



**DEALER SALES PLAYBOOK**

# **XV Gateways with AlarmVision®**

**Turn Your Customers' Cameras Into  
Powerful Alarm Detection Devices**

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# XV Gateways with AlarmVision® Overview

IS THIS A FALSE ALARM?

Real Alarm

False Alarm

My Corp Office \*\*Burglary Alarm\*\*  
on RECEPTION at 10:05 PM



## Revolutionize the Role of Video

AlarmVision turns existing cameras into smart motion detectors with the addition of one, easy-to-use XV Gateway. **Adding this one product to an IP camera system turns those simple cameras into powerful alarm detection devices.**

XV Gateways include three models: the XV-24, XV-60 and XV-96. The XV-24 is ideal for everyday security and standard network configurations. The XV-60 and XV-96 are enhanced for security configurations designed with advanced network management in mind. They include Dual NIC, increased megapixel support and additional internal storage.

MODELS	XV-24	XV-60	XV-96
Processing	24 MP	60 MP	96 MP
Network Connection	Single NIC	Dual NIC	Dual NIC
Detection Regions	4 Regions and 4 Lines, 8 Total Per Camera		
Internal Storage	1 TB	4 TB	4 TB
Supports 2-Way Audio	Yes	Yes	Yes
Connection to Panel	XT75 or XR Series		
Analytics	Loitering, Line Cross, Direction of Travel, Person, Vehicle and Animal Detection		

*All models are NDAA compliant, support ONVIF and RTSP cameras, and support ONVIF speakers.*

### BENEFITS

- Opportunity to increase RMR with existing customers with the addition of analytics-enhanced motion detection
- Compatibility with XT75 and all XR Series Panels
- Cloud-based, easy programming through Dealer Admin
- Advanced features, such as video and intrusion integration, at competitive prices

### SPECIFICATIONS

- Person, vehicle and animal analysis and detection: Line cross, direction of travel, person and vehicle loitering
- NDAA compliant
- Support Immix integration
- Support ONVIF and RTSP cameras
- Supports 2-Way Audio with ONVIF-compliant IP speakers
- 24-96 MP processing
- Single NIC network connection: XV-24
- Dual NIC network connection: XV-60 and XV-96
- Up to 4 detection regions per camera
- 1TB - 4TB internal storage
- Compatible with XT75 and XR Series control panels

# Sales Talking Points

## AlarmVision. Real Events. Real Time. Real Response.

Revolutionize the role of video in security. AlarmVision empowers your customer with analytics-enhanced motion detection, helping reduce some of the burden on monitoring operators. Video events are integrated with the alarm panel and use analytics to determine a real alarm condition in real time. Notifications let your customers know what is happening as it happens. Instead of alerts about moving leaves, shadows and light, receive notifications about people, vehicles or animals.

### Reduce False Alarms

Say goodbye to false alarms with intelligent motion detection. Cameras become smart motion detectors able to trigger actions and alarms, the same way an intrusion sensor would. Through video analysis of the event, the subject of the motion is determined before sending the alarm to the monitoring center. Enhances end user or monitoring center video verification.

### Manage Easily with Virtual Keypad

Fully integrated with the alarm system, there's no need to juggle multiple apps to access all the capabilities. Convenient, customizable video detection gives you innovative security in the palm of your hand. Use the intuitive interface you already know – Virtual Keypad.

### Enhance Your Existing System

AlarmVision seamlessly integrates with your XT75 or XR Series panel. There's no need to replace existing cameras. Adding this one product to an IP camera system turns those simple cameras into powerful alarm detection devices. Dual NIC is available on the XV-60 and XV-96 so you can separate your camera network from your main network.

### Timeline

The Timeline view makes it easy to see events and detections so your customers can quickly view the recordings that matter most. A button in Virtual Keypad enables the timeline on the player window. Users can then interact with the timeline for each camera to quickly review recorded video, easily skipping to bookmarked clips and other events.

### 2-Way Audio for Monitoring Center Operators

Now you can expand your customers' protection beyond the walls of their buildings with 2-Way Audio and AlarmVision. Actively deter groups or individuals by letting them know security is being enforced. Monitoring center operators can speak and listen through one or all supported audio devices at a customer's site. Pre-recorded audio clips can also be broadcast by the operator or automatically upon detection. Live 2-Way Audio enables operators to easily aid first responders once they arrive at the site.

# Selling XV Gateways

## TARGET AUDIENCE

- Commercial businesses that use XT75 or XR Series panels and already have cameras installed
- Commercial businesses that desire the most reliable detection and alarm response available
- Commercial businesses that have a false alarm problem / concern
- Businesses wanting to offer advanced video services and increase RMR without increasing labor costs

## BENEFITS TO END USERS

- Differentiates between person, vehicle and animal, then triggers the alarm panel based on object type and system settings
- Eliminates nuisance notifications with technology that differentiates between important and non-important motion activity
- Reduces or eliminates false alarms (and associated fees)
- Turns existing cameras into smart motion detectors that can be used to trigger automated actions (i.e., voice prompt, lights, siren, etc.)

You are getting questions and inquiries every day about AI being used in security. This gives you **THE SOLUTION MORE ADVANCED** than your competitors are offering.





# Market Opportunity

## Competitive Analysis

KEY FEATURES	DMP XV-24	DMP XV-60 & XV-96	Chekt CKB-312V2	EagleEye 360
Analytic Capability	Loitering, Line Cross, Direction of Travel, Person, Vehicle and Animal Detection	Loitering, Line Cross, Direction of Travel, Person, Vehicle and Animal Detection	Not Natively Supported, Requires Cameras to Have Analytics	Person and Vehicle
Area Detection	Supported	Supported	Not Natively Supported	Supported
On Device Storage	1TB	4TB	Not Supported	Not Supported
Intrusion Integration	Yes, with the XT75 or XR Series panels	Yes, with the XT75 or XR Series panels	Yes, Using Dry Contact Output	Not Supported
Input Supported	100 Zones on XT75 and XR150 500 Zones on XR550	100 Zones on XT75 and XR150 500 Zones on XR550	12x Analog Inputs	Not Supported
Output Supported	104 Outputs on a XT75 106 Outputs on a XR150 or 506 Outputs on a XR550	104 Outputs on a XT75 106 Outputs on a XR150 or 506 Outputs on a XR550	4x Analog Outputs	Not Supported
Cross Zone Detection	Supported	Supported	Not Natively Supported	Not Supported
End User Video Verification	Supported	Supported	Supported	Supported
Monitoring Center Video Verification	Supported	Supported	Supported	Supported
Cellular Back up to Monitoring Center	Yes, with the XT75 and XR Series Panels	Yes, with the XT75 and XR Series Panels	Not Supported	Not Supported
2-Way Audio	Supported	Supported	Supported	Supported
SPECIFICATIONS				
ONVIF/RTSP Compliant	Yes	Yes	Yes	Yes
Processing Capacity	24MP	60MP/96MP	12 Channels	25 Channels @ 4MP
Single NIC	Supported	Supported	Supported	Supported
Dual NIC	Not Supported	Supported	Not Supported	Supported



## KEY DIFFERENTIATORS

-  Enables Conventional IP Cameras to Trigger Actions and Alarms
-  Bring Advanced Analytics that can Determine When to Trigger an Alarm
-  Simplified Solution integrates Video, Intrusion, Access and Fire in One System
-  Streamlined System Reduces Time and Resources Needed for Installation