HIKVISION®

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See Far, Go Further

www.hikvision.com
T +86-571-8807-5998
overseasbusiness@hikvision.com

EMPOWERING SOLUTIONS THROUGH
GREAT PARTNERSHIPS
HIKVISION TECHNOLOGY PARTNER PROGRAM 2020

A DEDICATED INTEGRATION PROGRAM
FOR EACH APPLICATION

Hikvision features a range of technology integration programs, each catered to specific product areas, applications, and technologies. All of the programs fall under the Hikvision Technology Program with partner benefits, commercial and technical tools, and great opportunities to expand business through partnership with Hikvision.

HIKVISION HARDWARE DEVICE INTEGRATION

Hikvision devices make a wealth of information and high-quality video available for any third-party system, whether through ONVIF protocol, the Hikvision proprietary protocol 'ISAPI', or through SDK (software development kit) integration.

This program enables external systems – such as video management software or central monitoring stations – to interact deeply with Hikvision products and leverage the high-quality built-in features of the devices.

Typical Application Areas: All video surveillance systems
Typical Integrations: Video Management Systems, Central Monitoring Stations, Alarm and Intrusion, Cloud Systems (video surveillance as a service)
Technology Tools: Software development kit (SDK), Proprietary protocol (ISAPI), ONVIF protocol
Hikvision Products: IP, Thermal, and PanoVu cameras; NVRs, DVRs, Radar, Access Control, IP Intercom, DeepinView cameras, and

PLATFORM-TO-PLATFORM SOFTWARE INTEGRATION

Third-party software platforms and HikCentral Central Management System (CMS) are connected through the Open API. Via this stable and version-agnostic API, third-party systems can access and operate Hikvision resources, view live feed and play back video, use two-way audio, and synchronize data, as well as transfer events and alarms both ways. The Open API offers a variety of methods for data exchange, such as database (SQL server) or via simple formats like comma separated values (CSV), and is customizable to meet exact requirements.
The Open API is ideal for deep, broad, centralized and license-free integration with Hikvision devices via HikCentral.

Typical Application Areas: External access to video, audio and event/alarm resources, synchronization of data, events and alarms between systems
Typical Integrations: Video Management Systems, External Video Analytics & AI, Alarm Receiving Centers (ARC), Physical Security Information Systems (PSIM), Time & Attendance Systems, Incident Management Systems, Parking & Traffic Systems
Technology Tools: Proprietary protocol (Open API)
Hikvision Products: HikCentral CMS

HIK-GATEWAY FOR MOBILE AND BODY-WORN TECHNOLOGIES

Hik-Gateway – a uniform integration framework for Hikvision mobile products – provides partners with a comprehensive compatibility solution. Running as a Windows-based software, Hik-Gateway converts the proprietary Hikvision E-Home protocol to the RESTful HTTP protocol for easier integration and communication with Hikvision mobile products – such as body cameras, Mobile DVRs, and Mobile NVRs.

Typical Application Areas: Law enforcement, security guards
Typical Integrations: Video Management Systems, Control Center Management Systems
Technology Tools: Protocol (RESTful HTTP, ISAPI)
Hikvision Products: Body Worn and Portable Cameras, Mobile NVRs and DVRs
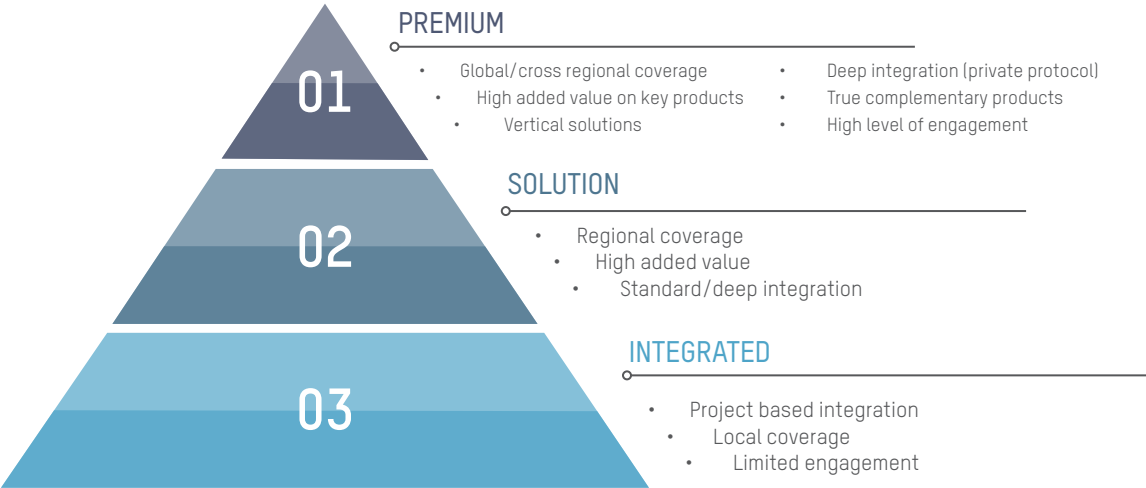
TECHNOLOGY PARTNER PROGRAM OVERVIEW

WHY JOIN THE PROGRAM?

By joining the technology partner program, you will enjoy access to a wealth of technical and commercial resources. We ensure that your solution gets the proper response through our communication channels.

- Synergy between Your Solutions and Hikvision's
- Global Reach and Support
- Faster Time to Market

THREE PARTNER LEVELS TAILORED TO MEET ANY NEED

The Hikvision Technology Partner Program features three levels. Choose the partnership level that best suits your scope and ambition as well as organizational capabilities. With Hikvision, you can opt for project integration only, or you can choose to invest more time and effort and explore the many opportunities afforded by the partner program.

PREMIUM
01
- Global/cross regional coverage
- High added value on key products
- Vertical solutions
- Deep integration (private protocol)
- True complementary products
- High level of engagement

SOLUTION
02
- Regional coverage
- High added value
- Standard/deep integration

INTEGRATED
03
- Project based integration
- Local coverage
- Limited engagement

TECHNOLOGY PARTNER LEVELS

Business Scope	Integrated Partner	Solution Partner	Premium Partner
Project based integration (single or few projects only)	•		
Standard integration (i.e. through ONVIF)	•		
Key product / Deep integration (through private protocol, where applicable)		•	•
Complementary product/technology offering		•	•
Partner coverage in one country	•		
Partner coverage cross country/region		•	
Partner coverage of global or multiple regions			•
Clear vertical positioning of solution		•	•
Partner Benefits			
Sales & Marketing			
Partner recommendation to local Hikvision teams		•	•
Marketing commitment (HQ bi-directional)		•	•
Online listing of solution		•	•
Online Promotion Package		•	•
Invitation to key Hikvision events		•	•
Invitation as key speaker at select Hikvision events			•
Regional information sharing meetings			•
Co-branded solution brochures			•
Dedicated Hikvision Alliance Manager			•
Project sharing opportunities		•	•
Lead forwarding		•	•
Technical			
Technical integration support	•	•	•
Technical integration support with priority			•
Access to integration resources via portal	•	•	•
Access to online request system	•	•	•
Requirements			
Non-disclosure agreement	•	•	•
Submission of solution on Hikvision portal		•	•
Free training of Hikvision sales/technical staff			•
Promote Hikvision products/solutions (whenever possible)			•
Promote Hikvision as technology partner on own website		•	•
Participate in key Hikvision events			•

HIKVISION OPTIMUS

Powerful Access Control & IoT Integration

EVENT-BASED INTEGRATION WITH ADDED SERVICES

Optimus is a system-level middleware ideal for the integration of HikCentral with external hardware systems, such as access control, building management, security and fire protection, and much more.
Optimus is designed to manage the mapping and integration of events and alarms as well as address data synchronization between HikCentral and external systems.
Optimus is based on a powerful user interface and is programming-language-agnostic. The architecture features a plugin model – connectors – enabling seamless version upgrading for both HikCentral and the integrated system without disrupting integration functionality.

Note: Connectors are the Optimus components built to implement object mapping, trigger-action configuration and data synchronization between two systems.

IP Camera

IP Intercom

NVRs

Access Control

HikCentral

Optimus

Building Mgmt

Access Control

HVAC

IoT

MAJORITY OF USE CASES IMPLEMENTED

- Refines and formats the mainstream system-level integration scenarios for the Internet of Things
- Reduces the integration development work required by over 60% with its powerful and flexible configuration interface

FLEXIBLE THIRD-PARTY DEVELOPMENT

Allows integrators and independent developers to create connectors based on the SDK/API interface of third-party systems and quickly integrate multiple systems via connectors (third-party integrations)

HIKVISION
EMBEDDED OPEN PLATFORM

The HEOP platform enables technology partners to implement their proprietary software in Hikvision cameras.

HIKVISION OFFERS TWO MODELS FOR DOWNLOADING AND RUNNING THIRD-PARTY TECHNOLOGIES ON HIKVISION CAMERAS:

▶ HEOP INTEGRATION
Mainly project-based, the HEOP integration scope facilitates embedding a third-party technology into the camera through dedicated firmware

▶ HEOP PROGRAM
This full-scale cooperation program includes development and integration of apps for select standard Hikvision IP cameras, a complete and distribution-friendly licensing model, as well as sales and marketing opportunities in the Hikvision network

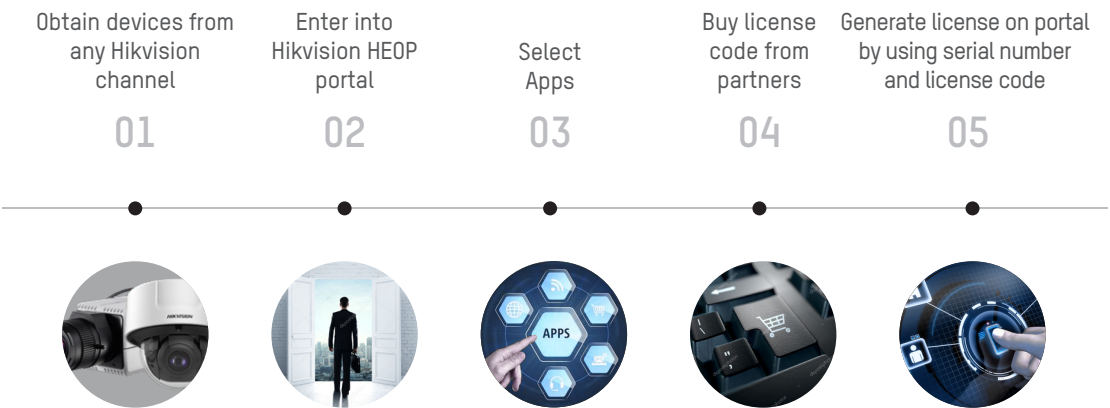## KEY BENEFITS OF THE HEOP PROGRAM

- Run proprietary software onboard the camera without disclosing IPR to any third parties
- Highly reliable development environment
- Instant access to a high number of already stocked and/or installed products around the world
- Global promotion possibilities through the Hikvision network
- Sales reporting with full license management

DISTRIBUTION-FRIENDLY MODEL

The HEOP program makes it is easy – both for technology partners as well as for the sales channel.
All that the technology partner has to do is to develop the app, submit it on the HEOP portal, generate and sell licenses (if applicable) to the distribution channel.

Obtain devices from any Hikvision channel	Enter into Hikvision HEOP portal	Select Apps	Buy license code from partners	Generate license on portal by using serial number and license code
01	02	03	04	05

Typical Application Areas: Wide range of verticals
Typical Integrations: Video Content Analysis, Cloud enablement, Video Enhancement, Video Management Systems, Business Intelligence Applications
Technology Tools: HEOP development framework
Hikvision Products: IP cameras (5-series), Thermal cameras

INSTANT ACCESS TO THE MARKET AND RESOURCES, RIGHT AT YOUR FINGERTIPS

A cornerstone of the entire Technology Program is the Hikvision Technology Partner Portal. This is your main gateway to explore opportunities, generate leads, and interact with Hikvision.
The Technology Partner Portal is expanding all the time, so make sure to check it regularly to discover new prospects and possibilities.

▶ **EVENTS AND CAMPAIGNS**
Find out how you can join Hikvision at our many events globally

▶ **SOLUTION MANAGER**
Submit your solutions online to appear on the Hikvision solution website. Capture the leads effectively from visitors, as they contact you directly

▶ **ONLINE REQUEST**
Have a technical integration question? Want to get a demo device for R&D? Apply online, and you will get an answer fast

▶ **VIRTUAL DEMO ROOM**
Need to test compatibility with a Hikvision device? Simply book time online, and we will reserve online access to that specific device for a dedicated time. This speeds up integration time considerably, and makes it easier for you to test an array of great products

▶ **HEOP MANAGER**
Submit and manage your HEOP apps online. Easily generate license keys and stay on top of sales with the current statistics

▶ **USER MANAGEMENT**
As a technology partner admin, you can invite and manage more users from your organization. This is particularly useful when member of various levels within your organization interface with Hikvision

Visit the portal here to sign up: partner.hikvision.com/tpp

Hikvision
Technology
Partner
Portal