

**HIKVISION®**



ENSURE SAFETY  
FOR EDUCATIONAL ENVIRONMENT  
**THE EDUCATION SOLUTION**

# WITH HIKVISION AS YOUR INTEGRATION PARTNER, YOU WILL STAND ON A SOLID FOUNDATION.

## RAPID GROWTH

Hikvision is the world's leading supplier of video surveillance products and solutions, featuring the industry's strongest R&D workforce and state-of-the-art manufacturing facilities. Since 2001, Hikvision has grown from being a single-product supplier to a complete solution provider to a global market leader. Now, Hikvision has established one of the most extensive marketing networks in the industry, comprising 33 overseas regional subsidiaries throughout the world, ensuring quick responses to the needs of customers, users and partners.



## FUTURE INNOVATION

Hikvision's Research Institute conducts innovative research and development to keep us at the forefront of technology.

- Research topics: Perceptive Technology, Intelligent Analysis Technology, Big Data and Cloud Storage Technology, and Multimedia Technology.
- The largest R&D team in Artificial Intelligence in the security industry.
- Sophisticated experience of video target detection, image segmentation, video structuring and video retrieval.
- Ranked No.1 in Scene Classification at ImageNet 2016 challenge and ranked top in the MOT Challenge Evaluation.
- Introduced the AI Cloud structure that combines cloud and edge computing



**7-8%**  
Of annual revenue  
invested in R&D



**Research Institutes**  
• Hangzhou, China  
• Silicon Valley,  
California, US  
• Shanghai, China



**7 R&D Centers**  
• Montreal, Canada  
• London, UK  
• Hangzhou, Wuhan,  
Shanghai, Xi'an, Chengdu  
in China



**The largest  
R&D team in AI**  
in the security industry



• **770+ Copyrights**  
(170+ increase from 2017)  
• **1,900+ Patents**  
(600+ increase from 2017)



## BROAD PORTFOLIO

Hikvision's success stories extend over a number of vertical markets. Each year, we add new successes to our list. Still a relatively young company, we continually conquer new applications, building excellence and intelligence into all we do.



Banking Institutions



Educational Facilities



Chain Stores and Retail Centers



Commercial Buildings



Public Transportation & Safety



**HIKVISION**<sup>®</sup>

See Far, Go Further

# TECHNOLOGY PARTNER PROGRAM BUILD WIN-WIN SOLUTIONS WITH HIKVISION

Hikvision continues to build close partnerships with distributors, system integrators and installers, as well as third-party technology partners. Today, Hikvision has over 500 technology partners globally. With the introduction of AI Cloud, Hikvision will join hands with all partners to build a powerful AI ecosystem together.

When joining this partner program, you will enjoy access to a wealth of technical and commercial resources, and we ensure that your solution enjoys strategic marketing through our communication channels. You will also get instant access to our entire sales organization. A vital part of our program is the streamlined online communication with our technical teams as well as the tools to plan the go-to-market activities.



## New Cooperative Business Model

- HEOP – Hikvision Embedded Open Platform
- Online License Activation

## Global Technology Partner Portal

- Value Sharing Platforms
- High Quality Integration Service

01

02

03

04

05

## Standardized Integration Technologies

- ISAPI
- ONVIF
- HCNetsDK
- Hik Gateway

## Value-Added Corporate Solutions

- Global Release
- Co-marketing Exposure
- Local Connections

## Future-Proof Co-Development

- AI Cloud + Partner Applications
- CCTV to IoT
- Limitless Possibilities in Multiple Sectors

## PARTNER PORTAL A VALUE-SHARING PLATFORM

We want to share our success with you and to see your business ventures succeed in every way possible. As a certified Partner with Hikvision, our marketing materials and other assets will be available to you. The "Partner Portal" is just one of the ways we demonstrate how much we value each and every partnership.

Authorized users can access the Partner Portal online, anytime, for all kinds of helpful information. It's easy to do, and you will find everything you need to help you get to the next step. When you need us, the Partner Portal is the doorway to support and to new opportunities for you!





Protecting students in schools, alternative educational institutions, and campus facilities of all kinds has become more critical than ever. Hikvision's Education Solution for both on and off the campus secures students and faculty members with its advanced AI technology, powerful devices, and centralized management platform. Designed to provide the utmost protection, and to ensure that students can learn, explore, and develop safely, campus security personnel will find solutions from Hikvision to be as powerful as they are essential.

## THE SOLUTION FOR SCHOOLS, CAMPUSES, AND MORE



Campus Security & Protection



School Bus Surveillance



Attendance Management







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Distributed by



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