AN ILLUMINATING CHOICE
FOR ANY APPLICATION

Agenda

- Introduce Raytec

- Program

- Registration

- Acceptance of Registration

- Product overview

- Support

- Questions

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Designed & Manufactured in the UK

24/7 Support
Live Chat
Stock in NY Warehouse

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Raytec

- Global Leaders in Lighting for Security and Safety
  - Security Division
  - Hazardous Area Division
  - Committed to the Rep model in the Americas for both divisions.

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Program

- Eligible Vigitron Manufacturers Representatives (No Competing Lines)
- Register a project with Raytec
- Review the project and accept or reject the registration
- Raytec will provide the design, parts list and quote.
- Once shipped the Vigitron Rep will receive the 3% commission

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Program

- Example 1
  - Identify a need in a project with one of your customers
  - Call me directly to discuss the details
    - New Project, no visibility on our end.
    - Design process
    - Sales Channel discussions (Distribution, Integrator and Reps)
    - Quotation provided by Raytec
  - Eligible – Fill out Project Registration
  - Once shipped, finders fee paid to Vigitron Rep (usually 45 days max)
  - Tech support provided by Raytec

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Program

- Example 2
  - Identify a need in a project with one of your customers
  - Call me directly to discuss the details
    - Existing Raytec Project or ongoing project
    - Established Raytec Customer
  - Not Eligible

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Program

Program

- New program for Raytec
- Cannot disrupt or confuse our established sales channel
- Will continue to evolve

Product Overview

White-Light   Infra-Red

White-Light adds extra detail including colour of hair, skin tone, colour of vehicle, colour of clothing, patterns/logos.

IR (850nm or 940nm) is strictly monochromatic and articles of clothing and surfaces reflect based on materials and not colour.
IR goes approximately 40% further then the same sized white light illuminator
MUST have a day/night camera with an IR cut filter in order to use IR

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White Light

Why use external illuminators?

Watch Bit rate

Test Night P1354   1.39MB/s   25FPS

ISSUE: Difficulty to **zoom in** on an object under low light

1,000' @ tree line

450' distance quoted @ 60°

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Why use external illuminators?

4k camera with VARIO i8 (IR) ~900' distance

When details on scene matter

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Why use external illuminators?

Video analytics needs lighting to avoid false alarms

The trouble with built in IR...

Built in IR creates a spotlight effect at longer distances

Illuminators provide even illumination across the whole scene

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The trouble with built in IR...

Panoramic Lighting

Example of Panoramic Ultra's highly compressed 5° vertical beam pattern

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Panoramic Lighting

Light Off

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Complete VARIO2 product line up:

| VAR2-i2-1 small | VAR2-i4-1 medium | VAR2-i6-1 medium + | VAR2-i8-1 large | VAR2-i16-1 X large | VAR2-w16-1 X large | VAR2-w8-1 large | VAR2-w4-1 medium | VAR2-w2-1 small |

- IR from 250' to 1,650'
- WL from 200' to 820'

- Low Voltage (12/24V AC/DC), power sold separately

- Remote Control Setup

- HRT (Hotspot Reduction Technology)

- Built-in Diagnostics

- 5 year warranty / 10 year lifespan (50, 000 running hours)

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Network or PoE Models

- VAR2-IPPoe-i4-1 or i6-1 or i8-1 or i16-1
- VAR2-IPPoe-i4-2 or i6-2or i8-2
- VAR2-IPPoe-i4-3 or i6-3 or i8-3
- VAR2-POE- i2-1 or i4-1 or i6-1 or i8-1
- VAR2-POE- i2-1 or i4-2 or i6-2 or i8-2
- VAR2-POE- i2-1 or i4-3 or i6-3 or i8-3
- VAR2-IPPoe- w4-1 or w8-1 or w16-1
- VAR2-IPPoe- w4-2 or w8-2
- VAR2-IPPoe-w4-3 or w8-3
- VAR2-POE- w2 or w4-1 or w8-1
- VAR2-POE- w2-2 or w4-2 or w8-2
- VAR2-POE- w3-2 or w4-3 or w8-3
- VAR2- IPPoE-hy4-1 or hy6-1 or hy8-1

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Multi-panel Vario2

Double and triple panels available in IR & WL
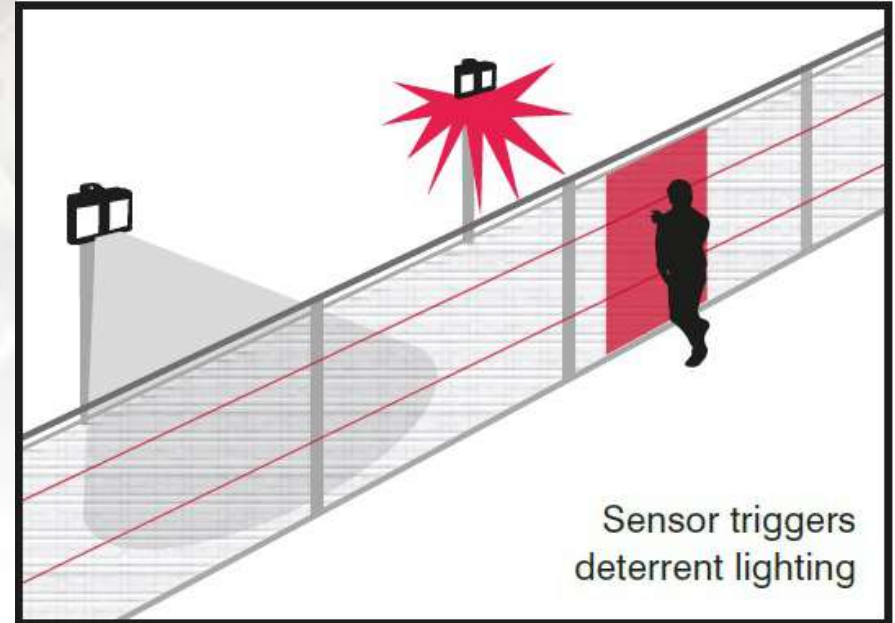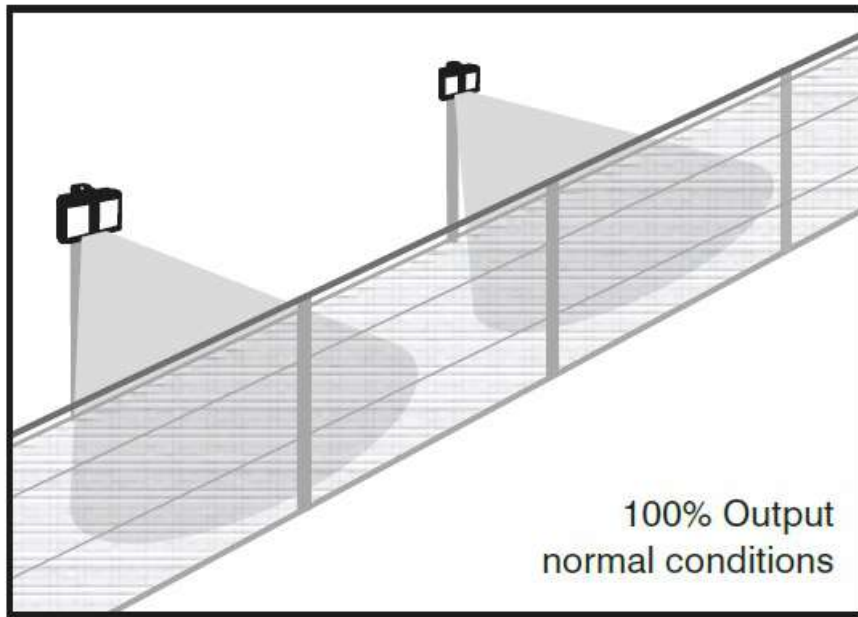Allows longer distances OR wider fields of view

Part Codes	Description	Angles	Narrow Angle Distances	Wide Angle Distances
VAR2-i8-2	VARIO2 i8-2 Adaptive Illumination double panel, standard pack 10°x10°, 35°x10° and 60°x25° angles included, 12-24V AC/DC, black, 850nm	10 x 10°	500m (1640ft) at 10°	354m (1161ft) at 20°
		35 x 10° (fitted as standard on all panels)	240m (787ft) at 35°	170m (558ft) at 70°
		60 x 25°	135m (443ft) at 60°	95m (312ft) at 120°
		80 x 30° (optional)	100m (328ft) at 80°	76m (249ft) at 140°
		120 x 50° (optional)	65m (213ft) at 120°	53m (174ft) at 180°

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VARIO2 Hybrid

- IR & WL in one panel

- Double stacked LEDs

- IR – 850nm & 940nm option

- WL – coloured LEDs

- Programmable – e.g. IR on photocell/ white light on alarm, timer options for white light duration

- Available in 4, 6, 8 & 16 sized panels

VARIO iP **Hy**brid

Direct lighting response to camera events...

100% Output
normal conditions

Sensor triggers
deterrent lighting

- Subject appearing in the distance can trigger IR switch to WL

- Loitering triggers a SOS deterrent mode from white light

- Subject approaches fence line, boost WL to 110% for 10s

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Vario2 **EXTREME**

Industrial & challenging environments

Extreme:

- Salinity

- Humidity

- Vibration

- Impact Resistance

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vario2   PULSESTAR

- Pulsestar illuminators deliver powerful pulsed lighting for traffic and machine vision applications

- Pulsed illumination ensures the highest levels of light on scene to illuminate fast moving objects while extending LED life and maximising energy savings

PULSESTAR i24

- A **built-in pulse controller** allows the timing, height and width, and the lighting pulse to be tailored for the exact needs of the application, and includes an Ethernet-based communication interface making installation, operation, and maintenance safer and easier.

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VARIO2 PoE

- 4 product sizes
- 8W, 15W, 25W (PoE+) and 49W (PoE++)
- All the features of standard VARIO2
- Plug and play into existing infrastructure
- PoE powered only without communication

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Network Controlled Illuminators
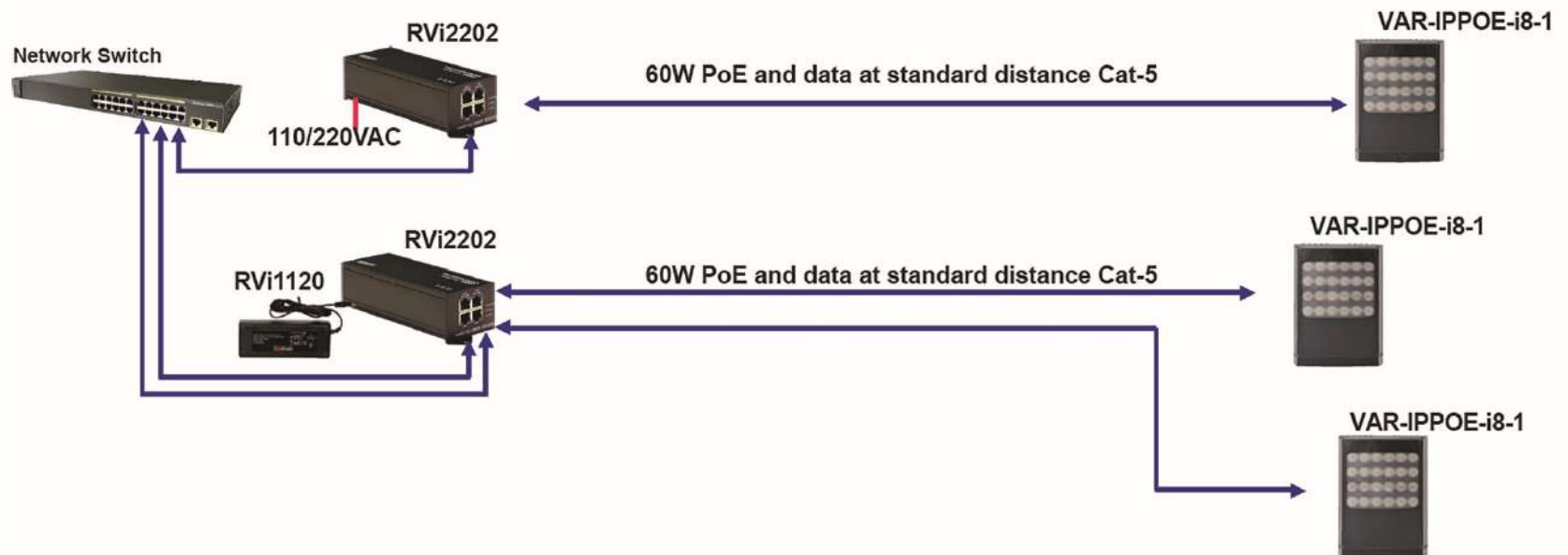
Only 1 CAT5 Available?

- Connects two IP/PoE devices to a PoE switch using a single Cat5/6 cable8W

- Provides up to 37w to each of 2 devices

- No power source required

NetMux™ Ethernet and PoE Port Multiplexer

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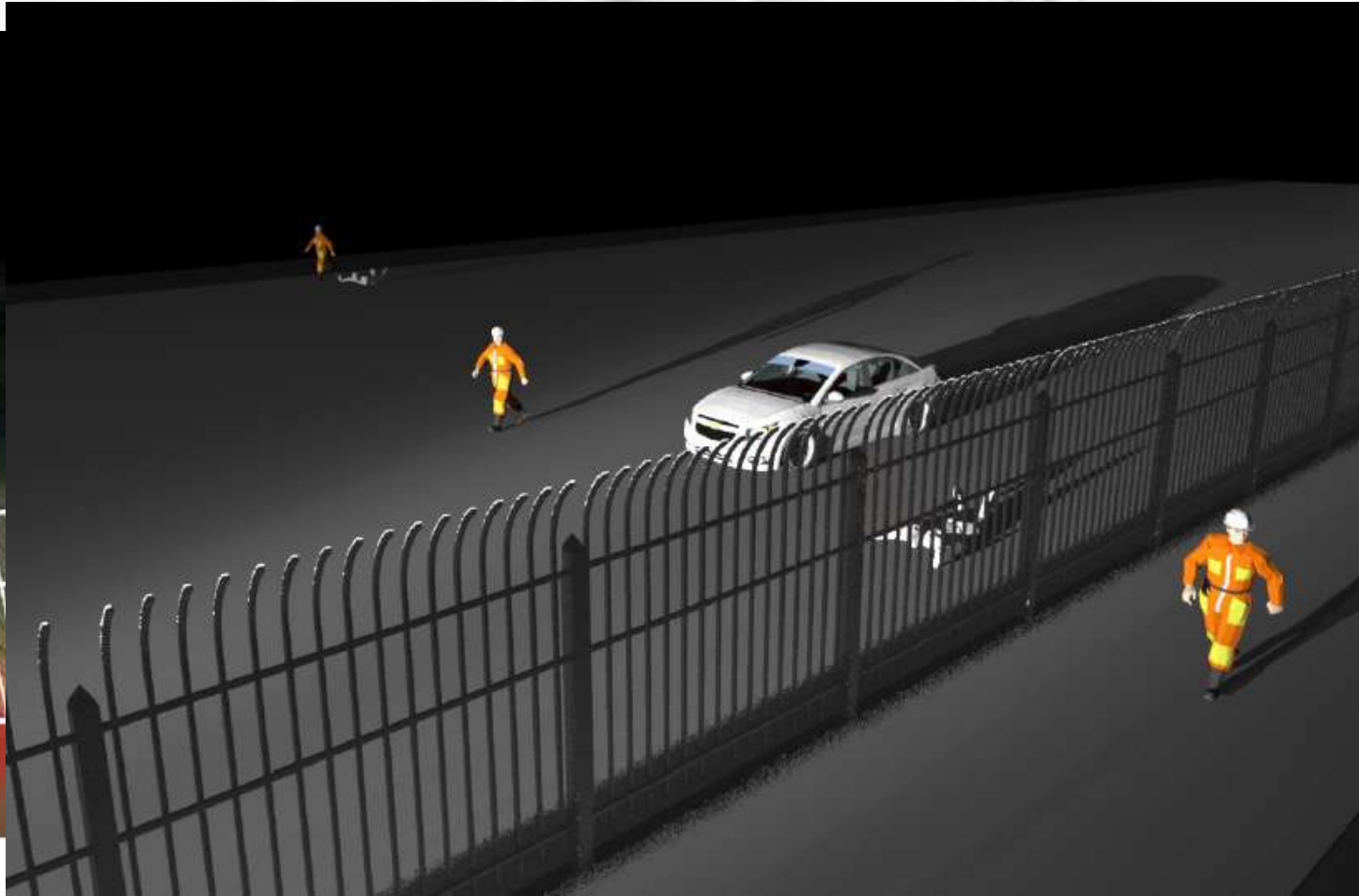# Raytec and Vigitron

Desktop Design App

http://www.raytecdesign.com/users/login

Free Lighting Design Service

3D Renderings with Photorealistic Lighting Plan

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Training

- Monthly webinars on lighting

- Bespoke training available via webinar

- Local manufactures Reps all over NA for on site training and demos

- Presentations at most major security shows

Demo program

- Demo loaner units available

- All reps have a demo loaner kit with WL & IR

Thank you!