### Secure. Improve Protect.

Actionable insights from video.

Enter >





WHY AXIS

# The potential of network vide

#### for critical infrastructure and industrial sites

Water treatment facilities. Pharmaceutical manufacturers. Solar farms. Lumberyards. Food processors and agriculture. Chemical plants. Oil and gas refineries. Dams and hydroelectric power plants. Manufacturers of all kinds.

Industrial sites take many forms and fulfill many different functions – some of them critical to the well-being of society. But industrial sites that are part of critical infrastructure share a key priority with those that aren't: protecting their production. And when it comes to minimizing disruptions, network video solutions go far beyond what analog cameras or physical protection can offer.

#### **Beyond security**

Physically securing sites and high-value assets from intrusion, theft, and sabotage is only the first step in protecting production. Ultimately, ensuring continued operations depends on an intelligent, proactive approach in three key areas:

Intrusion protection Secure the site. Rapidly detect, verify, and evaluate threats so alarms can be handled effectively and efficiently. **Operational efficiency** Improve productivity. Understand precisely what is happening in production to optimize processes and reduce downtime. Health, safety, and environment Protect people and keep sites up and running. Monitor and support policy adherence and regulatory compliance.

The coming pages will detail the benefits of network video and audio solutions for security, productivity, and safety purposes in critical infrastructure and industrial contexts. Read on to discover how these solutions are currently being used and explore exciting future possibilities.

### **Understanding network solutions**

In plain language, the network solutions described in this brochure are a type of surveillance system made up of IP-based components such as cameras, speakers, and other devices. These devices connect to a standard network, so it's quick and easy to scale the system up or down. Network solutions allow users to manage extensive areas and multiple sites remotely from a centralized control room.

#### How network solutions raise the bar

Because IP devices are connected in a network, they can communicate with each other. That means they can share data and that rules can be set so that certain events trigger reactions. For example, once a camera with license plate recognition analytics identifies a pre-approved vehicle, a signal can be sent to trigger the access control system to open the gate.

In other words, a network camera is more than a tool to see. The best cameras are more accurately described as sensors. When paired with analytics, network cameras can efficiently collect and analyze vast amounts of data. The result? Faster, smarter responses to real-time events, plus insights that can help shape practices and optimize processes for the long term.

#### Looking back - and ahead

The world's first network camera changed the landscape of video forever in 1996. As society grew more connected, the world began to explore what could be done with the information gathered by networked devices, including cameras. Today, the value of that data for informing intelligent, resource-smart action is well known. At the same time, the diversity, power, accuracy, and innovation of analytics that make sense of data outstrip any other point in history.

A rich, always-current source of information. Sophisticated ways to derive meaning from it. And a flexible, scalable platform. Now more than ever, a network solution helps futureproof sites.

WHAT'S IN IT?

WHY AXIS

# What's in a network solution?

Solutions consist of IP-based cameras, thermal technology, radar, access control, and audio equipment connected in a network. The best of them are built on open standards, so they're easy to integrate with the systems already in place. Adding intelligent analytics enables even greater awareness and new possibilities for automation in a variety of security, operational, and health and safety applications.

Read more >

SECURE SITES

WHY AXIS

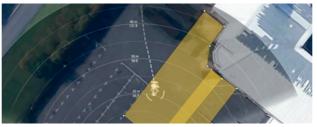
WHAT'S IN IT?





#### Visual cameras

There are visual cameras to suit a wide range of use cases and mounting needs, including pan, tilt, zoom (PTZ), fixed box and dome, and modular cameras. Sophisticated algorithms and technologies can ensure forensic image quality even in challenging conditions.



#### Thermal technology and radar

Thermal cameras and radar accurately detect people, objects, and incidents in challenging conditions that include complete darkness, strong sunlight, fog, smoke, or dust. And when it comes to operational efficiency, predictive maintenance, and safety, thermometric cameras help assess variations in equipment temperature that can indicate risk of engine shutdown, equipment deterioration, or fire.



#### **Explosion-protected cameras**

Available in visual, thermal, or thermographic models, these cameras are primarily used for productivity or safety applications in hazardous areas. Their heavy-duty enclosures prevent sparks from igniting vapors, gases, dust, or fibers in the environment, while sophisticated technologies and analytics allow them to perform all the tasks of other network cameras.



#### Intelligent analytics

The functionality of network cameras extends far beyond visual awareness. Analytics can turn cameras into sensors able to detect specific objects, complete quality assurance tasks, inspect processes, and much more. Thanks to intelligent features and direct notifications, analytics-equipped cameras make it possible to automate responses and alert personnel, on-site or off, to take further action.



#### Audio

Audio equipment, such as horn speakers with built-in two-way communication, can be integrated with video so that relevant messages are triggered by specific events. For example, warn off intruders, or deliver automated instructions to staff during an unexpected production stop. The same system can be used to manage live messages including paging, urgent updates (for example, severe weather), and other public address needs.



#### Network access control

Access control solutions help ensure people and vehicles only gain entrance where they are authorized to be, from the front gates down to a particular server cabinet. These solutions can be integrated with other systems and network devices. For example, to ensure a specific door is not accessible during a certain stage of production, or unless personal protective equipment is worn.

## Secure sites

In order to keep valuable assets safe and help ensure continued productivity, all industrial sites must be well protected against intrusion, theft, and sabotage. But when production involves socially critical deliverables or potentially dangerous materials, security incidents do more than put heavy investments at risk. They can also pose safety hazards for employees and the world beyond the fence. At these sites in particular, the reliability and robustness of a security solution is of utmost importance.

#### The advantage of network solutions

Guarding vast areas from intrusion using physical barriers, analog cameras, and on-the-spot manpower alone is challenging and costly. Technologies such as radio-frequency intruder detection, electric fences, long-range sensors, and microwave or infrared barriers can help, but they come with a hefty price tag. Network video and audio present a cost-effective alternative to both more traditional approaches and other high-tech solutions.

#### With network surveillance, users can:

- Maintain powerful situational awareness, even across large sites with extensive perimeters and challenging conditions
- Verify the validity of a threat, assess its nature – and then act swiftly and appropriately
- Save money on false alarms and physical patrols, thanks to intelligent onboard analytics
- Control access to a site or multiple sites, as well as restricted areas within them
- Leverage high-quality video footage for trainings and forensic purposes

with autotracking analytics zooms in, capturing

identifying information and enabling a remote

operator to track the intruder while they

make an informed and speedy decision

about what - if any - additional

interventions are needed.

#### WHY AXIS

### Security solutions in action

Effective intrusion protection takes a layered approach, enabling businesses to monitor the perimeter for potential intruders, track people and vehicles inside the site, and safequard key assets. At each and every layer, network solutions support early threat detection, accurate verification, and swift, proportional deterrence measures - without wasting resources on false alarms.

#### Layer 1: Perimeter protection Layer 2: Area protection Imagine this scenario: If the intruder isn't turned away at the perimeter: bad actors: Under cover of night, a thermal camera at the fence Tracking continues even in complete darkness, using radar line detects a suspected intruder. to provide information about speed, distance, and angle of movement while an appropriate response is mounted. Analytics in the camera verify and classify the alarm, on unwanted activity. and a signal is sent via the network. Network solutions also enable rapid, informed responses to other threats inside the perimeter, such as theft and That signal alerts a remote operator and triggers sabotage. Identify suspicious objects across wide areas a prerecorded announcement from a network horn using multidirectional cameras with 360° coverage, or speaker to warn off the intruder. observe and track objects of interest using PTZ cameras Simultaneously, a pan, tilt, and zoom (PTZ) camera with IR.

Live or prerecorded audio warnings help deter suspects, and when an in-person security presence is required, body worn cameras provide forensic-quality documentation.

#### Layer 3: Access control

A smart approach to security doesn't just address

It also makes it easy for authorized people and vehicles to get where they need to be, so security staff can focus

Network access control links cameras, analytics, credential readers, intercoms, door controllers, and access management systems to support automated entry options for pre-authorized vehicles and credentialed individuals.

Access control can be added wherever it's needed to secure high-value or potentially hazardous areas, from a specific building all the way down to particular server cabinet.

Read more >

NETWORK SOLUTIONS

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### The role of cybersecurity

Network solutions – done right – offer superior protection for a site's physical assets and continued production. Cybersecurity is a critical piece of what it means to do it right.

IMPROVE PRODUCTIVITY

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#### Understanding vulnerabilities

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The safety of data captured over the network is essential. Equally important is compliance with ever-changing data protection legislation around the world. On its own, cuttingedge technology is not enough.

Effective protection takes products and technology into account, but it also considers people and ongoing processes. Although devices must be well-protected when they're delivered, they must remain well-protected over their lifetime.

#### Managing risk

**PROTECT PEOPLE** 

Because of the essential role of cybersecurity, IP camera suppliers that design chips in-house — sealing back-door entry points to the camera – are at an advantage. The best network devices also include a variety of built-in cybersecurity features. Meanwhile, trustworthy suppliers continually identify and address vulnerabilities to help users harden devices with additional layers of cybersecurity. They also support customers with training and tools that promote best practices within the organization.

A successful cybersecurity approach is long-term, collaborative, and constantly evolving to minimize the risk of digital attacks.

AXIS

LOOKING FORWARD

TRODUCTION

CASES

USE

Detect and turn back trespassers earlier with a protective buffer zone beyond the traditional perimeter. **Radar** with **analytics** detect and classify potential intruders, while **analytics** on complementary **PTZ cameras** track their movement. Meanwhile, alarms and warning messages from **horn speakers** can act as deterrents.

#### Perimeter protection (fence line)

Deter intrusion, theft, and sabotage with a combined fenceline solution. **Thermal cameras** with **analytics** detect and classify potential intruders, while **analytics** on complementary **PTZ cameras** track their movement. Meanwhile, alarms and warning messages from **horn speakers** can act as deterrents.

#### **Drone detection**

Stay aware of unwelcome aerial activities using thirdparty hardware and software for detection and PTZ cameras to track the drone and provide visual data. This data enables identification and classification of the drone and its probable intent, so a remote operator can make a rapid, informed decision about next steps. Use case examples

#### Area protection

Keep vast open areas inside the perimeter free from unwanted activity by detecting people and vehicles with **radar**. Add **visual cameras** with **analytics** for tracking, and leverage **horn speakers** for deterrence messaging.

#### Document incidents on patrol

Deter bad behavior, protect property, and document incidents by equipping security guards with **body worn cameras**. The camera captures audio and video from the wearer's point of view, and recordings can be used for forensic purposes or internal trainings.

#### Access control

Control site access and maintain a visual record of people entering the site using a **network intercom** with a **built-in credential reader and camera**. Personnel and credentialed visitors can identify themselves to gain access to the site, and unknown visitors can use the intercom to call security personnel and request access.

#### Vehicle access control

Manage and automate vehicle access. **Cameras** equipped with license plate recognition analytics support approved vehicle access, help monitor time spent on site, and maintain a record of visitors.

Read more >

# Improve productivity

While the benefits of network surveillance tools to protect sites against intrusion, theft, and sabotage are generally well understood, their use in optimizing production is an exciting, rapidly expanding field. By integrating IP cameras, thermal technology, access control, and intelligent analytics with other systems already in place, production-focused sites get a fuller picture of their operations. They also get the tools to interpret that information and derive actionable insights.

#### The advantage of network solutions

Industrial sites – critical or otherwise – are often large, intricate webs of people, assets, and many simultaneous processes and procedures. Onsite inspections and industrial control systems like SCADA help monitor processes, but they only tell part of the story. By integrating network cameras, sites can add a layer of visual support to their industrial control system and, ultimately, transparency and control to process monitoring. This unlocks the ability to make critical decisions that improve operational efficiency while simultaneously limiting downtime and the need for costly site visits.

#### With network cameras, users can:

- Improve situational awareness with always-current operational data
- Detect anomalies in processes and products
- Catch and assess potential problems early and act swiftly to get processes up and running again
- Uphold strict **personal privacy** requirements

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SECURE SITES

### Productivity solutions in action

Scalable, flexible network video provides a powerful platform for improving operations. When network solutions are built on open standards, that flexibility is unmatched. Openness enables easy integration with other devices and systems that sites depend on, and it unlocks the widest possible range of intelligent analytics.

### How network cameras help keep operations running smoothly

#### Enable more efficient processes

A clear view of processes and products is the first piece of the productivity puzzle. Network video provides that view, even in hazardous, hard-to-access, or unmanned areas.

Using cameras for visual inspection helps sites identify opportunities to improve production. For example, by uncovering unnecessary movements on a manual assembly line or revealing bottlenecks in internal logistics.

And since network cameras don't share human limitations in keeping up with the pace or scope of production, they're also powerful tools for detecting anomalies. With the right analytics, spotting certain irregularities — such as a screw tightened one time too many or a missing ampule of insulin in a box being packaged for shipment — is almost instantaneous.

#### Minimize costly downtime

Every moment that production is paused affects profitability. For safety and maintenance reasons, some shutdowns are inevitable. However, network cameras reduce unnecessary downtime by enabling operators to visually verify alarms from industrial control systems.

Thermal technology with analytics also reduces downtime by supporting data collection and predictive maintenance. For example, monitor trends or sudden changes in operating temperature to optimize servicing schedules, avoid engine overheating, or identify gas or oil leaks. These abilities are especially useful for equipment that is difficult or dangerous to access – network cameras enable remote data collection, often while equipment is in operation.

WHY AXIS

#### What innovation looks like: Customers taking the lead

Network cameras offer different levels of functionality, but there's no pre-determined entry point. Rather than having to purchase all their functionality up front, sites can choose how proactive they want to be when it comes to improving production...and evolve when it suits them. This is the heart of what it means to be futureproof.

Challenge: Misaligned components on a conveyor belt can cause a jam that must be cleared

#### Level 1 solution:

#### Establish and maintain situational awareness

Example: Position a camera above an assembly line conveyor belt to continuously observe components being carried into the next stage of production. When an operator identifies a misaligned component, the object can be repositioned before causing a jam.

#### Level 2 solution:

#### Integrate cameras with other sensors in the industrial control system

Example: When the industrial control system reports a jam in the equipment, an operator is automatically notified and provided with a camera feed. Then, the operator can better assess the problem and determine next steps. Because alerts from the industrial control system notify the operator when to check the feed from an integrated camera, one operator can monitor multiple processes – maximizing human resources.

#### Level 3 solution:

#### Make the most of analytics

Example: Use a camera coupled with analytics to spot components whose position on the belt poses a risk of jamming the equipment. Components can then be removed or repositioned – manually or automatically – before an incident. Here, analytics turn the camera into an intelligent sensor, supporting the prevention and minimization of downtime.

Note: Effective solutions focus on processes and systems. The best network solutions also include sophisticated masking analytics to protect the privacy of individual employees.

WORKS

HOW IT

#### Read more >

#### Overheating equipment

Prevent overheating and reduce the risk of fire by monitoring temperature changes in piping and equipment with **thermometric cameras** that send alerts when temperatures go outside a preset range. Monitoring temperature changes also enables predictive maintenance, which reduces unnecessary downtime.



#### Anomaly detection

Detect anomalies in processes or products using a **visual camera** with intelligent **analytics**, then automatically alert an operator.

#### Visual inspection

Identify opportunities to optimize processes or production with **visual cameras** to inspect and analyze what can be done more efficiently or safely, with or without intelligent analytics. Integrate **privacy analytics** to blur faces or entire bodies, protecting employees' personal integrity.

#### Early fire prevention

Support fire prevention with early recognition of smoke. A **fixed camera** with smart **analytics** "sees" smoke and enables a situational overview that allows for prompt, appropriate action.

#### Keep restricted areas clear

Avoid production stops by creating a buffer zone around restricted production areas. When a **visual camera** with **analytics** detects a person approaching the zone where an automatic shutdown will be triggered, issue live or pre-recorded warnings via **horn speakers** to turn them back.

#### Visual verification

Minimize process or plant shutdowns, or unnecessary service personnel deployment, by enabling operators to verify incident alerts from the industrial control system with visual cameras so they can make well-informed decisions.

Use case examples

#### Leak detection

Support efficient production and lean operations by identifying leaks from pipes, tanks, and equipment early with **thermal technology**. If staff in the area needs to be alerted, a warning can be sent via **horn speakers**. In noisy environments, **strobe sirens** provide a combined audio and visual warning.

#### Maintenance verification

Verify work is done when and how it should be by issuing **body worn cameras** to maintenance crews. Later, those recordings can be used for cost- and time-efficient internal trainings that reflect the wearer's point of view.

### Protecting people and the environment

Every company has an obligation to protect the health and safety of its workers, the public, and the surrounding environment. Because specific hazards at production-focused sites can include heavy machinery, large vehicles, high voltages, extreme temperatures, industrial robots, or dangerous materials, a proactive approach saves lives. Not only do network camera solutions support a proactive approach, but they also provide far greater visual coverage than in-person visits, thus supporting better compliance with regulations.

#### The advantage of network solutions

Network video solutions present a more thorough and costeffective alternative to in-person spot-checks. Once organizations have an improved awareness of site-wide health and safety compliance, they can build safer workplaces using a combination of IP devices including access control systems, network audio, and intelligent analytics.

#### With network solutions, users can:

- Ensure regulatory compliance and evaluate health and safety procedures
- Understand and mitigate risk
- Handle **urgent situations** safely and efficiently
- Uphold strict personal privacy requirements

### Health and safety solutions in action

First and foremost, a proactive stance towards health and safety protects human lives. It also helps maximize business continuity – the same noncompliance that puts health and safety at risk also costs businesses time and money when workers are injured or fines issued. Network solutions support effective safety interventions – not just in real time, but in the future as well, protecting people and raising the bar for long-term site health and profitability.

#### **Real-time responses**

Sometimes, the unexpected happens – no matter how proactive you are. In those cases, a quick, well-informed response can save lives. Network cameras coupled with analytics provide the awareness needed to react quickly, whether that means identifying smoke, fire, and leaks in their earliest stages or supporting an emergency management system by tracking evacuation efforts throughout a site. In those scenarios and more, network audio products enable sites to clearly communicate critical information and instructions right where they're needed.

#### Near-future risk management

Network cameras paired with the right analytics can detect potential hazards and enable timely interventions. For example, when a person is detected in a potentially dangerous restricted area, a signal can be sent through the network to trigger both an audio warning and an automatic equipment shutdown. Network audio can also mitigate risk and prevent injuries by supporting compliance with health and safety policies, such as enabling correctional messaging when cameras coupled with analytics identify missing personal protective equipment (PPE) or determine that an object is blocking an emergency exit.

#### Long-term safety improvements

By supporting both situational awareness and trend monitoring, network solutions enable sites to better understand risk and build a workplace that's inherently safer – for people and for the surrounding environment. Reviewing recorded material and logged alerts makes it possible to identify processes or places on site with low regulatory compliance, or to pinpoint areas where near misses happen frequently. These insights enable strategic action that can yield measurable improvements in health and safety.

HOW IT WORKS

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WHY AXIS

What innovation looks like: Upholding employee privacy

Because lasting safety solutions focus on processes and systems – not individual employees – quality network solutions support advanced applications to protect employee privacy and personal data.

#### Understanding masking

Privacy applications support live masking at full frame rate. Masking is triggered by motion (as compared against a fixed background) or enabled by Al in cameras with a deep-learning processing unit (DLPU). Masking allows you to see movements and activities while ensuring compliance with laws or regulations such as GDPR, or rules put forward by trade unions.

#### Solutions that work for sites

The best solutions are efficient, easy to implement and configure, and operate on the edge, before data ever leaves the camera. They're also flexible, so sites can easily define areas with no masking – for example, to clearly view moving objects on a conveyer belt but mask the people standing along that belt.

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HOW IT WORKS



#### **PPE** detection

Establish and maintain a culture of safety with **visual cameras** and smart **analytics** that confirm the presence (or absence) of required personal protective equipment. Integrating PPE detection with network **horn speakers** allows workplaces to issue correctional messaging – and linking it to an **access control system** can prevent site access without proper PPE.



#### Man down

Pro-

Mitigate risk in lone-worker scenarios and respond swiftly to incidents in any high-risk areas, using a **visual camera** with intelligent **analytics** to help monitor the working environment for slips, falls, or collapses.

#### Keep restricted areas clear

Help prevent incidents and accidents in restricted areas and confined spaces. A **visual camera** with **analytics** can trigger automatic equipment shutdowns and warn operators when it detects a person within a predetermined risk zone. Warning messages and alarms can be issued via **horn speakers.** 

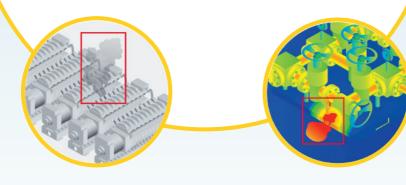
#### Early fire prevention

Support fire prevention with early recognition of smoke and fire, using **analytics** in a **visual camera**. Immediate situational overview allows for prompt appropriate action.

### Use case examples

#### Blocked exit notification

Ensure evacuation paths stay clear using a **visual camera** with intelligent **analytics** to detect objects blocking emergency exits or other evacuation areas. Send pre-recorded or live correctional messages via **horn speakers**.



#### Leak detection

Support staff safety and environmental compliance by monitoring pipes, tanks, and equipment for potentially dangerous leaks with **thermal technology.** If staff in the area needs to be alerted, a warning can be sent via **horn speakers.**  SECURE SITES

# Looking forward

The possibility space for network cameras equipped with intelligent analytics is rapidly expanding. When we look to the future, one of the most exciting areas of growth is our access to data and the ways we leverage it for meaningful improvements in security, productivity, and safety.

Currently, cameras generate an overwhelming amount of data that goes mostly unused. The increased processing power of the best network cameras, however, enables analytics to be put to work extracting, classifying, and cataloging the metadata in a scene. As computer vision and deep learning technologies continue to evolve, analytics will get even better at those tasks. That improved metadata, in turn, will result in more accurate detection, more reliable verifications, and an enhanced ability to track patterns – even make predictions about what will happen next.

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The future of analytics

## NTRODUCTION

A key focus for Axis has been – and remains – developing the best quality cameras and other IP-based devices. In recent years, however, we've also launched a range of analytics that allow customers to make optimal use of their investment in our platform. We aren't doing that alone. From the very beginning, partnership has been a core value at Axis – it's helped make us the most integrated camera brand on the market. While Axis itself is constantly developing new analytics, our global network of software development partners is the true multiplier of analytics innovation.

#### Scaling innovation

We know the value of collaboration for solving complex challenges. It's why we build all our products on open standards, supporting integration with the widest possible range of applications on the market. That openness even facilitates the development of customized software solutions for unique use cases.

The potential for computer vision applications based on the Axis platform is almost endless. We're excited to see what the imagination of our customers and our partner community will create.

#### New data streams

Video is only the beginning. Data comes in many forms, and acoustic analytics are also evolving. Already, audio-in technologies support automated distinctions between, for example, a window breaking and a drinking glass shattering. As acoustic analytics applications improve at analyzing characteristics such as sound frequency, intensity, duration, and location, they will play their own role in protecting business continuity. Scheduling predictive maintenance. Supporting realtime responses to safety incidents. Detecting anomalies. Or detecting and classifying security incidents – the potential applications of this technology for industrial sites are as many and varied as sites themselves.

Regardless of input type, the aim of big data, machine learning, and artificial intelligence remains the same: to combine the power of computers with the unique decision-making abilities of humans in a kind of augmented intelligence. As technologies continue to mature, many different kinds of data will combine to yield even more usable intelligence and powerful new insights. CON STREET

### The Axis advantage

All organizations within critical infrastructure and industrial applications have a vested interest in securing their sites, optimizing their production, and protecting employee health and safety and the environment. Regardless of their unique goals and specific challenges, easy access to actionable insights is perhaps the most powerful tool available to protect assets, improve efficiency, and ensure business continuity.

Axis is innovating for smarter, safer, more productive sites. Our scalable Internet of Things (IoT) solutions yield immediate benefits by facilitating real-time responses. Even more importantly, an Axis solution paves the way for ongoing optimization for years to come.

On the next pages, you can read about the eight key reasons why Axis is the ideal solution provider for your organization.

Read more >

### 8 key reasons to choose Axis



#### 1. Our visionary approach

We invented the first network camera in 1996, demonstrating IoT capabilities two decades before IoT became a thing. There was no market for image processing chipsets then, so we designed our own, ARTPEC® – tailor-made for video security purposes. We went on to develop the largest product portfolio in the market, and to be the first to introduce third-party applications in our network cameras. Along the way, we've developed unique technologies like Axis Lightfinder for true-color video in low light and Axis Zipstream to reduce bandwidth and storage consumption. We're always looking ahead...and looking to improve.



#### 2. Openness

The philosophy of openness sits at the heart of Axis. By building our technology on open standards, we ensure flexibility and scalability as well as the possibility to integrate our products with your existing systems. A network video solution based on open standards offers you more freedom – because your needs and priorities can change, we never lock you into a proprietary system or force you to purchase all your functionality up front. Our goal is to provide solutions that fit your needs and ensure they can evolve along with you.



#### 3. Innovative technology

Smart solutions demand innovative technology. At Axis, we take pride both in driving innovation, and in incorporating the best of third-party technology to enhance customer benefits. The powerful processing capabilities of our in-house chipsets support AI and sophisticated analytics on the edge. That, plus our commitment to open standards, gives our customers maximum flexibility to integrate cutting-edge thirdparty systems and applications. And with technologies like wide dynamic range (WDR), electronic image stabilization (EIS), and our own Axis Lightfinder, you can count on our cameras to produce top-quality video in challenging industrial environments.



#### 4. Cybersecurity

With network solutions, it's crucial that captured data is safe and treated in accordance with data protection legislation. Axis expertly assesses risk and builds processes for data protection into every level of our offering, from design to day-to-day operations support. Cybersecurity best practices are also at the forefront of our software development. We design our ARTPEC® chips in-house, sealing back door entry points, and we equip all devices with built-in cybersecurity features. Cybersecurity advisories and updates come to you directly from us, and the AXIS Device Manager tool makes managing all major installation, security, and maintenance tasks straightforward and cost-efficient. SECURE SITES

#### 5. Sustainability

At Axis, we consider social responsibility an essential part of being a sustainable company. That's reflected in our Silver Sustainability rating from Ecovadis, acknowledging our focus on the environment, human and labor rights, ethics, and sustainable procurement. Our social contract extends to include our suppliers, whom we also hold to the highest standards. And our products help our customers meet their own sustainability goals. Edgebased processing and Axis Zipstream technology decrease hardware, bandwidth, and storage needs. Cameras that perform well in low-light conditions demand less energy and limit light pollution. And with efforts to phase out hazardous substances, minimize waste in product design, and prioritize eco-friendly goods and transport, Axis constantly strives to minimize the environmental impact of its products - all while delivering exceptional guality.

#### 6. Quality in everything we do

Best practices in security, productivity, and safety require a long-term vision, so you want a solution that's built to last. Axis products are thoroughly tested and perform to outstanding durability, functionality, and safety standards in any environment. Axis hardware and software are trusted by companies from the freezing cold of Nuuk to the tropical heat of São Paulo. We understand that when there's a security incident, video quality needs to be good enough to stand up in court. That managers need images so sharp that they can double-check the number of pallets loaded into a truck or accurately identify objects floating on a reservoir during a storm. Whatever - and wherever - the challenge, Axis can help you meet it head on.

#### 7. Total cost of ownership

When it comes the cost of a network video solution, the price of the camera is just the tip of the iceberg. The total cost of ownership also includes design, deployment, operation, and maintenance costs. Those associated expenses make up most of the lifetime cost of owning the camera.

Axis designs high-quality cameras that last, even in harsh environments, and we offer extensive tools to simplify product selection and site design. As a result, you save time and money everywhere from planning and installation all the way through ongoing maintenance and repair. Axis technologies that lower bandwidth, storage, and energy consumption further cut operating costs. Most importantly, our cameras perform. We don't just mean that you're less likely to interrupt production for repairs or replacements. We also mean that our outstanding image quality, powerful processors, and open platform reliably deliver what we promise: the insights you need to secure sites, improve operations, and protect people. And that makes an Axis camera a revenuegenerating asset over the long term.

#### 8. Support all the way

You can always rely on Axis for the highest quality products, service, and support. We work with our global network to provide you with tools and resources every step of the way, starting with selecting hardware and designing your installation. We'll help you identify the analytics that will get the most out of your solution and connect you to our partner network for custom solutions. But our services don't stop after installation we keep you up and running with ongoing support and cybersecurity hardening. We also offer online support, product warranties, an advance replacement policy, and industry-recognized training. With Axis, you can rest assured that you'll receive assistance wherever you are, whenever you need it.

Whether you're looking to secure sites, improve productivity, or protect people, our innovative technology and extensive partner network can help you design the right solution.

Contact Axis today to start discussing your path to the actionable insights you need to reach your current goals... and set new ones.

WHY AXIS

INTRODUCTION

#### **About Axis Communications**

Axis enables a smarter and safer world by creating solutions for improving security and business performance. As a network technology company and industry leader, Axis offers solutions in video surveillance, access control, intercom, and audio systems. They are enhanced by intelligent analytics applications and supported by high-quality training.

Axis has around 4,000 dedicated employees in over 50 countries and collaborates with technology and system integration partners worldwide to deliver customer solutions. Axis was founded in 1984, and the headquarters are in Lund, Sweden.



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