



Industrial Management and Security

Video Surveillance Solutions

Exclusively provided by:

LANOptic Video Solutions

A division of H2N Research Management Inc.

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LANOptic Video Solutions Inc. is dedicated to the design, implementation and support of IP camera based video surveillance solutions. LANOptic provides products that range from simple, web enabled, residential video systems to the most complex, fully integrated, video LAN/WAN Infrastructure. LANOptic Video Solutions offer a myriad of useful features and capabilities that provide dramatic benefits to those who would find remote visual monitoring and recording useful. LANOptic Video Solutions deliver superior quality imaging and functionality which is often not available with conventional analogue video CCTV systems.

LANOptic Video Solutions has selected and developed a combination of computers, software and IP Network video technologies to deliver what has become arguably the most flexible and full featured video surveillance systems that the industry has to offer. Most notably is our ability to record video based on motion triggered event analysis saving both hard disk space as well as time when reviewing recordings at a later date. In addition, the LANOptic systems are capable of recording cameras that are geographically remote from the location of the Network Video Recorder (NVR) system. These capabilities allow video surveillance to be provided without the concerns of having to support a recording system in places where computers are difficult to support and secure. Examples of where a remote recorder is useful would be pilot business offices and/or utility stations with limited access and/or technical know-how. This feature also allows for a company or individual to use a single video recorder to support multiple camera locations reducing the total cost of ownership.

There are many more features and capabilities that will be beneficial to individuals and corporations that have a need for video surveillance technology. A complete listing of features and benefits can be found on the following pages. If you have an interest in video surveillance and the features and capabilities of LANOptic, please contact LANOptic Video Solutions for a live demonstration of some of our client's sites.

Sincerely,

A handwritten signature in black ink, appearing to read "Chris Newhouse".

Chris Newhouse
President, LANOptic Video Solutions
Division of H2N Research Management Inc.

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LANOptic Video Security/Streaming **Applications** at a Glance

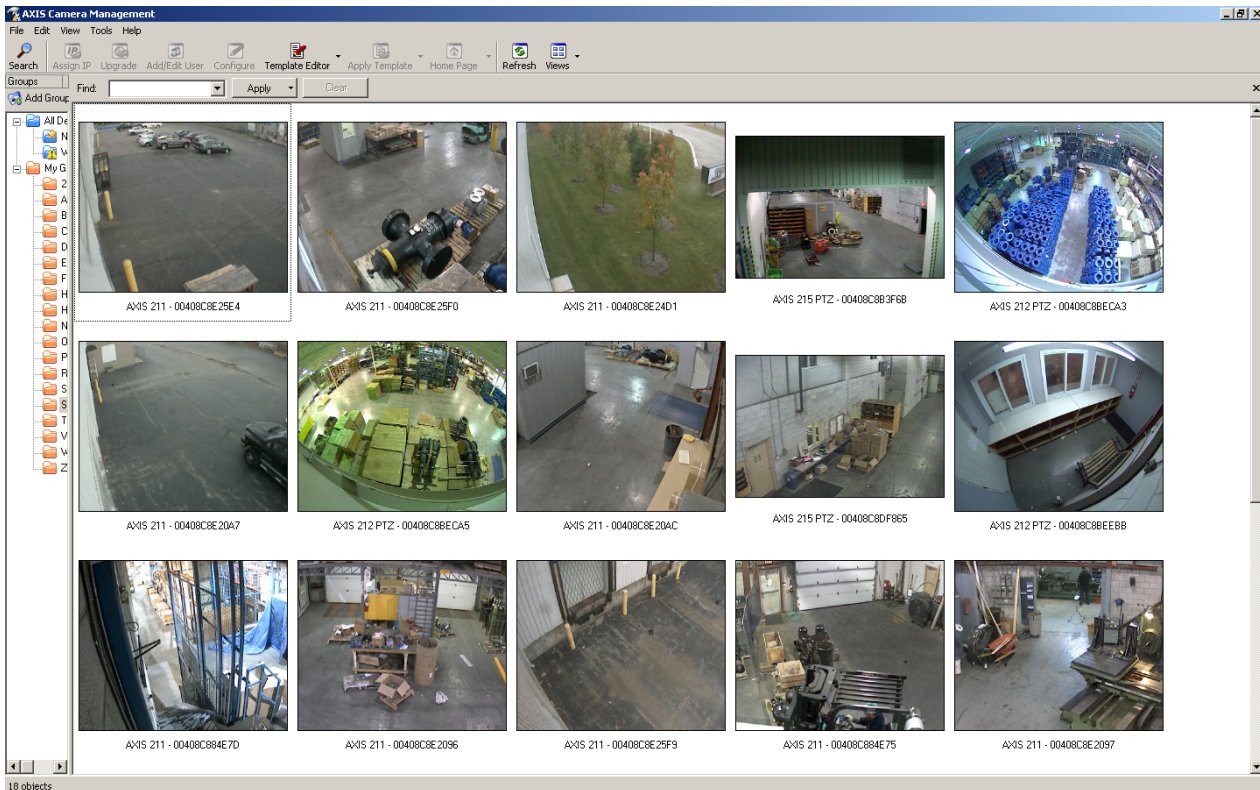
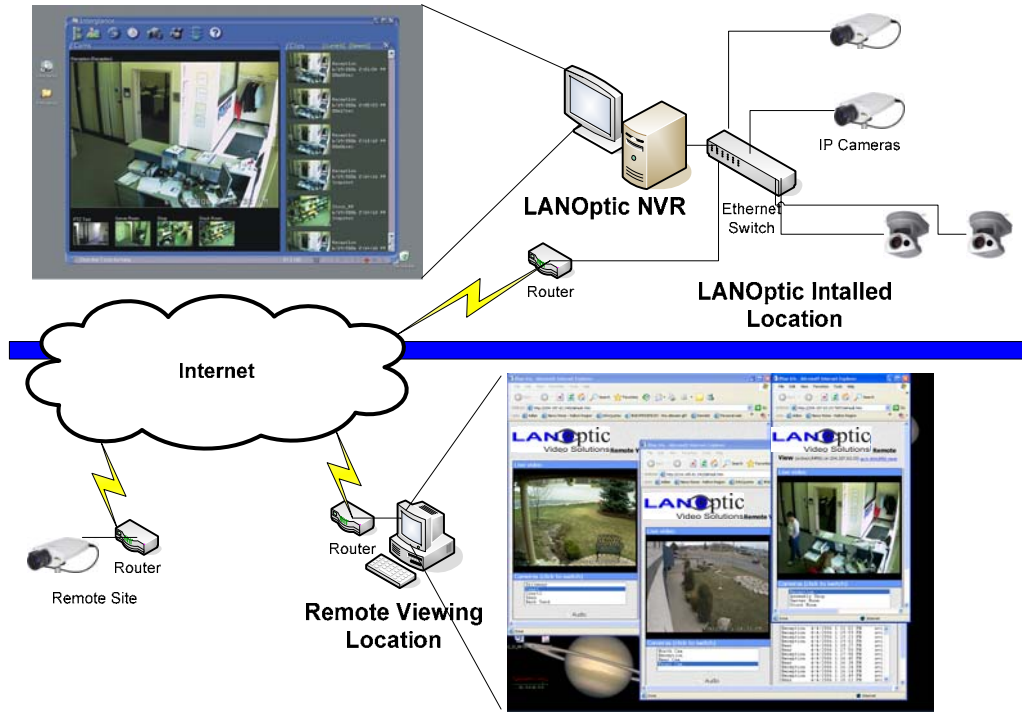
- View multiple locations/properties from any single location
- Monitor a single site from multiple locations simultaneously
- Monitor multiple sites from multiple locations simultaneously
- Observe your daily operations while away on business or vacation
- Monitor Process and Production in a plant environment
- Assess hazardous environments from a safe location
- Incorporate real time, real life examples into corporate presentations, sales & marketing and planning.
- Monitor progress and safety at warehouses, factories & construction sites
- Alarm verification: legitimacy of fire or security alarms
- Retail & warehouse loss prevention
- Industrial/operations management & scheduling
- Access control
- Traffic Monitoring

LANOptic Video Security/Streaming Available Features at a Glance

- Video Analytics:
 - . People Counting
 - . Motion Tracking
 - . Left Item Detection
 - . Object Classification
 - . Removed Item Detection
 - . Virtual Fence/Perimeter Breach
 - . Vehicle Counting
 - . Wrong Direction
 - . Loitering
- Recording to local, network or remote NVR hard disk storage
- Internet browser accessible, Real Time Video at variable frame rates
- Still image capture in JPG format
- Event triggered alarms and/or alerts via FTP, email or instant messaging with image
- Video image access from Blackberry or other web enabled PDA
- Remote access to recorded video archive
- Web enabled Pan Tilt Zoom (PTZ) control
- Scheduled system & device task automation and event handling
- Intelligent search of video archive
- Remote device management & patch control

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Case Studies

- 1) **Objective:** A pipeline company requested that LANOptic Video Solutions provide a proposal to implement video surveillance to 8 pump facilities. The client already received 3 competitive proposals and was ready to proceed with the project.

Proposal: LANOptic Video Solutions reviewed the specifications for the project and determined that by utilizing IP Camera technology, the objectives could be met with the use of 1 centrally located recording device and cameras at each of the remote locations.

Result: LANOptic Video Solutions was awarded the contract on the basis that this solution was far simpler, less costly and required less maintenance over the long term. When complete, this system will host 16 remote PTZ cameras in geographically outlying areas of Ontario.



Axis 214 PTZ Network Camera deployed at fuel pump facility.

2) **Objective:** A large real estate firm asked LANOptic Video Solutions to propose a video surveillance system with a few cameras to help monitor an indoor pool at an apartment complex. This system was required to provide safety and security for the tenants as well as ensure the rules and regulations were adhered to.

Proposal: A site tour revealed that the pool was large and in a room that was 60' X 90'. This project was a perfect place to utilize a single wide angle "megapixel" IP network camera. The megapixel option offered the simplicity of a single camera with the flexibility of PTZ. Due to the moisture in the environment, moving parts would be at risk in a mechanical PTZ product. Megapixel technology offers the benefit of the PTZ features without the use of mechanical functionality. It was however, required that a custom made, waterproof enclosure be created to prevent damage in the event of splashing or extreme humidity.

Result: LANOptic Video Solutions was awarded the contract and the camera was implemented. The solution exceeded the expectations of the client so dramatically; they have requested a proposal to provide the same equipment to secure the lobby and parking areas of the building.



Axis 212 PTZ Megapixel Camera showing the view of the entire swimming pool.



Same Axis 212 zoomed to the left side of pool



Custom built enclosure for Axis 212 network camera

- 4) **Objective:** LANOptic Video Solutions was asked to provide a recommendation and proposal for a security surveillance system in each of 3 companies operating in the manufacturing of hydraulic piping and parts industry. The initial goal was to prevent loss due to theft of expensive stainless steel. The 3 companies are situated inside 1 square km.

Proposal: LANOptic Video Solutions determined that all 3 locations could be serviced by 1 recording system by linking the sites using Point to Point (PTP) wireless bridges and CAT5 Ethernet cabling. This connection would be implemented by LANOptic's sister company ADLAN Corporation who is an expert in the design, implementation and support of local and wide area networks. Once connected, the cameras could be located in any of the 3 buildings, monitored, recorded and distributed to the internet through a single network video recorder (NVR) located at any of the 3 sites. As a side benefit, the connections between the buildings could also be used for establishing better connection speeds to improve their current VLAN wide area business system infrastructure.

Result: LANOptic Video Solutions was awarded the contract and the first stage of the surveillance system was implemented. The wireless bridge was deployed to link 2 of the buildings and a CAT5 cable was fed through an underground conduit to connect the other 2 sites joining all 3 buildings together on the same LAN. The first video system involved a high quality Pan, Tilt, Zoom (PTZ) camera among others which was situated in the center of the product assembly shop. Soon after it was installed, the client contacted LANOptic and informed us that the PTZ camera was amazing and is now allowing him to provide his clients with a facilities tour over the internet. The client indicated that this capability has drastically improved his business to his clients in USA and abroad because they typically require a site visit before issuing an order and that involved flight and hotel arrangements which was costly and time consuming. Now he gets to take the clients on tour from the comfort of their office and the deals close much quicker.



Axis 214 PTZ snapshot inside hydraulics manufacturing facility



Axis 214 snapshot of hydraulics manufacturing plant preassembly area



Axis 214 snapshot of hydraulics manufacturing fabrication shop located 1 Km away from main facility

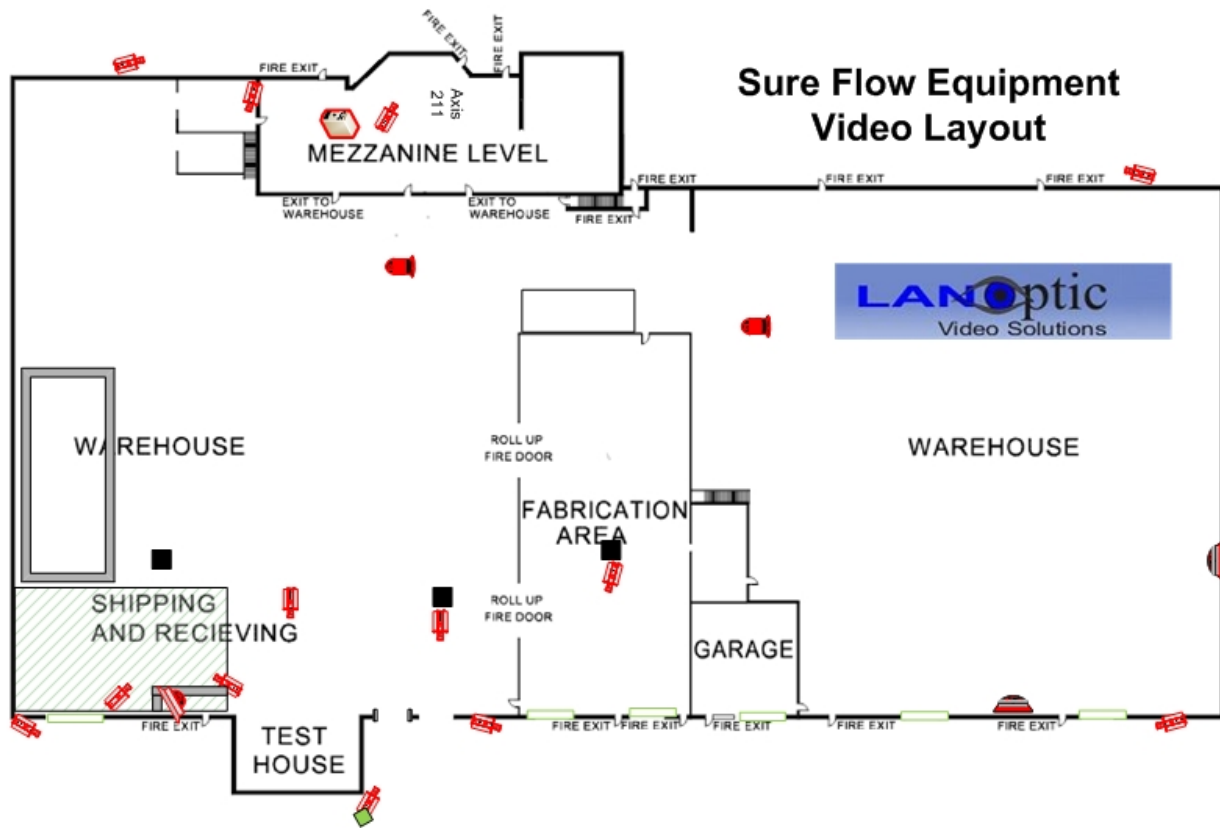
5) **Objective:** A retail chain store required a solution for monitoring their 8 stores for the purpose of loss prevention and operations management. It was originally proposed that each location be fitted with individual CCTV surveillance systems.

Proposal: LANOptic Video Solutions reviewed the requirements and determined that the client's objectives could be met with a system comprised of a single NVR recording system located at their largest facility and megapixel IP network cameras strategically located at all stores. Due to the PTZ capabilities of the Axis 212 wide field cameras, close-up observation of objects and people at a distance from the cameras would accommodate the requirement of maximum coverage with the use of a 1-2 cameras per location while also allowing for detailed views where required.

Result: LANOptic Video Solutions was hired on the basis that by implementing IP Network camera technology, the solution could be provided at a lower cost and lower maintenance than the CCTV option. In addition, the effectiveness of the system due to the intelligence of the network cameras was dramatically superior. By leveraging features such as Guard Tour, Event Handling, Edge Triggering and other capabilities, this system was customized to deliver advanced image quality and simple to use "Hot Map" browser access.



Web, server or locally hosted "Hot Map" allows instant access to cameras over conventional browser.



These “Hot Maps” are customized using any combination of satellite, floor plans and roadmap images. In addition, hot maps are also features of the video recording system.

LANOptic Technology Partners:

