



# Welcome to Axis!

The world leader in network video  
Chelmsford, Massachusetts, Americas HQ





# About Axis

Axis Communications was formally founded 1984 by Mikael Karlsson, Martin Gren and Keith Bloodworth. The year before, Martin Gren and Mikael Karlsson founded the company Gren & Karlsson Firmware. With Mikael's knowledge and understanding of International Business, Martin's technical expertise and Keith's skills in sales models they formed a complementary and dynamic combination. By the end of the 1980s Axis had established a position as one of the three world leaders in protocol converters/printer interfaces.

With the emergence of new technologies and the growing importance of network accessibility, Axis broadened its connectivity scope to include solutions for network printing and document management in wired and wireless environments. In response to the convergence towards IP-based systems, Axis also focused increasingly on applications for video surveillance, remote monitoring, and web broadcasting, and introduced the world's first network camera in 1996.

While Axis has come a long way since then, one thing hasn't changed – Axis' dedication to serving the market with a consistent succession of winning network video solutions that expand the users' potential. Today, Axis is the world leader in network video, focusing on a new wave of innovation, making advances in light sensitivity, dynamics, color reproduction and resolution in its network cameras. Beyond that, Axis is also successfully moving into new markets that Axis is calling the Internet of Things, such as access control, network horn speakers and IP video door stations. Driven by the vision to come up with new, innovative, smart solutions that meet user needs, Axis will expand its portfolio to keep achieving that.



## Contact us

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# Features

Our Axis Experience Center (AEC) is designed to provide an exclusive experience with a hands-on, customized demonstration of Axis' complete range of products and solutions. Each visit is unique and will deliver the best possible Axis Experience for you, we want you to feel comfortable and at home. The AEC offers a variety of space for visitors to both learn about Axis Communications' products & technology, as well as relax and network with others (while enjoying a great cup of coffee)

You will not only learn the value Axis products offer, but also gain a better understanding of what it means to do business with Axis' exclusive partner network. We want to show you the way to a smarter, safer world!

Showcased at our AEC are surveillance technologies such as motion sensor and access control systems, as well as analytic innovations like people counting and occupancy tracking, designed to assist with business intelligence and marketing effectiveness. Our AEC also includes a Command Center with a Total Solutions Wall that includes our selection of audio, video, and our own VMS. Visit us to test AXIS Lightfinder, Thermal Imaging, and Wide Dynamic Range (WDR) technologies.

For our partners, we offer an exclusive opportunity to utilize our AEC for your own purpose, allowing you to host company meetings, trainings or conferences within our space.

# Directions to Axis

## **From Boston/Logan Airport (BOS) – approx. 31 miles from the airport to office**

Take I-93 North. Follow I-93N approx. 10 miles and merge onto I-95 South/RT-128 Yankee Division Hwy S via Exit 37B toward Waltham. From there take US-RT 3 North toward Middlesex Tpk/Burlington/Nashua, via Exit 32A (Lowell/Nashua). Continue US-RT 3 North (approx. 9 miles) to RT-129W (Exit 29) toward Billerica/Chelmsford.

Keep right to take the I-129W ramp towards Chelmsford. Turn slight right onto RT-129/Billerica Rd.

Continue for 1 mile and take a right onto Apollo Drive, continuing straight to end of the road – 300 Apollo Dr.

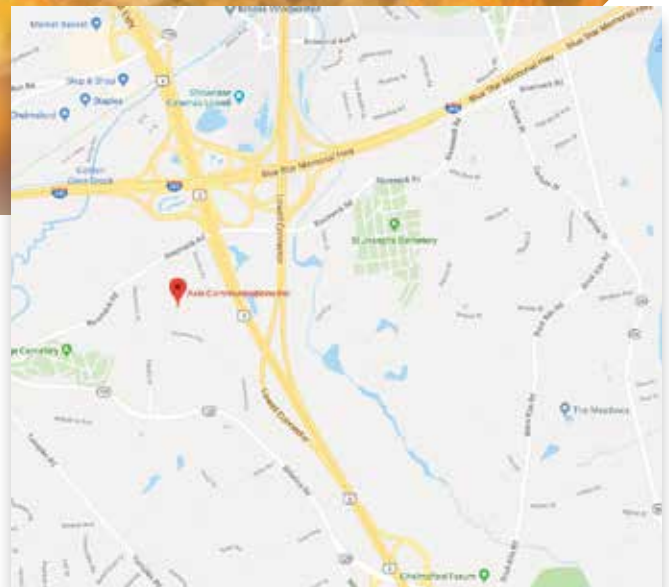
## **From Manchester-Boston Regional Airport (MHT) – approx. 33 miles from the airport to office**

Start out going North on Airport Rd toward Cell Phone Lot road. Turn slight right to stay on Airport Rd. Follow Airport Rd heading west toward Airport exit. Enter the roundabout and take the 2nd exit, Commerce Ave. At next roundabout, take 2nd exit onto Raymond Wiczorek Dr.

Follow for approximately 1.2 miles and enter the Everett Turnpike south ramp toward Nashua/Boston.

Continue for 1.5 miles and merge onto Everett Turnpike. Continue for 9.8 miles. Everett Turnpike becomes US-RT 3 South. Stay on US-RT 3 South for 18 miles. Take Exit 29 toward RT-129/Chelmsford.

Keep left and take the ramp toward RT-129W/Chelmsford. Merge onto Billerica Rd. Take the 2nd right onto Apollo Dr. continuing straight to 300 Apollo Dr.



# Meeting rooms

As an Axis Partner, you are invited to make use of our office facilities, consisting of five state-of-the-art high-tech meeting rooms, reception area to greet guests and a separate kitchen with tables, tea and coffee making facilities. Please contact your Regional Sales Manager or Inside Sales Representative to book!

Choose the size of space required:

- > NETEYE Conference Room – suitable for 12-16 people
- > IDEON Command Center – suitable for 8 people with live demonstrations to showcase software solutions
- > ONVIF Solutions Lab – suitable for 8 people with live demonstrations to showcase software solutions
- > Mikael Karlsson Auditorium – suitable for 47 people; stadium seating with front screen and side TV monitor. This is a great room for a lunch and learn or company training.



# Things to do in and around Boston

## Shopping

### Newbury Street

High-end shopping located in the Back Bay of Boston

### Copley Place

100 Huntington Avenue, Boston

T: 617-262-6600

Boston's most distinctive shopping destination with 75 fabulous stores and restaurants. Parking is easily accessible from any direction.

### Burlington Mall

75 Middlesex Turnpike, Burlington

T: 781-272-8668

An upscale, indoor shopping center featuring stores like Lord & Taylor, Nordstrom, Macy's, the Apple Store, Michael Kors, Kate Spade, etc. It also features a large food court with many grab and go options as well as restaurants such as The Cheesecake Factory, Johnny Rockets, Legal Sea Foods or Uno's Chicago Grill.

## Entertainment/Sports

### Fenway Park

4 Yawkey Way, Boston

T: 877-733-7699

Since 1912, Fenway Park has been the home for the Boston Red Sox. Because of its age and constrained location in Boston's dense Fenway-Kenmore neighborhood, the park has been renovated or expanded many times, resulting in quirky features including the famous "Triangle", "Pesky Pole", and the Green Monster in left field.

### TD Garden

100 Legends Way, Boston

T: 617-624-1050

New England's largest sports and entertainment arena, TD Garden is the home of the NHL's Boston Bruins and NBA's Boston Celtics franchises and hosts over 3.5 million people a year at its world-renowned concerts, sporting events, family shows, wrestling and ice shows.

## Explore Boston

### Faneuil Hall

4 S. Market Street, Boston

T: 617-523-1300

Located in the heart of downtown Boston, Faneuil Hall Marketplace is adjacent to historic Faneuil Hall and is bordered by the financial district, the waterfront, the North End, Government Center and Haymarket. It is a well-traveled part of Boston's "Freedom Trail". The Marketplace is a 5-minute walk to the New England Aquarium, The Children's Museum, The Old State House, and Paul Revere's House. Other nearby attractions include the New State House, The Museum of Fine Arts, Boston Public Garden, Old North Church, The USS Constitution and Fenway Park, among others.

### New England Aquarium

1 Central Wharf, Boston

T: 617-973-5200

In addition to the main aquarium building, attractions at the New England Aquarium include the Simons IMAX Theatre and the New England Aquarium Whale Watch, which operates from April through November.

### Boston Harborwalk

A public walkway along the edge of piers, wharves, beaches, and the shoreline around Boston Harbor.

### Freedom Trail

139 Tremont Street, Boston

T: 617-242-5642

The Freedom Trail is a 2.5-mile-long path through downtown Boston, Massachusetts, that passes by 16 locations significant to the history of the United States. The trail is marked largely with brick and winds between Boston Common to the Bunker Hill Monument in Charlestown.

### Patriots Place

2 Patriot Place, Foxborough

T: 508-203-2100

Home to the New England Patriots and features 1.3 million square feet of shopping, dining and entertainment options. 17 casual to high-end restaurants and other nightlife venues as well as a 14-screen Showcase Cinema De Lux.

# Hotels

## Best Western Plus Chelmsford Inn

A: 187 Chelmsford Street, Chelmsford, MA  
T: 978-256-7511

W: [www.bestwestern.com/en\\_US.html](http://www.bestwestern.com/en_US.html)  
(enter destination: Chelmsford, MA)

Complimentary full hot breakfast buffet  
*Free shuttle service to the Chelmsford office*  
Ask for the Axis Communications rate upon making reservations.

Rate: \$94.00 - Plus 11.7% room tax

## Courtyard Boston Billerica/Bedford

A: 270 Concord Rd., Billerica, MA  
T: 978-670-7500

W: [Courtyard Billerica \(www.marriott.com/hotels/travel/bosbb-courtyard-boston-billerica-bedford/\)](http://www.marriott.com/hotels/travel/bosbb-courtyard-boston-billerica-bedford/)

*9 minutes from the office*

Ask for the Axis Communications rate with code: **XCM** (\$159.00)

## Courtyard Boston Lowell/Chelmsford

A: 30 Industrial Ave. E, Lowell MA  
T: 978-458-7575

W: [Courtyard Lowell \(www.marriott.com/hotels/travel/bosll-courtyard-boston-lowell-chelmsford/\)](http://www.marriott.com/hotels/travel/bosll-courtyard-boston-lowell-chelmsford/)

*7 minutes from the office*

Ask for the Axis Communications rate with code: **XCM** (\$165.00)

## Hampton Inn & Suites

A: 9 Nixon Road, Westford, MA  
T: 978-392-1555 (press 2 for reservations)

W: <http://westfordchelmsfordsuites.hamptoninn.com>

Complimentary hot breakfast  
*10 minutes from the office*

Ask for the Axis Communications rate with code: **0560014810**

Rates: King/Double Queen (\$139)  
King Studio (\$143)  
King Suite (\$149)

## Holiday Inn Express

A: 8 Independence Drive, Chelmsford, MA  
T: 978-710-3151

W: [www.hiexpress.com](http://www.hiexpress.com)  
(enter destination: Chelmsford, MA)

Complimentary full hot breakfast buffet  
*Free shuttle service to the Chelmsford office*  
Ask for the Axis Communications rate upon making reservations.

Rate: \$149.00 - Plus 11.7% room tax

## Radisson Hotel & Suites

A: 10 Independence Drive, Chelmsford, MA  
T: 978-256-0800

W: [www.radisson.com/Chelmsford/MA](http://www.radisson.com/Chelmsford/MA)

Complimentary full hot breakfast  
*Free shuttle service to the Chelmsford office*  
Ask for the Axis Communications rate upon making reservations.

Rates: \$119.00 - Mini Suite - Plus 11.7% room tax

\$129.00 Studio Kitchenette Suite - Plus 11.7% room tax

## Residence Inn - Marriott

A: 7 Lan Drive, Westford, MA  
T: 978-392-1407 (book reservation)

W: [www.marriott.com/hotels/travel/bosrw-residence-inn-boston-westford/](http://www.marriott.com/hotels/travel/bosrw-residence-inn-boston-westford/)

Complimentary breakfast buffet  
*11 minutes from the office*

Ask for the Axis Communications rate with codes:

**XICK** - Standard Queen Suite (\$131.00)

**XICM** - King Suite (\$134.00)

**XICL** - One Bedroom Suite (\$134.00)

# About Axis Communications

Axis enables a smarter and safer world by creating network solutions that provide insights for improving security and new ways of doing business. As the industry leader in network video, Axis offers products and services for video surveillance and analytics, access control, and audio systems. Axis has more than 3,000 dedicated employees in over 50 countries and collaborates with partners worldwide to deliver customer solutions. Axis was founded in 1984 and has its headquarters in Lund, Sweden.

For more information about Axis, please visit our website [www.axis.com](http://www.axis.com).