

PRODUCT POSITIONING GUIDE: VT-100 BODY CAMERA WITH ACC

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EXECUTIVE OVERVIEW

Staff in public-facing roles who don't feel safe at work are more likely to leave the company, utilize employer healthcare services at a higher rate, or bring insurance and legal claims against the employer when a safety incident occurs. Employers who provide body cameras as part of an employee health, safety and accountability program find success in reducing workplace violence and its negative impact.

Body-worn cameras are designed to capture first-person perspective video and audio of incidents, in this case, between staff members and/or the public. When implemented alongside fixed video deployments and integrated with Avigilon Control Center (ACC), user-activation of a body camera recording generates a motion start event in ACC and displays the camera's live video feed to the system operator alongside video feeds from fixed cameras, allowing security personnel to gain complete situational awareness and respond accordingly.

Motorola Solutions' VideoTag VT-100 body camera provides the fit, function, and price point that will satisfy the needs of public-facing commercial organizations such as healthcare, education, transportation and hospitality. The VT-100 is a lightweight, unobtrusive camera that's easily assigned to staff members and attached to uniforms like ID badges. Set-up and configuration is easy, and users need little to no training, thus underpinning Avigilon's value proposition of product intuitiveness.

MSRP for the VT-100 is under \$400. Camera accessories, such as camera body mounts and battery charging docks, and VideoManager video management software licenses are priced and sold separately.

The VT-100 camera, its accessories, and VideoManager on-premise software will be available for sale to the global commercial market through Avigilon where the product is certified. The camera can only be sold as part of a new Avigilon ACC system or as an add-on to an existing system.

POSITIONING STATEMENT

When implemented alongside fixed video deployments and integrated with Avigilon Control Center (ACC), body-worn cameras supply a live, first-person perspective that allows security personnel to gain additional context and situational awareness of each incident, enhancing their decision-making and response in the moments that matter most.

TARGET AUDIENCE

All current and new ACC customers who wish to extend their fixed video system with body-worn cameras.

Note: The VT-100 can only be sold as part of a new Avigilon ACC system, or as an add-on to an existing ACC system (versions 6,7). The camera can't be sold as a stand-alone body-worn camera system.

REGIONS & MARKETS

Commercial Markets in the following regions where the products are certified. Contact product management for opportunities within non-listed and/or non-certified countries.

	VT-100 Camera and Docks
Africa (Generally accepts EU/EFTA approval) *	Yes
European Union/EFTA	Yes
United States	Yes

*Currently does not include South Africa.

PAIN POINTS

- Security Operators of fixed video security systems lack the first-person perspective video and audio supplied by body-worn cameras, which provide additional context and situational awareness to every incident, and enhance decision-making in the moments that matter most.
- Employers with staff in public-facing roles (e.g healthcare, hospitality, transportation) who don't feel safe at work are more likely to leave the company, utilize employer healthcare services at a higher rate, or bring insurance and legal claims against the employer when a safety incident occurs. These activities increase employer costs and generate negative public perception.

BODY-WORN CAMERA BASICS

Cameras and Recorded Events

When activated to record, body cameras record video and audio of an incident and save it to on-board storage. Starting a recording on the camera is initiated by the user pressing a designated button on the camera. A recording is stopped by the user pressing the button again.

Offloading Recordings from the Camera

Each recording stays safely stored (and encrypted) on the camera along with important metadata about the recording, including date, time of day and camera user. The user is restricted from manipulating or deleting a recording stored on the camera. Even if the camera is opened and the storage area is accessed, the data can't be read.

Recordings are safely and securely offloaded from the camera at the end of the user's shift. In some use cases, such as a remote lone worker, video is offloaded at the end of each week or month, depending on policy and camera storage capacity. In either case, the user removes the camera and inserts it into a docking station. The dock performs the dual task of charging the camera's battery and offloading captured events to storage.

Managing, Storing and Sharing Recorded Events

Recordings are managed, stored and shared using video management software. Management can include searching for stored recordings using the metadata mentioned earlier; viewing and listening to recordings; associating one or more recordings and other uploaded digital evidence with an incident in preparation for a court date; etc. Recordings can be stored on a local hard drive, network storage, or cloud drive. Retention rules regarding how long a recording must be stored can be managed and automatically assigned within the management software. Recordings or incidents (collections of recordings and other digital evidence) are typically shared via secure transfer using a private network or the internet, or when required, a DVD or thumb drive.

MEET THE VT-100 BODY-WORN CAMERA

Much like customers will determine which fixed camera to purchase (e.g. bullet, box, dome) based on the role it will play in the overall security system, body-worn cameras are selected by what role they will play when in use by a staff member operating in the overall business.

Primary considerations include the types of interactions with the public (camera size, noticeability, ruggedness); type of clothing being worn (camera mount); the number of events typically recorded during a shift and the average length of an event (storage capacity); the length of the shift and features that will be in-use on the shift (battery life); the process for checking-out and checking-in cameras (camera docks); and connectivity (Wi-Fi, Bluetooth).

Suited to the Task

The VT-100's small size and light weight make it ideal for discreet wearing in consumer service-related industries (e.g. healthcare, hospitality, retail). An alligator clip, epaulette shoulder clip or lanyard attachment makes for comfortable camera wearing on lightweight staff shirts, and can act as an company ID badge with customized branding stickers.

	Dimensions	3.1 x 2 x .86 inches
	Weight	2.5 ounces
	Event Storage Capacity	16GB
	Continuous Recording	Up to 3 hours
	Continuous Recording and Live Streaming	1.5 hours
	Battery on Standby	6 months
	Time to Recharge in Dock (at total battery depletion)	Less than 5 hours
	Communications	Wi-Fi
	Field of View (Horizontal)	130 degrees
	Recording Resolution	1280p x 720p
	Streaming Resolution (Wi-Fi)	640 x 360, 30fps

VT-100 Camera Controls



VT-100 Popular Camera Mounting Options



Long Alligator Clip
Securely attaches a VT-100 to a shirt, polo shirt, apron or jacket.



Epaulette Shoulder Clip
Securely attaches a VT-100 to a shirt or jacket shoulder epaulette.



Klick Fast Stud
Easily attaches a VT-100 to any item of uniform containing a Peter Jones Klick Fast dock.

VT-100 Camera Docking Options



1-Port Dock

3.5W x 2.9H x 1.5D inches



14-Port Dock

7.8W x 1.4H x 17.1D inches

All VT-100 docks rapidly charge the camera battery; offload recorded events from the camera to VideoManager storage; and download updates (firmware, configurations) to the camera while docked. Each dock has a USB port, providing direct connection (to a PC for 1-Port Dock) or DockController (DC-200).

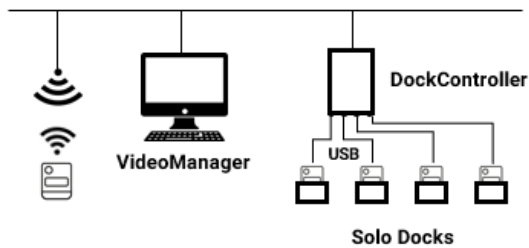
DC-200 DOCKCONTROLLER

DC-200 DockController

The DockController provides connection from VT-100 1-Port and 14-Port Docking Stations to the customer's Ethernet network.

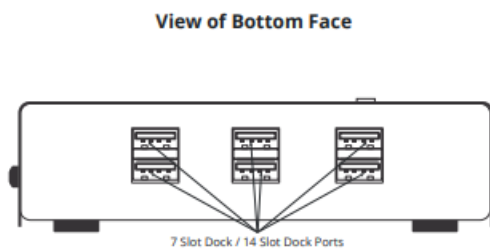
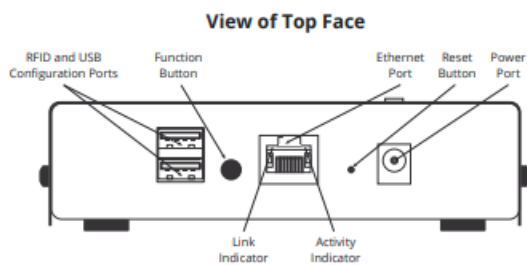
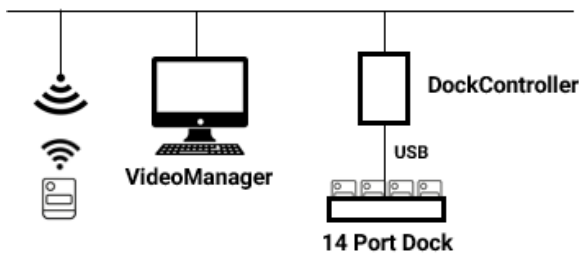
Connecting One or More 1-Port Docks

Up to (4) 1-Port Docks can be attached to a DockController for a total of (4) cameras. Although there are (6) USB slots available, the DockController is providing power to each of the 1-Port Docks, limiting the camera total to four.



Connecting One or More 14-Port Docks

Up to (6) 14-Port Docks can be attached to a DockController for a total of (84) cameras.



MEET THE EVIDENCE MANAGEMENT SYSTEM**Capture video. Prepare Evidence. Share Intelligence.**

VideoManager is a browser-based, on-premise software tool for managing video footage, system users, and body-worn cameras.

Managing Video: Search, play, store and share videos.

Case Management: Easily collate evidential footage with other important information, such as web links, location data, and non-video media (e.g. PDFs, MP3 files). Using powerful user-defined field functionality, tailor incident forms to fit your business process. If enabled, administrators can create nested incidents, which allow multiple incidents to be collated into an incident collection. This collection can then be edited and shared like a normal incident.

Security and Workflows: With VideoManager, security and workflow optimization take center stage. Customized user roles and device profiles control system access, while audit logs provide the all-important evidence trail required to support the judicial process.

Streamlined Workflows: Security and evidence integrity form the core of VideoManager. Granular, permission-based access ensures users can only access the parts of VideoManager relevant to their role.

Maintain Evidence Integrity: VideoManager tracks every move made on the system audit log - essential for maintaining evidence integrity. Administrators can download and review audit logs to monitor user behavior and their access to evidence, track system anomalies and more.

Two-Factor Authentication: When enabled, VideoManager users must enter username, password and a code from a third-party authenticator application to gain access.

Access Control Keys: Control which instance of VideoManager devices can connect to with access control keys. If a device tries connecting to an unauthorized instance of VideoManager, it will appear as locked.

Customized Deletion Policies: Organizational policies for video retention can be programmed in VideoManager, ensuring content is automatically and securely deleted on schedule.

USE CASE

Pat is the manager of a clothing store in a shopping mall. Before she walked out of the employee break room to begin her shift, she waved her employee-issued ID badge in front of an RFID reader on the table next to the door leading out. A VT-100 body-worn camera in a dock with ten other cameras, alerted itself to Pat as the specific camera the system had assigned to her. She pulled the camera out of the dock, clipped it to her lanyard and walked out the door onto the store floor.

Shortly before 9:30AM, just ahead of the Saturday morning shopping rush, Pat heard raised voices coming from the back of the store. As she walked in the direction of the voices, she recognized one as belonging to Ken, one of her direct reports. It appeared he was dealing with a customer who was upset due to a certain item being out-of-stock.

Pat joined Ken and the customer in front of a shirt display. The customer noted Pat's presence but continued to raise his voice, turning his complaints about the stock shortage into a verbal assault directed at both of them. Unable to calm the customer, Pat pressed the record button on her body-worn camera.

The camera came alive and began recording audio and video of the incident. Almost simultaneously, the shopping mall's video security system manager noted an alarm in Avigilon Control Center (ACC) and clicked through to investigate. The audio and video from Pat's body-worn camera was streaming live to the console, giving the manager a first-person perspective of the situation. He immediately dispatched James, the security officer nearest to the clothing store, via his MOTOTRBO portable radio.

Within seconds, James arrived on the scene and escorted the customer to the front of the store for removal. Pat pressed the record button on her camera again, stopping the recording and saving it as an event on the camera. Per department policy, Pat returned to the break room, unclipped her camera from the lanyard and inserted it into the dock. The recorded event on the camera uploaded to the VideoManager system where it will be kept for 60 days (department video retention period) in case the customer attempts to make false claims against Ken, Pat, James or the store.

USE CASE: HOW IT WORKED**Camera Assignment and Check-Out**

Pat's employee-issued ID badge had a self-adhesive RFID tag stuck to the backside. The tag was supplied with the body camera purchase and programmed in the VideoManager software to be associated with Pat. Pat waived her badge in front of an RFID reader device connected to the DockController, which is also connected to the 14-Port camera dock where Pat's soon-to-be-assigned camera was waiting. VideoManager found the most suitable (battery charge level, camera not engaged in offloading videos or receiving updates) camera available in the dock and alerted Pat to it by illuminating a light on the camera.

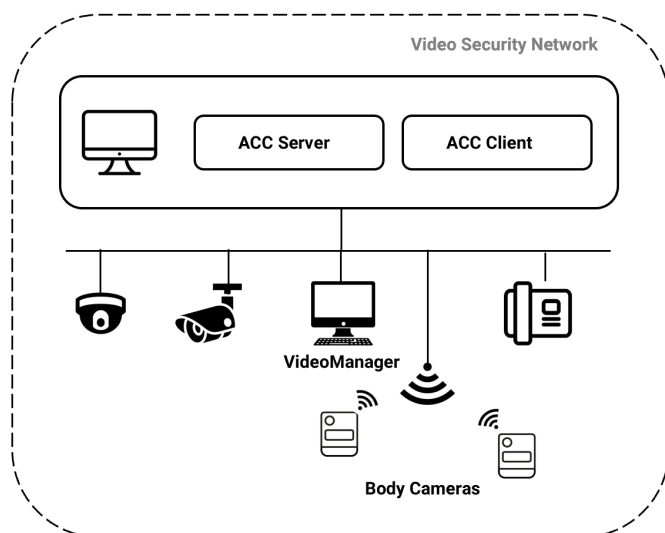
Starting a Recording and Live Streaming Video/Audio

Pat pressed the Power/Record button on the camera. The camera powered up, vibrated (letting Pat know a recording had started), began recording and found the Wi-Fi signal it needed to attach to VideoManager.

Alerting ACC

Activating a recording generated a motion start event in ACC and displayed the camera's live video feed to the system operator alongside video feeds from fixed cameras, allowing security personnel to gain better situational awareness and respond accordingly. (Note: The operator wasn't alerted via FoA).

More specifically, the Wi-Fi attached camera accessed VideoManager where a service called 'ONStream' acted as an ONVIF gateway that made the video stream available to ACC.



Currently, up to (16) camera channels are supported in ACC. The system can be configured in VideoManager so that it indicates one channel per hardware unit or per operator. (1) ACC camera channel license is required regardless of the number of VT-100 cameras connected.

Stopping the Recording

When Pat pressed the Record/Power button on the camera the second time, the event she witnessed and recorded was saved to the camera. (Note: The recording was not saved to an NVR or ACC storage.) If at any time during the recording, a loss in the Wi-Fi connection occurred and the live stream to ACC was interrupted, the camera would have kept on recording, not losing video or audio.

Uploading the Event

Pat's department policy required her to upload the recorded event immediately. However, the camera would have kept that event, and many more, securely stored until the end of the shift or as long as there was storage space within the 16GB of memory. When Pat returned to the break room and docked the camera, the VideoManager system recognized the camera as having been assigned to her. It recorded the day, time of day, record length, upload day and time, Pat's name and other metadata associated with the event. Anytime this stored event is accessed, information about the person accessing the event and when it was accessed will be added to an audit log.

PARTS, PRICES AND QUOTING

Parts, pricing and quoting capabilities are housed within existing Avigilon systems. For new body-worn camera system quotes, there are five components typically selected. 1) body-worn camera, 2) camera mount, 3) camera dock, 4) DockController, and 4) VideoManager software. Standard Avigilon Channel Partner discounts apply.

VT-100

Pick the Body Camera

Part Number	Description	U.S. MSRP
VT-100-N	VideoTag VT-100 camera	\$370

Pick a Body Camera Mount

Part Number	Description	U.S. MSRP
VT-100-FIX-ALIG	VideoTag VT-100 series rotatable long alligator clip	\$20
VT-100-FIX-EP	VideoTag VT-100 series epaulette mount	\$25
VT-100-FIX-KF-ALT	VideoTag VT-100 series KlickFast stud	\$20
AC-LANYARD-05	Lanyard with 5 breakpoints and 2 loops	\$5

Pick a Camera Dock

Part Number	Description	U.S. MSRP
VT-100-SOLO	VideoTag VT-100 one-port USB dock, USB cable	\$85
VT-100-DOCK14/US	VideoTag VT-100 series 14-port USB dock, PSU, US cable	\$870
VT-100-DOCK14/UK	VideoTag VT-100 series 14-port USB dock, PSU, UK cable	\$870
VT-100-DOCK14/EU	VideoTag VT-100 series 14-port USB dock, PSU, EU cable	\$870
VT-100-DOCK14/ROW	VideoTag VT-100 series 14-port USB dock, PSU, no cable	\$870

Pick the Dock Controller

Refer to the DC-200 DockController section of this document regarding use scenarios.

Part Number	Description	U.S. MSRP
DC-200/US	DockController DC-200, PSU, US power & LAN cable	\$720
DC-200/UK	DockController DC-200, PSU, UK power & LAN cable	\$720
DC-200/EU	DockController DC-200, PSU, EU power & LAN cable	\$720
DC-200/AUS	DockController DC-200, PSU, ANZ power & LAN cable	\$720
DC-200/ROW	DockController DC-200, PSU, LAN cable, no power cable	\$720

Add optional RFID Reader

RF-220	RFID RF-220 reader & base	\$725
RF-STICKER-10	10x RFID sticker-style tags	\$10
RF-CARD-10	10x RFID plastic cards	\$20

Pick VideoManager Camera Licenses

One VideoManager camera license is required for each VT-100 camera. VideoManager Connect license offers all functionality except Case Management (previously described). VideoManager Plus license includes Case Management functionality.

To upgrade a system from Connect to Plus, the customer must purchase VM-EPL-VT-CONNECT-TO-PLUS-1 for each VideoTag camera on their system.

Part Number	Description	U.S. MSRP
VT-100		
VM-EPL-VT-CONNECT-1	License: 1x VM Connect for VideoTag	\$190
VM-EPL-VT-PLUS-1	License: 1x VM Plus for VideoTag	\$220
VM-EPL-VT-CONNECT-TO-PLUS-1	License: 1x Upg. to VM Plus for VideoTag	\$40

Software Assurance

VideoManager camera licenses automatically include 1 year of Software Assurance. Software Assurance is required to be entitled for upgrades of the VideoManager software and to receive technical support on the VideoManager system.

Software Assurance must be purchased for each camera on the system. Additional Software Assurance extensions may be purchased during the original purchase or any time before it expires.

Part Number	Description	U.S. MSRP
VM-ESA-VT-12M-1	Software Assurance: Additional 12 months for 1x VM VideoTag license	\$60.00
VM-ESA-VT-24M-1	Software Assurance: Additional 24 months for 1x VM channel for VideoTag	\$105.00
VM-ESA-VT-36M-1	Software Assurance: Additional 36 months for 1x VM channel for VideoTag	\$130.00
VM-ESA-VT-48M-1	Software Assurance: Additional 48 months for 1x VM channel for VideoTag	\$145.00

Warranties

VT-100 cameras, docking stations and the DockController come with a 12-month hardware warranty with purchase. Two additional years of warranty can be purchased for a maximum of three years. Each additional warranty year must be purchased before the current warranty contract year expires.

Part Number	Description	U.S. MSRP
VT-100-12MW-N	Warranty: VideoTag VT-100, 12m hardware only	\$130
VT-100-DOCK14-12MW	Warranty: VideoTag VT-100 series 14-port USB dock, 12m	\$130
DC-200-12MW	Warranty: DockController DC-200, 12m	\$130

TECHNICAL SUPPORT

Avigilon will provide Tier 1 Help Desk support using existing Avigilon systems and communication methods.





TRAINING

Ensure your confidence and competence in discussing the VT-100 and its integration with ACC with prospective customers by attending an internal-only live webinar. Meeting invites sent by email.

Virtual hands-on training is being scheduled for Avigilon Sales Engineering and Tier 1 Support.

SALES TOOLS

Jump start your selling efforts with these sales tools for external use.

Item	Link to Document in Salesforce	Image
VT-100 Integration with ACC Flyer	https://avigilon-c.na58.content.force.com/sfc/servlet.shepherd/version/download/068f3000006Cedq?asPdf=false&operationContext=CHATTER	
VT-100 Spec Sheet	https://avigilon-c.na58.content.force.com/sfc/servlet.shepherd/version/download/068f3000006AsfB?asPdf=false&operationContext=CHATTER	
VT-100 Brochure	https://avigilon-c.na58.content.force.com/sfc/servlet.shepherd/version/download/068f3000006Asf6?asPdf=false&operationContext=CHATTER	
VideoManager Spec Sheet	https://avigilon-c.na58.content.force.com/sfc/servlet.shepherd/version/download/068f3000006BJqe?asPdf=false&operationContext=CHATTER	
VideoManager Brochure	https://avigilon-c.na58.content.force.com/sfc/servlet.shepherd/version/download/068f3000006Asew?asPdf=false&operationContext=CHATTER	