



# What Our Customers Say

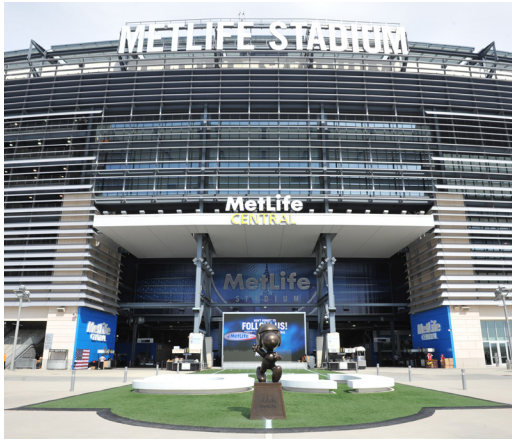
We asked a wide selection of our end user and integrator customers why they use Arecont Vision® and what they think of our products, quality, and support. Here are the responses we received.



*“The improvement in the quality and performance of our video surveillance system with the Arecont Vision megapixel cameras is incredible. The 360 degree views have made a tremendous difference in providing a safer and more secure campus.”*

**- Bill Weber, Assistant Chief of Police, Butler University**

# What Our Customers Say



*"I have been using Arecont Vision megapixel cameras for the past two years. These cameras perform great, and allow me to secure my Stadium with crystal clear high resolution video."*

**– Daniel Delorenzi, Director of Security and Safety Services, MetLife Stadium**

*"Our organization requires high levels of security and with Arecont Vision's updates to firmware we can maintain our internal network security policies."*

*Ease of installation, compatibility with our current VMS, and the new features [including] Wide Dynamic Range. Our experience has been great."*

**– Safraz Samad, TPA Operations – Security Administration, Tampa International Airport**

*"Our customer service experience to date has been very positive, and just as high quality as the cameras that the company makes."*

**– Andrew Ross, Account Executive, UCIT Online Security Inc., Canada**

*"We only work with high quality brands in video surveillance projects. With Arecont Vision we can be sure that we are able to offer our customers professional solutions, good quality products, and a very high level in support and project assistance."*

*Arecont [Vision] is a professional and reliable partner for projects. ALLNET is perfectly satisfied with the support, products, and local contact person for our region."*

**– Michaela Höllering, Head of Sales, Video Surveillance and Physical Security, ALLNET GmbH, Germany**

*"In the six years that I have worked with Arecont Vision, I've consistently seen the value in recommending their panoramic cameras to my customers."*

*These cameras offer superior wide area coverage with high resolution versus single sensor cameras. And because they require only one network connection and less infrastructure, they can dramatically reduce total cost of ownership."*

*Arecont Vision's customer service team has always been responsive and helpful when we've contacted them, and have worked quickly to resolve issues to our satisfaction."*

**– Ben Ponce, Account Manager, Tyco Integrated Fire and Security, Canada**

*"What's really nice is we can actually view the cameras from several different locations in real-time or in playback. These cameras help reduce our on-floor manpower and increase our effectiveness because there can be one person on the floor and another person who is watching the cameras, who can cover 10 times more area than one person can on foot."*

**– Kevin Miller, Corporate Director of Security for the Davenport Collection of Properties, Spokane, WA**

*"I have had to hold some pictures for the Chicago Police Department, and they cannot believe how good the [video from the] cameras looks."*

*I'm very, very happy with the product."*

**– Jim Bayci, 7-11 Franchisee, Chicago, IL**

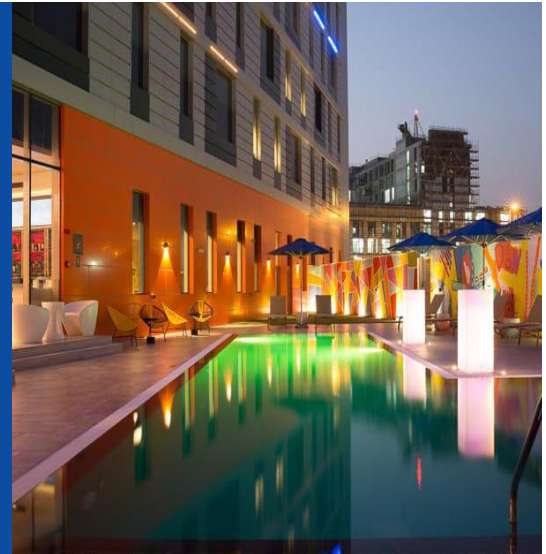




*“The overall feedback we received from our reference checks was that the Arecont Vision Costar cameras are highly reliable, stable, and with high quality, and that product support and service was very superior.*

*Those are all things we required for the hotel.”*

**– Aditya Rajaram, Managing Director of Radar Holdings, Owner, Aloft Hotel  
Dubai South, UAE**



*“One thing about Arecont Vision? Market leader and technology pioneering. Why do I buy? Quality of the product. My experience with Arecont Vision? Very good.”*

**– Soren Christensen, Director, IT-SERVE.  
COM, Dubai**

*“The reason we use Arecont Vision is because service in Hawaii is one thing we look for. When issues come up, they are on it. On a scale of 1 to 10, 10 being the best, Arecont Vision is a 10.”*

**– David Dunlap, President, Dave's  
Communications Inc.**

*“The district decided to use Arecont [Vision] cameras because of their quality and price.*

*The district is very pleased with the decision to use Arecont Vision cameras.”*

**– Tim Schmitt, Sioux City Community  
School District**



*“We were sure to go back to Arecont Vision during this process. We have had a good working relationship with them for the past five years, and they enable us to use less cameras while still maintaining full view of inspection areas.”*

**– Paul Mueller, Security Manager, Manchester-Boston Regional Airport,  
Manchester, NH**

*“The new Arecont Vision Costar doesn't play the 'blame game' when you contact them. When you need an RMA, you tell them what's going on and the response has been 'OK, we'll take care of it.' It seems like whoever I talk to they're saying 'Let's get this taken care of right now.' It's not a 3 phone call or 3-email kind of thing.”*

**– Don Olson, Owner, Audio Innovations,  
Fresno, CA.**

*“We certainly didn't want to give people the feeling that they're being watched throughout the hotel. We really like how the low profile of the cameras and the multi-sensor capabilities enabled us to use just one camera opposed to four separate ones.”*

**– Kevin Miller, Corporate Director of  
Security for the Davenport Collection of  
Properties**

*“A variety of factors led to the use of Arecont Vision, not least of which was the commitment and quality they provide as an American-based manufacturer. They are one of the few vendors who design and build cameras in the U.S., and their cameras' features and reliability reflect that.”*

**– Mike Bales, COO, WW Communications,  
Mankato, MN**

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*"We have recently installed Arecont Vision megapixel cameras throughout our facilities and the results have been outstanding. Between the ability to view large areas with their panoramic technology, and the clarity of the megapixel video, we have been able to solve a number of issues and improve our processes."*

*The service provided by Arecont Vision throughout the project was also outstanding.*

*We were also able to provide a video of an alleged thief to the police and our tasting room manager finds them enormously helpful for monitoring traffic and workflow through our wine tasting room."*

**– Roger Rosenblum, Rock Wall Wine Company**

*"I have had the opportunity to work with various camera manufacturers over the years, the Arecont [Vision] product is what I recommend because of quality, features, and customer service."*

*The SurroundVideo Omni series camera is one of the most versatile products on the market today and works with all major Video Management software while retaining the features and functions of the camera."*

*I have also had the opportunity to perform camera demonstrations for customers looking to add a panoramic camera to their property. While performing these side-by-side comparisons, Arecont [Vision] vs competitors, customers see the difference in features, functions, and most importantly picture quality."*

**– Darrell Heiser, Sales and Engineering Director, Key-Rite Security**

*"User friendly, reliable, high resolution, performance. Easy design, different housing options, [and] price."*

*Most wonderful – product with high performance compared to price."*

**– Ahmad Zaid Qutaish, Engineering Manager, Electronic Special Equipment Co., Kingdom of Saudi Arabia**

*"Every video opportunity we lead with Arecont Vision for our cameras. One of the main reasons we use Arecont Vision is because of the 'Made in USA'."*

*Arecont Vision has the best megapixel lineup of any camera manufacturer."*

**– Mike Bales, Technical Sales, WW Communications and Security**

*"I was introduced to Arecont Vision over five years ago and their cameras have become the main workhorse in our CCTV system of over 1,300."*

*The [SurroundVideo] 180 cameras have proven time and again that PTZ's are a thing of the past and the new OMNI's have given us a new appreciation for Arecont [Vision's] continued superiority in the CCTV field."*

**– James McCarthy, Director, Physical Security, University Police Department, George Mason University**

*"Arecont Vision is our first, second, and third choice at General Security Services Corporation. The continual product development, integrated features, and design support from Arecont Vision allows GSSC to be more resourceful."*

*From the ability to efficiently design and propose the sale to effectively installing the cameras allows GSSC to streamline our workflow, increase our margins, and provide exceptional video quality for our customers."*

**– Todd Baumgartner, Director of Sales, General Security Services Corporation**

*"Great product, innovative, and great support. We have been using Arecont Vision for the last 4 years."*

*We trust the products and the distributor who is well supportive. Moreover, price is more attractive than [competitor name removed], which we had been promoting."*

**– Fadi Moubarak, General Manager, KAES, Kingdom of Saudi Arabia**

*"Arecont Vision builds quality products at a great value. We've had no problems in deploying their solutions – they work as advertised!"*

**– Joe Keller, Vice President of IT, SVS Vision**



*"I had a large school project with about 500 cameras in the beginning of 2019, and two cameras failed shortly after setup. I was really happy that without a fuss, Arecont Vision Costar stepped up and gave us a bunch of spare cameras."*

*"They said 'If you have this issue again, go get one & hang it up and see what's going on.' That made the customer and I feel really good."*

**- Don Olson, Owner, Audio Innovations, Fresno, CA**

*"It isn't everyday that I will, and can, write a thank you email like this, but your product and the support I have received from you, [Arecont Vision sales rep name removed], and the rest of the Arecont [Vision] crew is really unmatched in the industry."*

*"I have been using the outdoor 360 and 180 [degree SurroundVideo panoramic cameras] for over two years, and I find that they are one of the leading products in image quality, reliability, and ability to use for many applications. I have been using the cameras for schools, military bases, police departments, and many more, and they are all extremely happy with the results."*

*"I also wanted to comment on your technical crew that have been available for help when it was needed. They have been doing a great job, and thank you for your support."*

**- Geva Barash, Security Systems Design**

*"Out of my 14 years experience in this field it is obvious that Arecont Vision [is] leading the market in terms of providing state of the art technology: 1st in using CMOS imager, high megapixel cameras at high frame rates, 20MP panoramic cameras, best image quality, best video compression, best 3rd party VMS customization, best distribution channel, best after sales service, best logistics, [and] durable made in USA quality."*

**- Ahmad Turk, Country Manager, Saudi Arabia, Government and Commercial Sectors, SecuTronic**

*"Arecont Vision is my go-to source for my K-12 markets. The versatility in the multi sensor cameras allows me to give my customers more camera views with less installation, licenses and support. This lets the customer receive more for their money and in the education market value is key."*

**- Charles Jewell, Account Executive, Convergent Technologies, LLC**

*"Multiple cameras can be costly. At Gateway, we have found by using the Arecont [Vision] SurroundVideo cameras we can reduce camera counts, in many cases increase video quality, and give better coverage. All with 1 multi-sensor camera. By using 1 camera we also reduce the number of PoE ports, data cables, and installation labor."*

*"All of these factors can lead to a cost savings when competing with multiple comparable cameras, not to mention 1 camera looks better than 4."*

**- Scott Sellers, Sales and Project Manager, Gateway Wireless**

*"We have to date protected more than 50% of our buildings with Arecont Vision, and add more every year."*

*"Arecont Vision has greatly enhanced the safety and security of our students, staff, and visitors here at Goddard Public Schools – USD 265."*

**- Ronny Lieurance, Police Chief, Goddard Public Schools**



# What Our Customers Say



*“The SurroundVideo Omni cameras are some of our favorites because we are getting four cameras in one. They have the most flexibility.*

*Our blind spots are much more limited, and we don’t need to use nearly as many cameras as we previously had in those areas.”*

**– Kevin Wright, Security Manager, Monterey Bay Aquarium, CA**

*“If we’re going to build a new surveillance system, we need to make sure that if we have an incident, we can actually see who was involved. We wanted an innately high-quality, flexible solution, and we got it with Arecont Vision.”*

**– Kevin Miller, Corporate Director of Security for the Davenport Collection of Properties, Spokane, WA**

*“I’ve got a downtown urban location with a lot of windows in it. I was looking to upgrade the system to get better resolution on the cameras. The Contera system has just been a marvel as far as the color quality and the resolution that I’m able to get.”*

**– Jim Bayci, 7-11 Franchisee, Chicago, IL**

*“We conducted a vigorous study of Arecont Vision Costar and other suppliers. We found Arecont Vision’s backend delivery and logistics in complying with our requirements to be far superior than others.*

*Furthermore, we received references from other local businesses such as other Marriott hotels and Al Nabooda Automobiles for their Audi and Porsche showrooms and service centers.”*

**– Aditya Rajaram, Managing Director of Radar Holdings, Owner, Aloft Hotel Dubai South, UAE**

*“One of the things that has been of benefit to me is in the way of product offerings, with the new RS series of cameras, particularly the SurroundVideo Omni G3’s. Being able to aim and focus those multi-element cameras remotely has reduced installation time and allows me to make adjustments to field of view remotely without having to go on-site.*

*Anything that reduces ‘ladder time’ impacts my business in a good way.”*

**– Bernie Greer, Manager, Applied Digital Technologies, Charlottesville, VA**

*“Every other day we use the cameras to investigate criminal or worker concerns. We go back and monitor them for possible safety issues on the ramps, for passenger interaction, and for worker interactions.*

*Anytime someone expresses a concern to me, they can come in and we can watch the footage together. I try to make sure that the option to view footage is fairly transparent, which has proved very useful to everyone.”*

**– Paul Mueller, Security Manager, Manchester-Boston Regional Airport, Manchester, NH**

*“They [Arecont Vision cameras] are small and nearly invisible to anyone who doesn’t know what they’re looking for. The fact that they have such a small footprint makes them ideal for us in the ticketing and front entrance areas.”*

**– Thomas Uretsky, Director of Security and Emergency Management, Monterey Bay Aquarium, CA**

*“Simplified installation features such as remote focus, along with advanced features such as true WDR (wide dynamic range) were key factors in the decision.*

*Additionally, the SurroundVideo camera series’ cost effectiveness and coverage capabilities placed Arecont Vision ahead of its competitors for the job.”*

– Mike Bales, COO, WW Communications, Mankato, MN



*“The imaging of the Arecont Vision camera was so great it caught a theft and identified the [rental] truck license plate and the identity of the suspect.”*

– Vince Lopez, Branch Manager, Walters Wholesale

*“One thing to tell a potential customer? [Arecont Vision] tech support has been very helpful when needed.”*

– Patricia Combs, Educational Technology Director, Northeast Alabama Community College



*“With the valet service, customers will come in and claim that marks on their vehicle weren’t there when they arrived, and quite honestly, they may believe that’s true.*

*With the Arecont Vision cameras, we’re able to look at the video and say with confidence whether the mark was there when he or she arrived at the hotel.”*

– Kevin Miller, Corporate Director of Security for the Davenport Collection of Properties, Spokane, WA

*“We had a burst pipe in the lobby during construction, and the Arecont Vision Costar cameras were able to help us identify the exact source and timeline of the leak due to the quality and clarity of the video. We had another incident where a delivery truck struck one of our pylons. The camera was able to very clearly catch the damage and identify even very minor details of the number plate and driver in order to file the necessary loss prevention complaint. We were very satisfied with the outcome that the cameras were able to deliver.”*

– Aditya Rajaram, Managing Director of Radar Holdings, owner, Aloft Hotel Dubai South, UAE

**Want to hear more from our customers, view case studies, or submit your own comments?  
Please visit the “What Our Customers Say” page at [www.arecontvision.com](http://www.arecontvision.com).**

# Our Company

In July of 2018, Arecont Vision Costar launched as a new California-based business unit of Costar Technologies, Inc. (OTC Markets: CSTI). While we're a young company, we bring decades of knowledge and expertise in designing, building, and supporting our customers and partners across the video surveillance industry from the legacy of the original Arecont Vision. We've learned a lot along the way to get here, and we've implemented that knowledge into the

core of the new Arecont Vision Costar. We are committed to delivering the surveillance industry's best customer experience while offering innovative, cyber-secure, cloud-enabled, and highly reliable products and services as part of our award-winning Total Video Solution. Customer satisfaction is built into our corporate DNA, and if you've done business with us recently, we think you'll agree that we differ from our competitors in a very positive way.



## Global Sales and Support

Arecont Vision is the leading manufacturer of high-performance megapixel IP cameras and associated software.

### Americas

#### Los Angeles, CA, USA

Arecont Vision, LLC. Headquarters  
400 N Brand Boulevard, Suite 860  
Glendale, CA 91203-2311, USA

Phone: +1.818.937.0700  
Toll Free: 877.CAMERA.8  
Fax: +1.818.937.0464

#### Sales

Phone: +1.818.937.0700 x 3  
Email: [avsales@arecontvision.com](mailto:avsales@arecontvision.com)

#### Support

Phone: +1.818.937.0700 x 1  
Email: [support@arecontvision.com](mailto:support@arecontvision.com)

#### Latin America

Phone: +1 (305) 525-0333  
Email: [farguello@arecontvision.com](mailto:farguello@arecontvision.com)

### International

#### Sales

Office 349, Block E  
Business Park, Dubai World Central  
PO Box 712287  
Phone: +971(4)887-9122  
Email: [sbardhan@arecontvision.com](mailto:sbardhan@arecontvision.com)

#### European Support

Berliner Allee 42  
40212 Düsseldorf  
Germany  
Phone: +49 (0) 621 44596075

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A COSTAR COMPANY