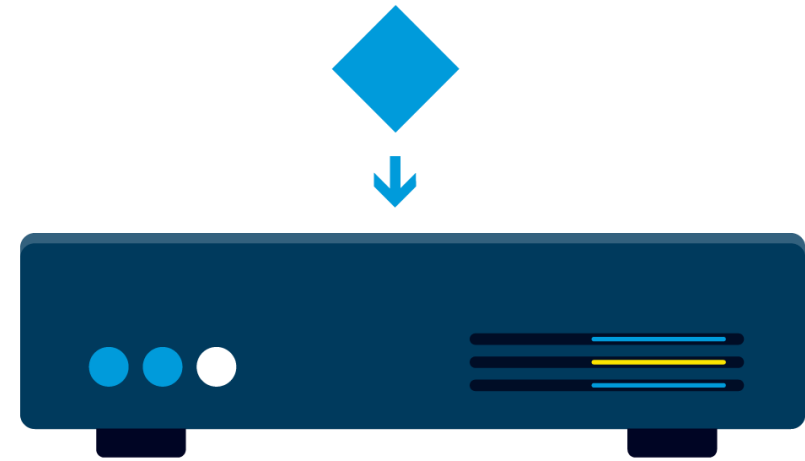
SERVICE TRACK

Companies providing development, integration and other types of engineering services linked to Milestone XProtect VMS technology

← Partners can join multiple tracks →

System Builder Track

- Servers, storage and work-stations with XProtect VMS pre-installed
- Optimizes system design and first power-on experience
- Compatible with any XProtect VMS product variant



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Servers, storage and work-stations

Channel efficiency

Reduced friction – improved profitability

- Tested and validated hardware configurations from leading hardware manufacturers
- Known and documented performance
- Reduced system design costs
- Easier to sell and deliver solution bundles



Milestone System Builder



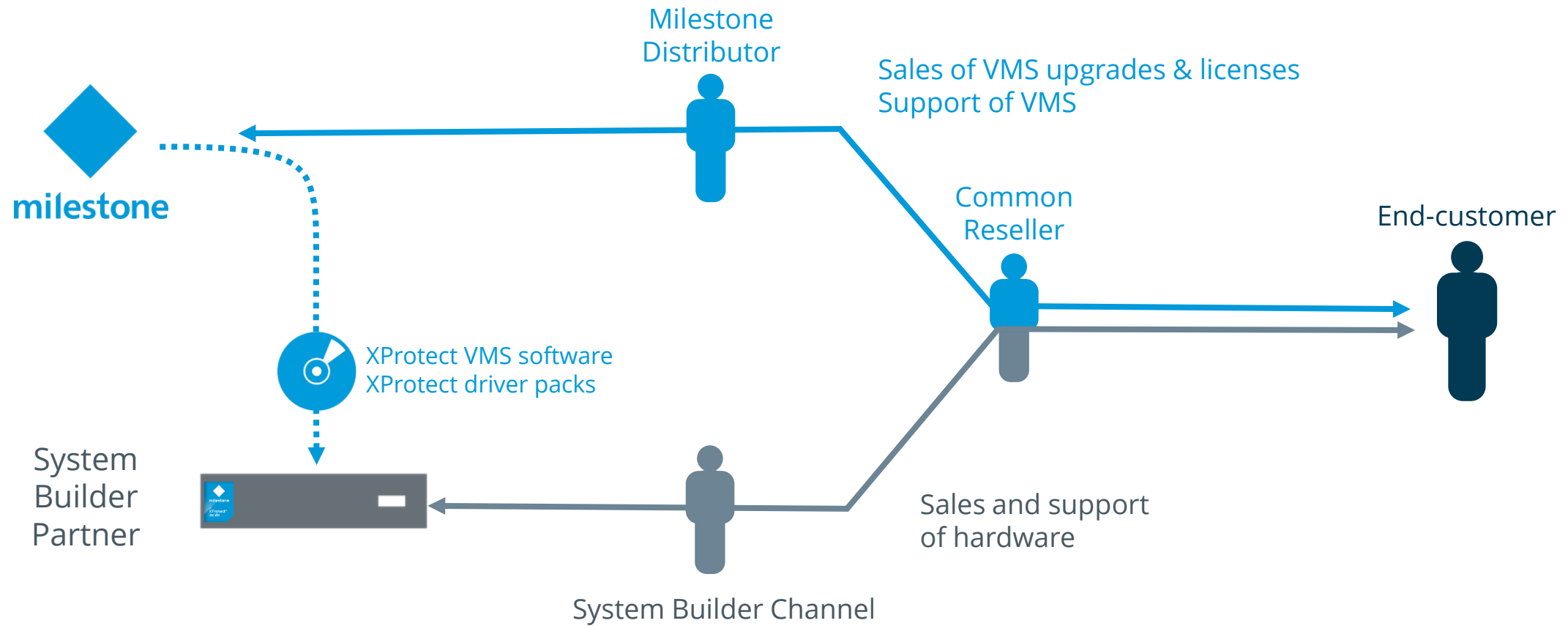
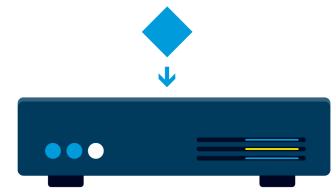
Milestone market leading
XProtect® VMS software

Hardware from market
leading manufacturers

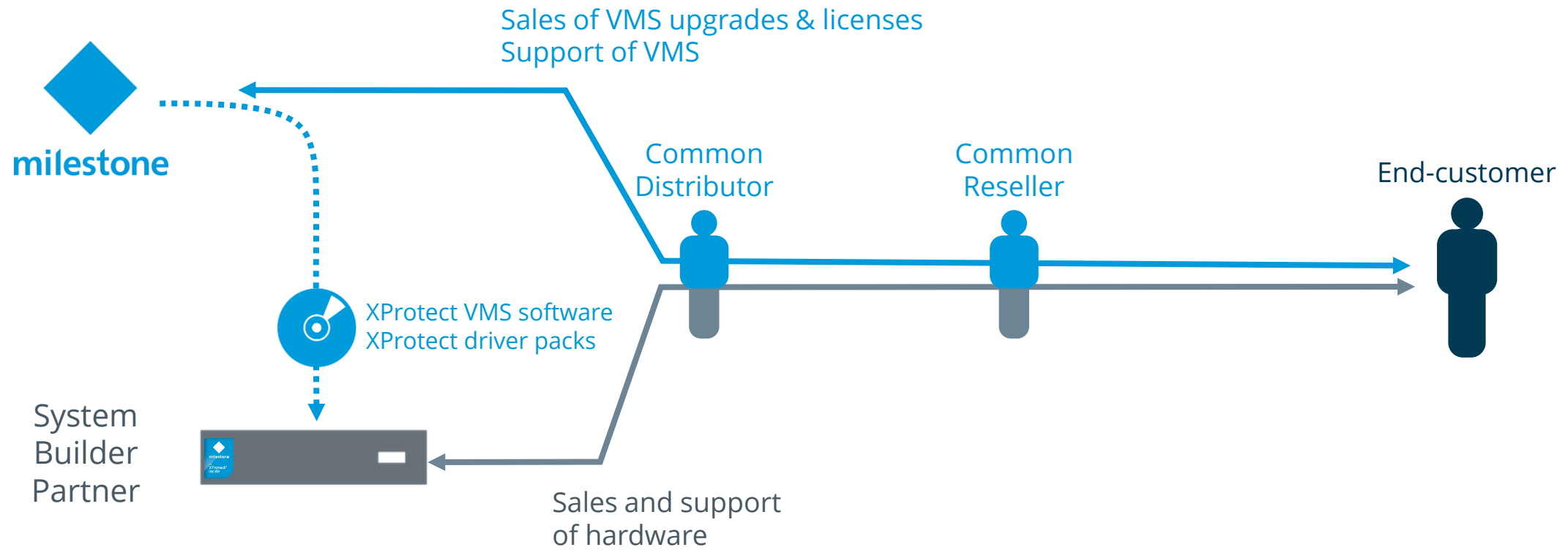
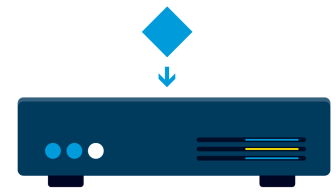


The best of both worlds

Driving business through the Milestone channel



Full channel synergy

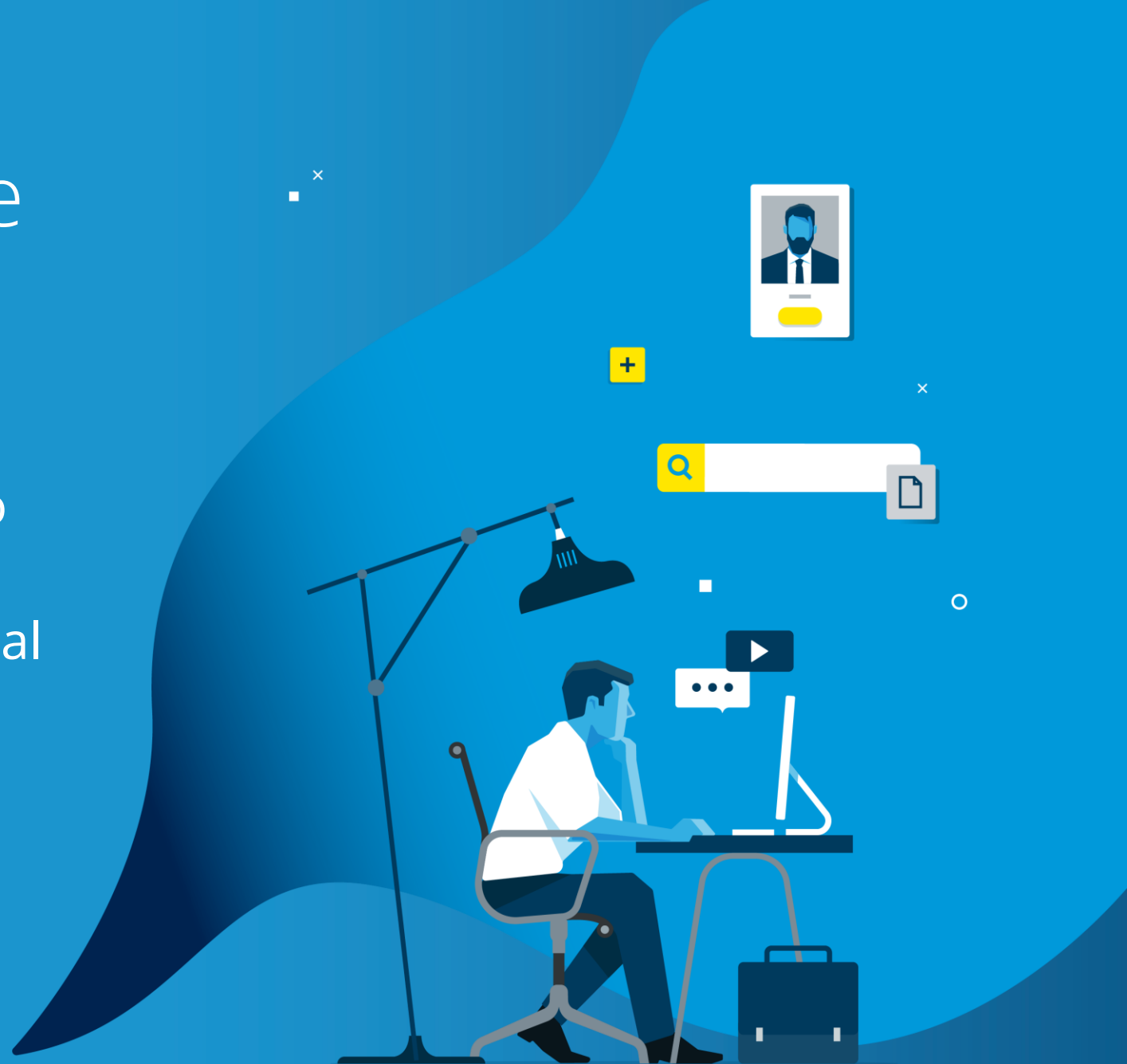




More info on Marketplace

Milestone Marketplace

- Promote verified technology offering(s) online
- Provide rich content (collaterals, installation guides, videos, etc.) to lower the barriers for purchase
- Extend the reach through the global online advertising and promotion portal
- Connect directly with interested Milestone channel partners and end-customers



Verified or Certified Content

We know that trust and reliability are vital in the video surveillance industry.

That is why Marketplace only includes applications, hardware and services that have been either verified by Milestone and proven to work with XProtect.



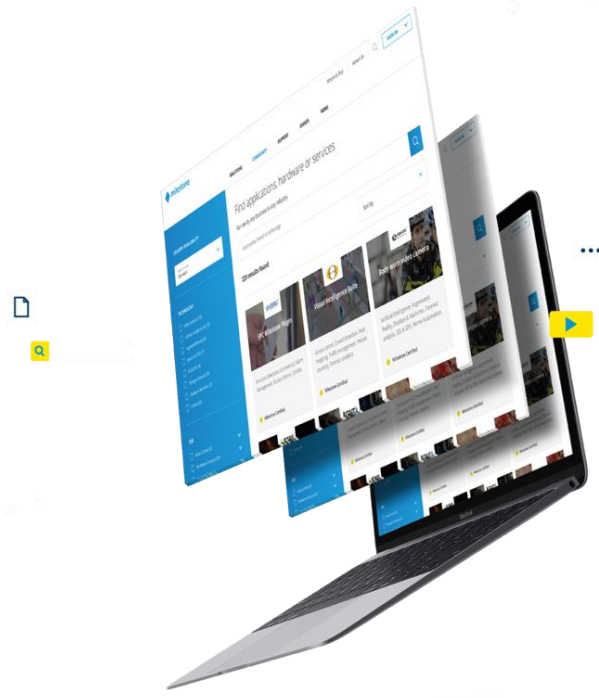
Accelerating Community Collaboration

An **online knowledge hub** that connects Milestone technology partners and system integrators in one place to show the wide range of **verified hardware applications & services** available to complement XProtect



Thomas-Krenn on Marketplace


<https://www.milestonesys.com/marketplace/thomas-krenn.ag/>



Thomas-Krenn.AG

Thomas-Krenn.AG is a leading, fast growing manufacturer of individual server and storage systems.

Thomas-Krenn.AG is a leading, fast growing manufacturer of individual server and storage systems. Since 2002, the company has been supplying end customers, resellers and data center operators with high-quality hardware according to the build-to-order principle. As a solution provider for individual customer projects, Thomas-Krenn.AG also stands for the highest service quality in the areas of hardware development, contract manufacturing, product refinement and logistics. This makes it a recognized and reliable partner for industry, system houses, service providers and medium-sized end customers from all sectors. Thomas-Krenn.AG currently employs around 160 people and produces all servers in Germany at its headquarter in Freyung, Bavaria.



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