INNOVATING, BUILDING, ACHIEVING TOGETHER
HIKVISION TECHNOLOGY PARTNER PROGRAM 2022

Hikvision
at a Glance

Hikvision is an IoT solution provider with video as its core competency. In addition to the video security industry, Hikvision's knowledge and experience expands to meet customers' needs in a variety of vertical markets.

Compound growth rate from 2010 to 2020 ———— **33.21%**
Total revenue in 2020 ———— **$9.20B**

International subsidiaries and branch offices ———— **66**
Partners globally ———— **100,000+**
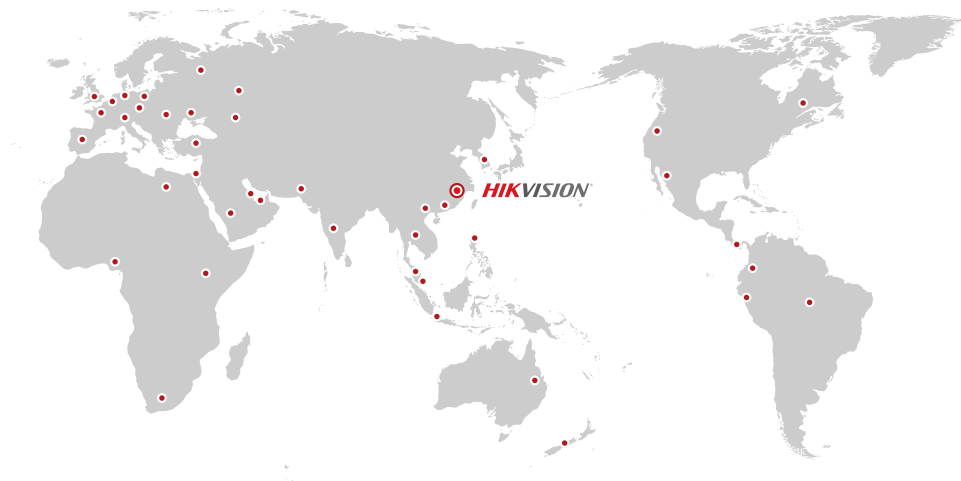
Our products are used in **150+** countries and regional areas

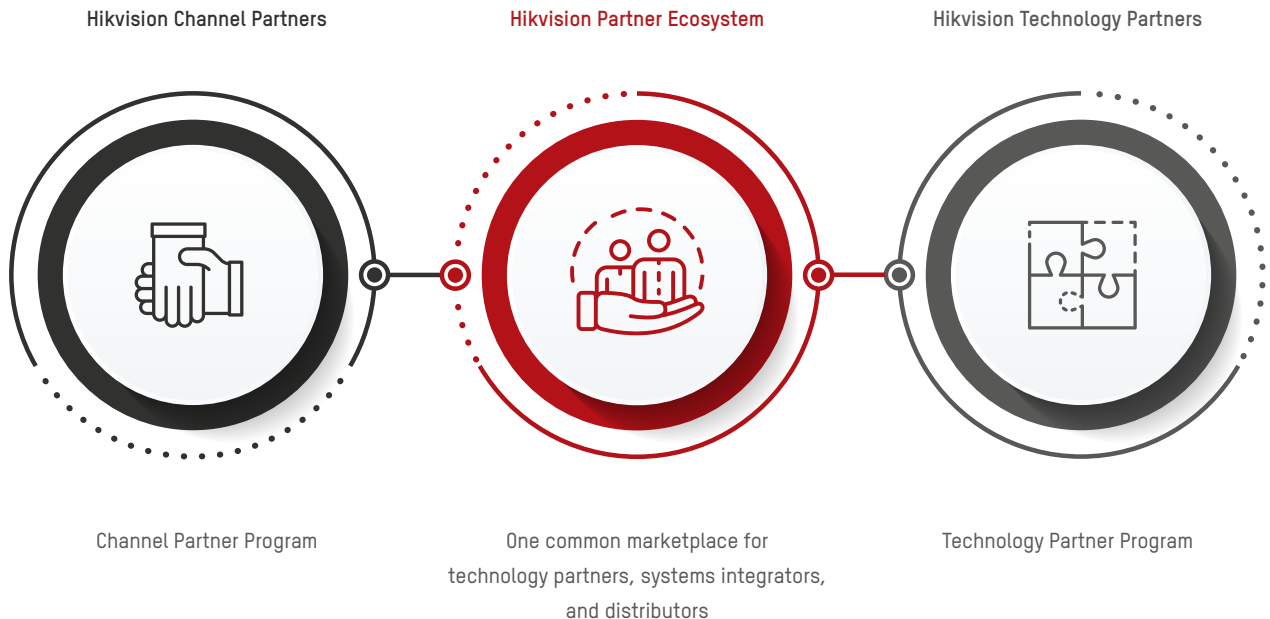| YEAR FOUNDED	YEARS OF STEADY GROWTH	EMPLOYEES WORLDWIDE	R&D ENGINEERS	ANNUAL REVENUE INVESTED IN R&D
2001	**19+**	**42,000+**	**20,000+**	**Over 10%**

Hikvision Partner Ecosystem

Hikvision believes that close collaboration with our ecosystem of partners is needed to further accelerate innovation and development over the long term, and to create maximum value for our customers and their communities.

Hikvision Channel Partners **Hikvision Partner Ecosystem** **Hikvision Technology Partners**

Channel Partner Program   One common marketplace for technology partners, systems integrators, and distributors   Technology Partner Program

Technology Partner Program (TPP)
The Technology Partner Program is one of the cornerstones of the Hikvision ecosystem. It serves as a platform for collaboration between Hikvision and our various technology partners, allowing us to combine our expertise, skills, technological understanding, and industry focus to deliver optimum solutions for our customers.

Technology Partner Program

Why Join Hikvision's TPP?

By joining the Hikvision Technology Partner Program, you will enjoy access to a wealth of technical and commercial resources, and we ensure that your solution gets amplified publicly through our communication channels.

Benefits include:
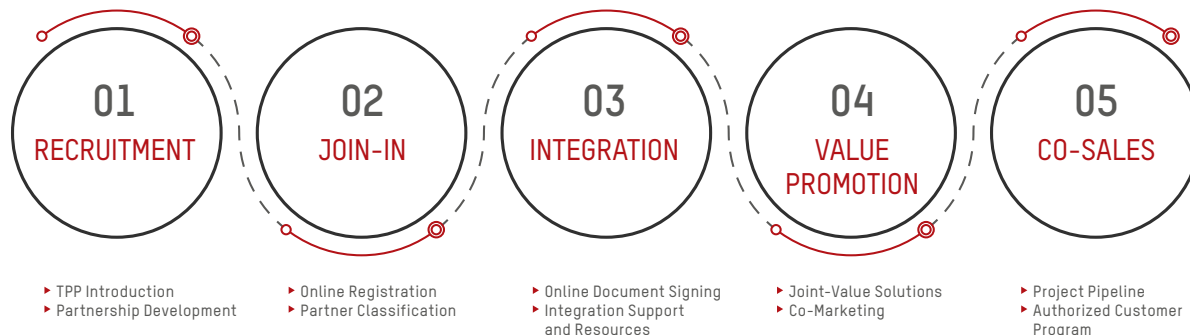
Synergy between your
solutions and Hikvisions'

Global reach
and support

Faster go-to-market
process

The Journey with TPP

01
RECRUITMENT

02
JOIN-IN

03
INTEGRATION

04
VALUE
PROMOTION

05
CO-SALES

▸ TPP Introduction
▸ Partnership Development

▸ Online Registration
▸ Partner Classification

▸ Online Document Signing
▸ Integration Support
  and Resources

▸ Joint-Value Solutions
▸ Co-Marketing

▸ Project Pipeline
▸ Authorized Customer
  Program

Three Partner Levels Tailored to Meet Your Needs

The Hikvision Technology Partner Program features three levels. Each level is crafted to suit your unique scope and ambition as well as organizational capability. With Hikvision, you can choose project integration only, or you can choose to invest more time and effort to explore the abundant opportunities within the partner program.

★ ★ ★ **Premium Partner**

Superior commitment toward co-selling collaboration; top-tier project customer benefits and related quality service

★ ★ ☆ **Solution Partner**

Dedicated partnerships for differentiation, joint-value creation, and co-marketing through Hikvision's globally-covered communication channels

★ ☆ ☆ **Integration Partner**

Generic partnership for obtaining all of Hikvision's open technology and supporting service

PREMIUM PARTNER

SOLUTION PARTNER

INTEGRATION PARTNER

Program Benefits

Partnership offers a wealth of technical and commercial benefits as well some requirements unique to each level.

BUSINESS SCOPE	INTEGRATION PARTNER	SOLUTION PARTNER	PREMIUM PARTNER
Project-based integration (limited projects only)	★		
Standard integration (i.e., through ONVIF)	★		
Key product / deep integration using Hikvision protocols		★★	★★★
Complementary product / technology offering		★★	★★★
Clear vertical positioning in non-security market		★★	★★★

REQUIREMENTS	INTEGRATION PARTNER	SOLUTION PARTNER	PREMIUM PARTNER
Mutual License Agreement (MLA) required	★	★★	★★★
Development resource dedication	★	★★	★★★
Update integration results through TPP website	★	★★	★★★
Project incentive program agreement required		★★	★★★
Submission of joint-value solution		★★	★★★
Promote Hikvision products/solutions		★★	★★★
Promote Hikvision as technology partner on own website		★★	★★★
Participate in key Hikvision events			★★★
Co-selling agreement required			★★★

BENEFITS

	INTEGRATION PARTNER	SOLUTION PARTNER	PREMIUM PARTNER
Partner info display through TPP partner list	★	★★	★★★
Partner info display on Hikvision official website	★	★★	★★★
Official newsletter for partnership and integraiton	★	★★	★★★
Project sharing opportunities	★	★★	★★★
Online integration support	★	★★	★★★
Integration result sharing and verification service	★	★★	★★★
Integration Engineer training certification service	★	★★	★★★
Access to Hikvision integration documents	★	★★	★★★
Official certification		★★	★★★
Partnership recommendation to local Hikvision teams		★★	★★★
Joint value solution creation		★★	★★★
Co-branded brochure creation		★★	★★★
Solution viewing report		★★	★★★
Possibilities of highlighted listing in official website		★★	★★★
Global or regional PR promotion		★★	★★★
Online social media promotion		★★	★★★
Success story creation		★★	★★★
Possibilities of joining TPP official video and e-showroom		★★	★★★
Invitation to key Hikvision events		★★	★★★
Regional information sharing meetings (online & offline)		★★	★★★
Possibilities of joint-channel meeting		★★	★★★
Lead forwarding and manufacturing-level supporting		★★	★★★
Possibility of joining Hikvision project incentive program		★★	★★★
Testing sample support (under IOU)		★★	★★★
Top-level service for Hikvision project incentive program			★★★
Co-selling opportunity through Hikvision digital platform			★★★
Strategic product sampling for integration/promotion			★★★
Technical support with priority			★★★
Regular high-level meeting for strategic planning			★★★
Invitation as key speakers at dedicated Hikvision events			★★★

INTEGRATION PARTNER   **SOLUTION PARTNER**   **PREMIUM PARTNER**

INTEGRATION CAPABILITIES

Alarm Receiving Centers

Analytics Algorithms

System Integrators

Cloud SaaS Applications

FULLY OPEN PLATFORM FOR PARTNERS

ISAPI*

Hardware
HEOP*

OpenAPI*

Software

OpenAPI

Cloud

HIKVISION®

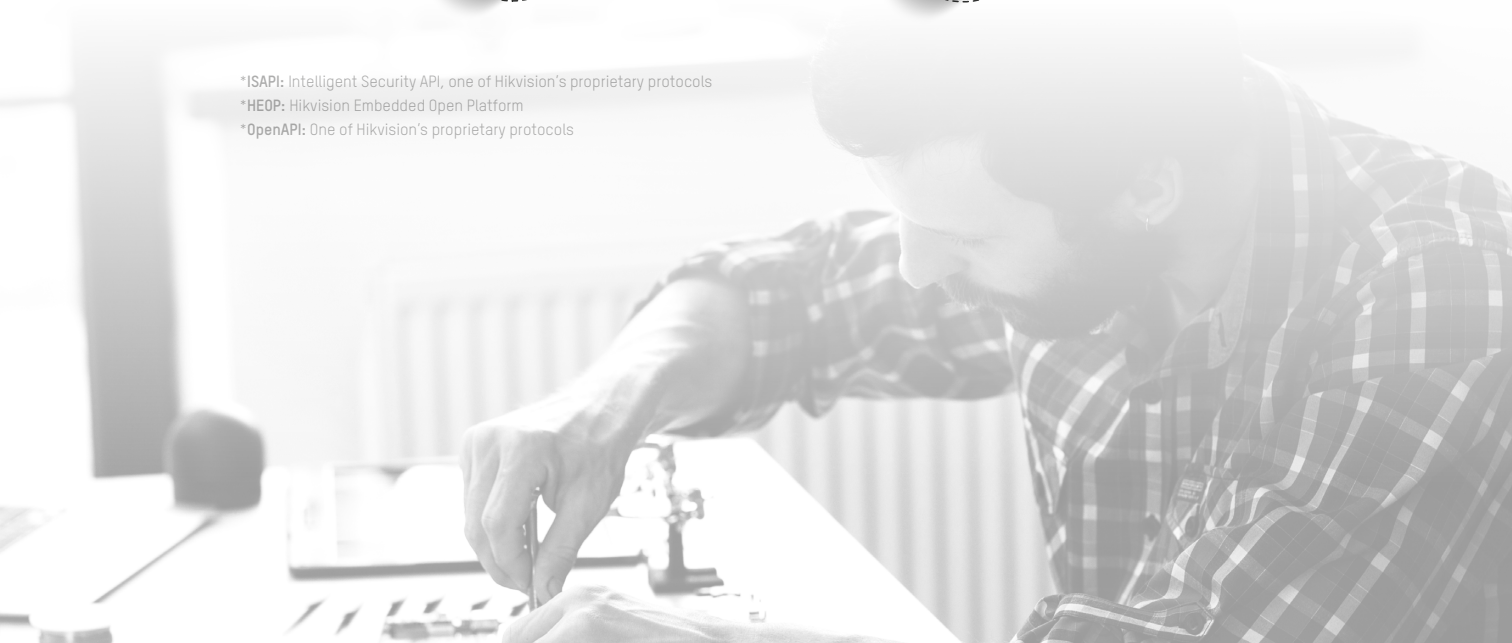Parking Systems

Video Management Systems

Access Control Systems

Time Attendance Systems

*ISAPI: Intelligent Security API, one of Hikvision's proprietary protocols
*HEOP: Hikvision Embedded Open Platform
*OpenAPI: One of Hikvision's proprietary protocols

Integration by Product

Hikvision Hardware Integration

Hikvision devices make a wealth of information and high-quality video available for any third-party system. This program enables external systems to interact deeply with Hikvision products and leverage the high-quality built-in features of the devices.

Typical Integrations: Video Management Systems, Central Monitoring Stations, Alarm and Intrusion, Cloud Systems (Video Security as a Service), Access Control Systems, Time & Attendance Systems
Technology Tools: ISAPI, HEOP, ONVIF, SIP, etc.
Hikvision Products: IP, Thermal, and PanoVu cameras; NVRs, DVRs, Radar, Access Control, IP Intercom, DeepinView cameras

Intelligent Security API

ISAPI is an application layer protocol based on HTTP (Hypertext Transfer Protocol) and adopts the REST (Representational State Transfer) architecture for communication between security devices – including CCTV, Access Control, ANPR, and others – and the platform or client software.

Hikvision Product Coverage

Video-related products (i.e. IP Camera/IP Dome/Thermal/LPR camera, etc.), Recorder, Decoder, Alarm Panel (Hikvision), Access Control

Advantage

- High Extensibility, high flexibility
- Lighter weight data interchange with JSON

Hikvision Embedded Open Platform

The HEOP platform enables technology partners to implement their proprietary software in Hikvision cameras.

Key benefits of the HEOP program

- Run proprietary software onboard the camera without disclosing IPR to any third parties
- Highly reliable development environment
- Global promotion possibilities through the Hikvision network
- Instant access to a high number of already stocked and/or installed products around the world
- Sales reporting with full license management

Hikvision Software Integration

Third-party software platforms and HikCentral are connected through the OpenAPI. Using this stable and version-agnostic API, third-party systems can access and operate Hikvision resources, view live feeds and play back video, use two-way audio, and synchronize data, as well as transfer events and alarms both ways. The OpenAPI offers a variety of methods for data exchange, such as database (SQL server) or via simple formats like comma separated values (CSV), and it is customizable to meet exact requirements.

The OpenAPI is ideal for deep, broad, centralized and license-free integration with Hikvision devices via HikCentral.

Typical Integrations: Video Management Systems, External Video Analytics & AI, Alarm Receiving Centers (ARC), Physical Security Information Systems (PSIM), Time & Attendance Systems, Incident Management Systems, Parking & Traffic Systems
Technology Tools: OpenAPI
Hikvision Products: HikCentral

Hikvision Cloud Integration

Hikvision's cloud-based platform – Hik-ProConnect – is an online device & service management platform for professional installers and security service providers. Hik-ProConnect Cloud Service provides OpenAPI integration for techonology partners as well. It allows partners to easily access services like operation and maintenance of Hikvision devices. More importantly, partners can create diverse, cloud-based, industry-tailored applications with open capabilities gained from Hik-ProConnect.

Typical Integrations: Cloud-based Attendance Applications, Alarm Receiving Centers (ARC), Video Security as a Service (VSaaS)
Technology Tools: OpenAPI
Hikvision Products: Hik-ProConnect

Integration by Application

The program continually launches more new integration themes for a variety of applications and scenarios to meet innumerable partner and industry needs.

VSaaS Integration

Video Security as a Service, or VSaaS, is the technology that hosts the hardware and software of video-based security systems in the cloud so that users can access their IP cameras remotely.

ARC Integration

Hikvision's ARC integration solution offers a number of ways to upgrade an ARC, making it more efficient and cost-effective. It can help ARC managers provide enhanced services remotely, using innovative, scalable technology.

Parking Integration

As car ownership grows, so does the need for smart parking solutions. With a wealth of experience and plenty of new opportunities to offer, Hikvision's Technology Partner Program is here to help.

Access Control Integration

When it comes to Access Control Integration, Hikvision's truly hit the target with the MinMoe Face Recognition Terminals. Daily operations become easier than ever!

TECHNOLOGY PARTNER PORTAL

A cornerstone of the entire Technology Partner Program is the Hikvision Technology Partner Portal. This is your main gateway to explore opportunities, generate leads, and interact with Hikvision. The Technology Partner Portal is expanding all the time, so make sure to check it regularly to discover new prospects and possibilities.

Technology Partner Portal – Your One-Stop Value Sharing Platform

Cooperation Exploration

Program Introduction

Value Analysis

Cooperation Proposal

Online Legal Signing
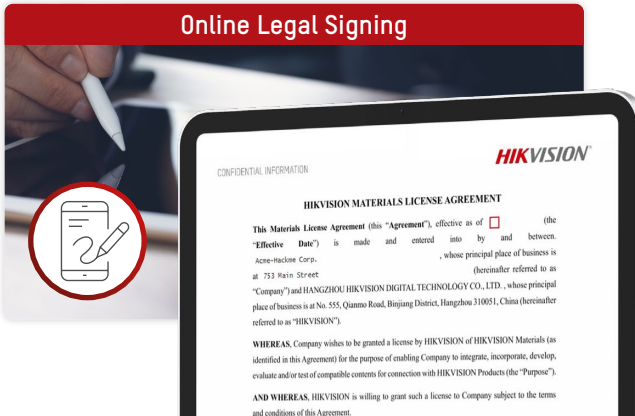
Integration Development

Documentation Acquisition

How-to Training

Integration Guidance

Online Support

Joint-Value Promotion

Joint-value Solutions

Events & Tradeshows

Co-marketing Promotions

Project Pipeline

Register your project with Hikvision on Portal
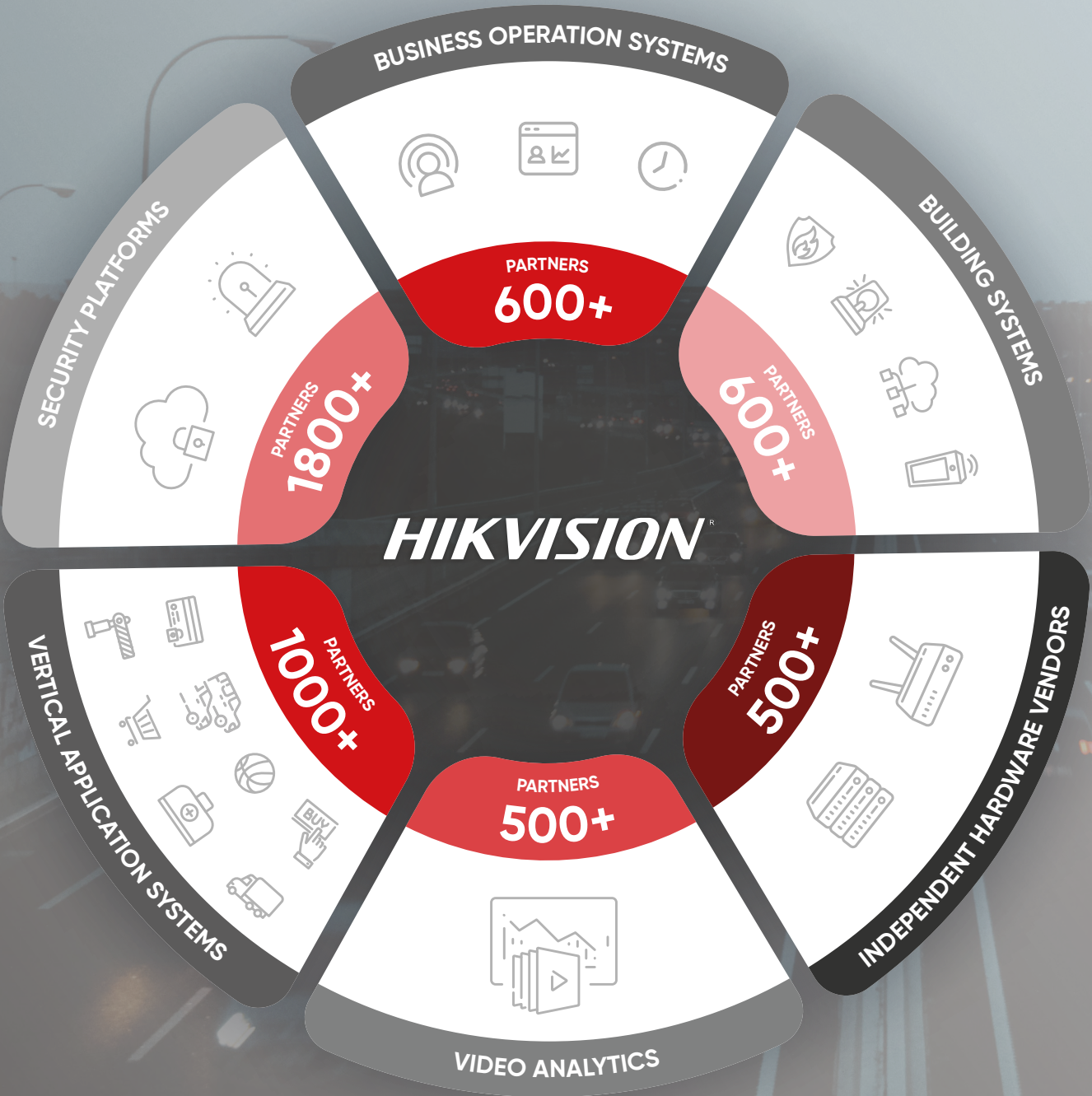and receive additional project protection.

ARCHIEVEMENTS
TOGETHER, WE CAN GO FURTHER

Currently over
5,000 Technology Partners

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150 joint-value solutions
covering more than
40 vertical markets and applications

BUSINESS OPERATION SYSTEMS

BUILDING SYSTEMS

SECURITY PLATFORMS

PARTNERS
600+

PARTNERS
1800+

PARTNERS
600+

HIKVISION®

VERTICAL APPLICATION SYSTEMS

PARTNERS
1000+

PARTNERS
500+

INDEPENDENT HARDWARE VENDORS

PARTNERS
500+

VIDEO ANALYTICS

HIKVISION®

See Far, Go Further

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For more information on Hikvision's subsidiary companies and branch offices, please visit www.hikvision.com.

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