



# Designing smarter systems.

Architecture & Engineering  
Program.



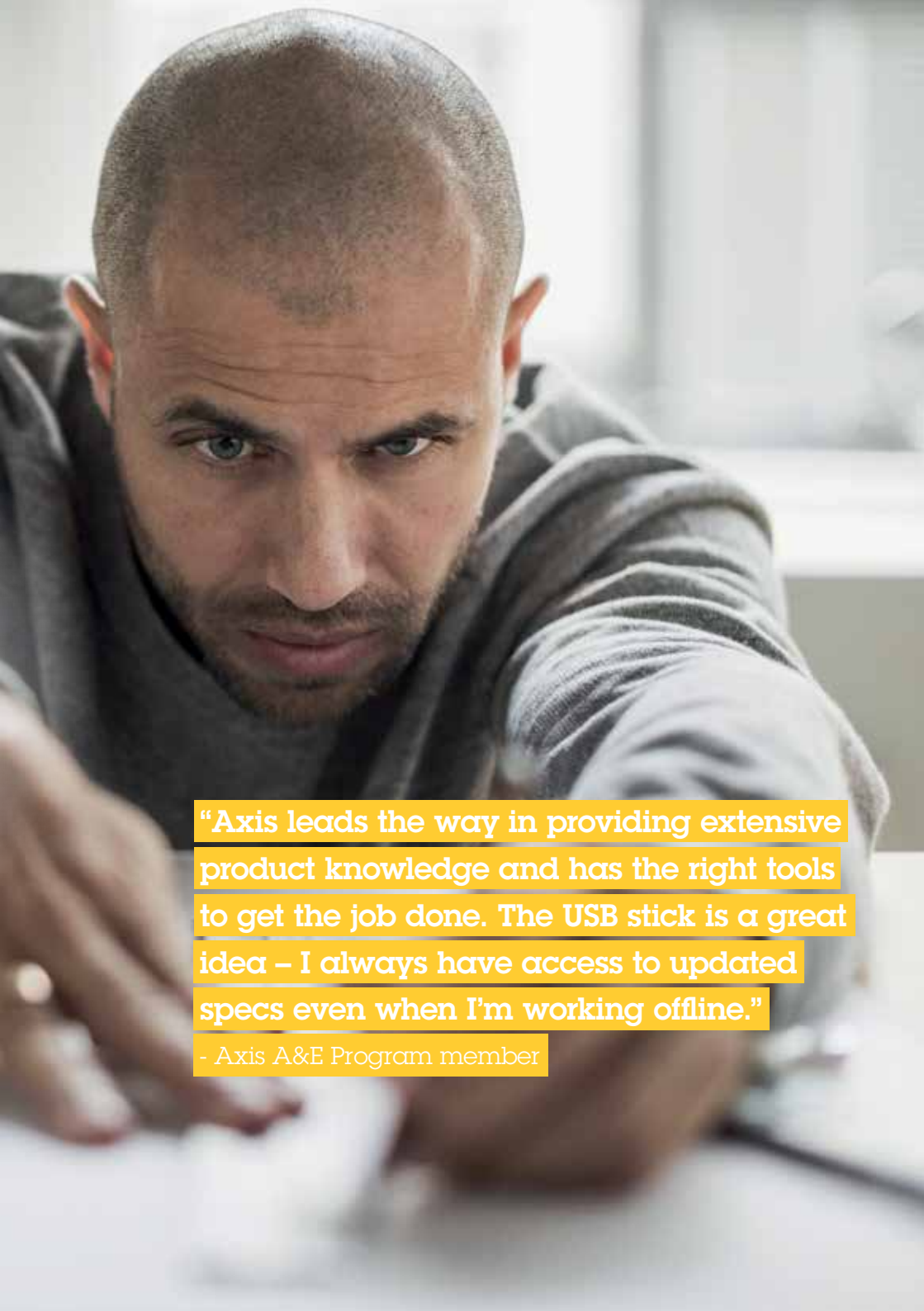


# Empowering you to succeed.

In today's performance-rewarding environment, it's easy to lose sight of the value of true partnership – of trust, commitment and of actively supporting others. At Axis, we believe that opportunities increase when you help others win. That's why we offer comprehensive system design support that enables consultants, engineers and network architects to design the most complete and reliable end customer solutions with ease.

As a partner-oriented company, we value the importance of A&E consultants – for Axis as well as our Partners. Introducing network designers to reliable, integrated product solutions through qualified professional channels is at the very heart of our A&E offer.

**Multiply your business potential!** Register now at [www.axis.com/partners/a-and-e-program/](http://www.axis.com/partners/a-and-e-program/)



**“Axis leads the way in providing extensive product knowledge and has the right tools to get the job done. The USB stick is a great idea – I always have access to updated specs even when I’m working offline.”**

**- Axis A&E Program member**



**Discover the  
Axis difference.**

### **Innovation leadership**

Combining the best of human capital with intelligent technology, we offer you the industry's most complete and reliable product portfolio. But more than that, we invest in software tools and apps that simplify product selection and integrate with CAD design software.

Using the latest delivery technologies, you have access to tools whether you are online or offline. Our system design material is seamlessly updated through digital media to ensure that you only specify customer solutions with the most current technology.

### **A true network of opportunities**

At Axis, we work together with industry-leading hardware and software manufacturers. This collaboration results in technology innovations and real life solutions that you can apply to your designs.

### **Empowering knowledge**

With a learning track dedicated to system design, our Axis Communications' Academy is a valuable resource to help you stay current on the latest network video and physical security technologies. And for reliable implementation, trust the validated expertise of an Axis Certified Professional in your project design specifications.

### **Competent and caring professionals**

Axis people are open-minded and dedicated to building close relationships. We work together to create unique opportunities for Partners, consultants and end customers. We combine your feedback with the expertise of over 100 of our Sales Engineers to convert technical product specifications into smarter customer solutions

### **Global excellence**

Since pioneering the first network camera in 1996, Axis has remained at the forefront of the video surveillance industry. When you work with us, you're connected to a global organization with a strong local presence.

# A&E program deliverables.

Joining the Axis A&E Program is easy and commitment-free.

As a member, you have full access to specifications, drawings, tools and more - just a click away!





### **Dedicated information**

- > Quarterly eNews
- > Exclusive online content
- > Early product introduction and discontinuation announcements
- > Technology white papers and trends articles



### **Networking opportunities**

- > Access to Axis Partner Network of hardware and software vendors, resellers and more
- > Local events and forums

### **Product loan opportunities**

### **System design support**

- > Axis A&E Media - synchronization service for system design documents
- > Qualified sales engineers
- > Material for RFQ and design projects, available on- and offline
  - Specifications in multiple languages and formats
  - Drawings and photos
  - Declarations and statements
- > Axis tools
  - Axis Camera Extension for the SketchUp® 3D CAD software
  - Axis Camera Families for Autodesk® Revit®
  - Axis Coverage Shapes for Microsoft® Visio®
  - AXIS Design Tool
  - Axis Product Selector – web and apps for iOS and Android
  - Axis Accessory Selector
  - Axis Lens Calculator
  - AXIS Site Designer



### **Axis Communications' Academy**

- > Classroom and online trainings
- > Axis Certification Program – the industry's only professional certification ensuring qualified system integrators
- > Dedicated learning track for System design



# About Axis Communications

Axis offers intelligent security solutions that enable a smarter, safer world. As the market leader in network video, Axis is driving the industry by continually launching innovative network products based on an open platform - delivering high value to customers through a global partner network. Axis has long-term relationships with partners and provides them with knowledge and ground-breaking network products in existing and new markets.

Axis has more than 2,700 dedicated employees in more than 50 countries around the world, supported by a global network of over 90,000 partners. Founded in 1984, Axis is a Sweden-based company listed on NASDAQ Stockholm under the ticker AXIS.

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

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