



**HIKVISION®**

**INNOVATING, BUILDING, ACHIEVING TOGETHER**  
**HIKVISION TECHNOLOGY PARTNER PROGRAM 2022**

# Hikvision at a Glance

Hikvision is an IoT solution provider with video as its core competency. In addition to the video security industry, Hikvision’s knowledge and experience expands to meet customers’ needs in a variety of vertical markets.

Compound growth rate from 2010 to 2020

33.21%

International subsidiaries and branch offices

66

Total revenue in 2020

\$9.20B

Partners globally

100,000+

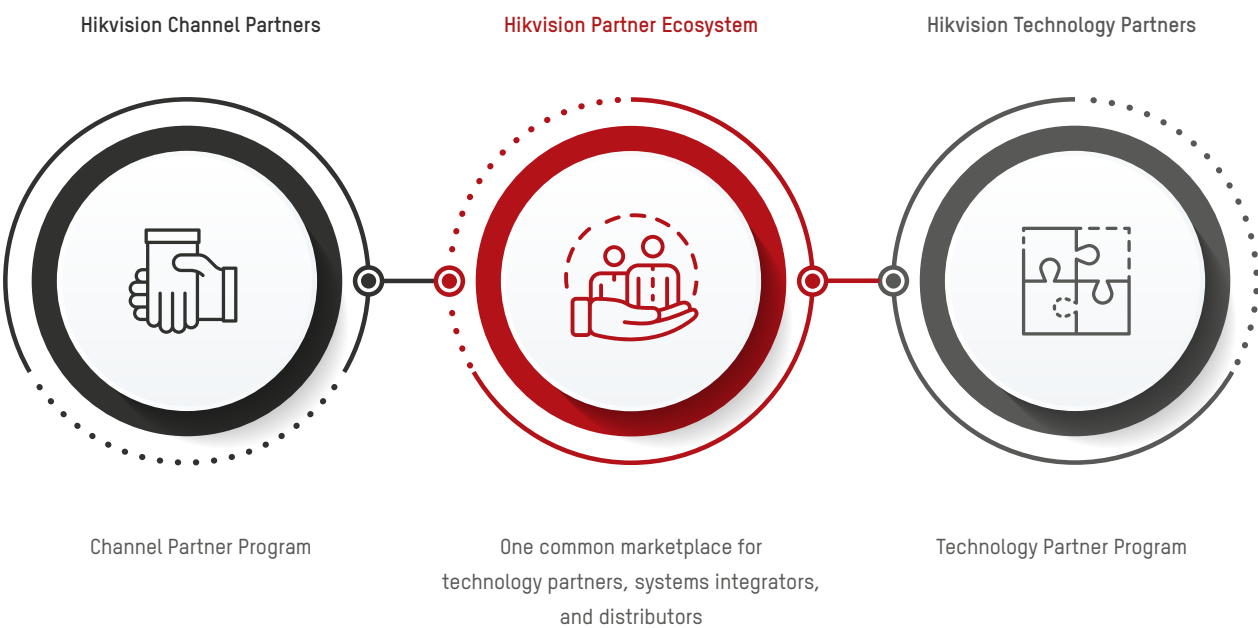


Our products are used in **150+** countries and regional areas

YEAR FOUNDED	YEARS OF STEADY GROWTH	EMPLOYEES WORLDWIDE	R&D ENGINEERS	ANNUAL REVENUE INVESTED IN R&D
2001	19+	42,000+	20,000+	Over 10%

# Hikvision Partner Ecosystem

Hikvision believes that close collaboration with our ecosystem of partners is needed to further accelerate innovation and development over the long term, and to create maximum value for our customers and their communities.



## Technology Partner Program (TPP)

The Technology Partner Program is one of the cornerstones of the Hikvision ecosystem. It serves as a platform for collaboration between Hikvision and our various technology partners, allowing us to combine our expertise, skills, technological understanding, and industry focus to deliver optimum solutions for our customers.

# Technology Partner Program

## Why Join Hikvision's TPP?

By joining the Hikvision Technology Partner Program, you will enjoy access to a wealth of technical and commercial resources, and we ensure that your solution gets amplified publicly through our communication channels.

Benefits include:



Synergy between your solutions and Hikvision's

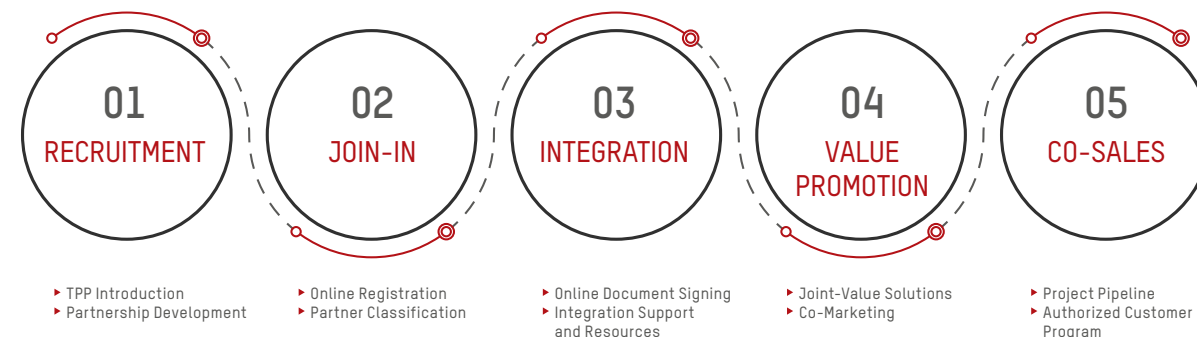


Global reach and support



Faster go-to-market process

## The Journey with TPP



## Three Partner Levels Tailored to Meet Your Needs

The Hikvision Technology Partner Program features three levels. Each level is crafted to suit your unique scope and ambition as well as organizational capability. With Hikvision, you can choose project integration only, or you can choose to invest more time and effort to explore the abundant opportunities within the partner program.

### ★★★ Premium Partner

Superior commitment toward co-selling collaboration; top-tier project customer benefits and related quality service

### ★★☆ Solution Partner

Dedicated partnerships for differentiation, joint-value creation, and co-marketing through Hikvision's globally-covered communication channels

### ★☆☆ Integration Partner

Generic partnership for obtaining all of Hikvision's open technology and supporting service





Program Benefits

Partnership offers a wealth of technical and commercial benefits as well some requirements unique to each level.

BUSINESS SCOPE

	INTEGRATION PARTNER	SOLUTION PARTNER	PREMIUM PARTNER
Project-based integration (limited projects only)	★		
Standard integration (i.e., through ONVIF)	★		
Key product / deep integration using Hikvision protocols		★★	★★★
Complementary product / technology offering		★★	★★★
Clear vertical positioning in non-security market		★★	★★★

REQUIREMENTS

Mutual License Agreement (MLA) required	★	★★	★★★
Development resource dedication	★	★★	★★★
Update integration results through TPP website	★	★★	★★★
Project incentive program agreement required		★★	★★★
Submission of joint-value solution		★★	★★★
Promote Hikvision products/solutions		★★	★★★
Promote Hikvision as technology partner on own website		★★	★★★
Participate in key Hikvision events			★★★
Co-selling agreement required			★★★

BENEFITS

	INTEGRATION PARTNER	SOLUTION PARTNER	PREMIUM PARTNER
Partner info display through TPP partner list	★	★★	★★★
Partner info display on Hikvision official website	★	★★	★★★
Official newsletter for partnership and integraiton	★	★★	★★★
Project sharing opportunities	★	★★	★★★
Online integration support	★	★★	★★★
Integration result sharing and verification service	★	★★	★★★
Integration Engineer training certification service	★	★★	★★★
Access to Hikvision integration documents	★	★★	★★★
Official certification		★★	★★★
Partnership recommendation to local Hikvision teams		★★	★★★
Joint value solution creation		★★	★★★
Co-branded brochure creation		★★	★★★
Solution viewing report		★★	★★★
Possibilities of highlighted listing in official website		★★	★★★
Global or regional PR promotion		★★	★★★
Online social media promotion		★★	★★★
Success story creation		★★	★★★
Possibilities of joining TPP official video and e-showroom		★★	★★★
Invitation to key Hikvision events		★★	★★★
Regional information sharing meetings (online & offline)		★★	★★★
Possibilities of joint-channel meeting		★★	★★★
Lead forwarding and manufacturing-level supporting		★★	★★★
Possibility of joining Hikvision project incentive program		★★	★★★
Testing sample support (under IOU)		★★	★★★
Top-level service for Hikvision project incentive program			★★★
Co-selling opportunity through Hikvision digital platform			★★★
Strategic product sampling for integration/promotion			★★★
Technical support with priority			★★★
Regular high-level meeting for strategic planning			★★★
Invitation as key speakers at dedicated Hikvision events			★★★



INTEGRATION PARTNER



SOLUTION PARTNER



PREMIUM PARTNER



# INTEGRATION CAPABILITIES



\*ISAPI: Intelligent Security API, one of Hikvision's proprietary protocols

\*HEOP: Hikvision Embedded Open Platform

\*OpenAPI: One of Hikvision's proprietary protocols

## Integration by Product



### Hikvision Hardware Integration

Hikvision devices make a wealth of information and high-quality video available for any third-party system. This program enables external systems to interact deeply with Hikvision products and leverage the high-quality built-in features of the devices.

**Typical Integrations:** Video Management Systems, Central Monitoring Stations, Alarm and Intrusion, Cloud Systems (Video Security as a Service), Access Control Systems, Time & Attendance Systems

**Technology Tools:** ISAPI, HEOP, ONVIF, SIP, etc.

**Hikvision Products:** IP, Thermal, and PanoVu cameras; NVRs, DVRs, Radar, Access Control, IP Intercom, DeepinView cameras

### Intelligent Security API

ISAPI is an application layer protocol based on HTTP (Hypertext Transfer Protocol) and adopts the REST (Representational State Transfer) architecture for communication between security devices – including CCTV, Access Control, ANPR, and others – and the platform or client software.

### Hikvision Product Coverage

Video-related products (i.e. IP Camera/IP Dome/Thermal/LPR camera, etc.), Recorder, Decoder, Alarm Panel (Hikvision), Access Control

### Advantage

- High Extensibility, high flexibility
- Lighter weight data interchange with JSON

### Hikvision Embedded Open Platform

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

### Key benefits of the HEOP program

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

Hikvision Software Integration

Third-party software platforms and HikCentral are connected through the OpenAPI. Using this stable and version-agnostic API, third-party systems can access and operate Hikvision resources, view live feeds and play back video, use two-way audio, and synchronize data, as well as transfer events and alarms both ways. The OpenAPI offers a variety of methods for data exchange, such as database (SQL server) or via simple formats like comma separated values (CSV), and it is customizable to meet exact requirements.

The OpenAPI is ideal for deep, broad, centralized and license-free integration with Hikvision devices via HikCentral.

**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:** OpenAPI

**Hikvision Products:** HikCentral

Hikvision Cloud Integration

Hikvision’s cloud-based platform – Hik-ProConnect – is an online device & service management platform for professional installers and security service providers. Hik-ProConnect Cloud Service provides OpenAPI integration for techonology partners as well. It allows partners to easily access services like operation and maintenance of Hikvision devices. More importantly, partners can create diverse, cloud-based, industry-tailored applications with open capabilities gained from Hik-ProConnect.

**Typical Integrations:** Cloud-based Attendance Applications, Alarm Receiving Centers (ARC), Video Security as a Service (VSaaS)

**Technology Tools:** OpenAPI

**Hikvision Products:** Hik-ProConnect

Integration by Application

The program continually launches more new integration themes for a variety of applications and scenarios to meet innumerable partner and industry needs.

VSaaS Integration

Video Security as a Service, or VSaaS, is the technology that hosts the hardware and software of video-based security systems in the cloud so that users can access their IP cameras remotely.

ARC Integration

Hikvision’s ARC integration solution offers a number of ways to upgrade an ARC, making it more efficient and cost-effective. It can help ARC managers provide enhanced services remotely, using innovative, scalable technology.



Parking Integration

As car ownership grows, so does the need for smart parking solutions. With a wealth of experience and plenty of new opportunities to offer, Hikvision’s Technology Partner Program is here to help.

Access Control Integration

When it comes to Access Control Integration, Hikvision’s truly hit the target with the MinMoe Face Recognition Terminals. Daily operations become easier than ever!



# TECHNOLOGY PARTNER PORTAL

A cornerstone of the entire Technology Partner 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.

## Technology Partner Portal – Your One-Stop Value Sharing Platform

### Cooperation Exploration

Program Introduction

Value Analysis

Cooperation Proposal

Online Legal Signing

### Integration Development

Documentation Acquisition

Resource Type	Name	Description	Issued On	License Required	Download
SDK	Hikvision SDK V1.8.15_Build20211013_Android_EN		2022/01/12		<a href="#">Download</a>
SDK	Hikvision SDK V1.8.15_Build20211013_IOS_EN		2022/01/12		<a href="#">Download</a>
API	Access Control Gateway		2021/05/19		<a href="#">Download</a>
SDK	Web development kit	The web 3.2 development kit is...	2020/12/04		<a href="#">Download</a>
SDK	Hikvision SDK V1.8.3_Build20200925_Vinix4		2020/11/09		<a href="#">Download</a>
SDK	Hikvision SDK V1.8.3_Build20200925_Vinix32		2020/11/09		<a href="#">Download</a>
SDK	Hikvision SDK V1.8.3_Build20200925_Linux32		2020/11/09		<a href="#">Download</a>
SDK	Hikvision SDK V1.8.3_Build20200925_Linux32		2020/11/09		<a href="#">Download</a>
API	Access Control SDK (On Card)		2020/11/03		<a href="#">Download</a>
API	Hik Video DeviceGateway		2020/10/23		<a href="#">Download</a>

Integration Guidance

### Joint-Value Promotion

Joint-value Solutions

Events & Tradeshows

How-to Training

Online Support

Co-marketing Promotions

Project Pipeline

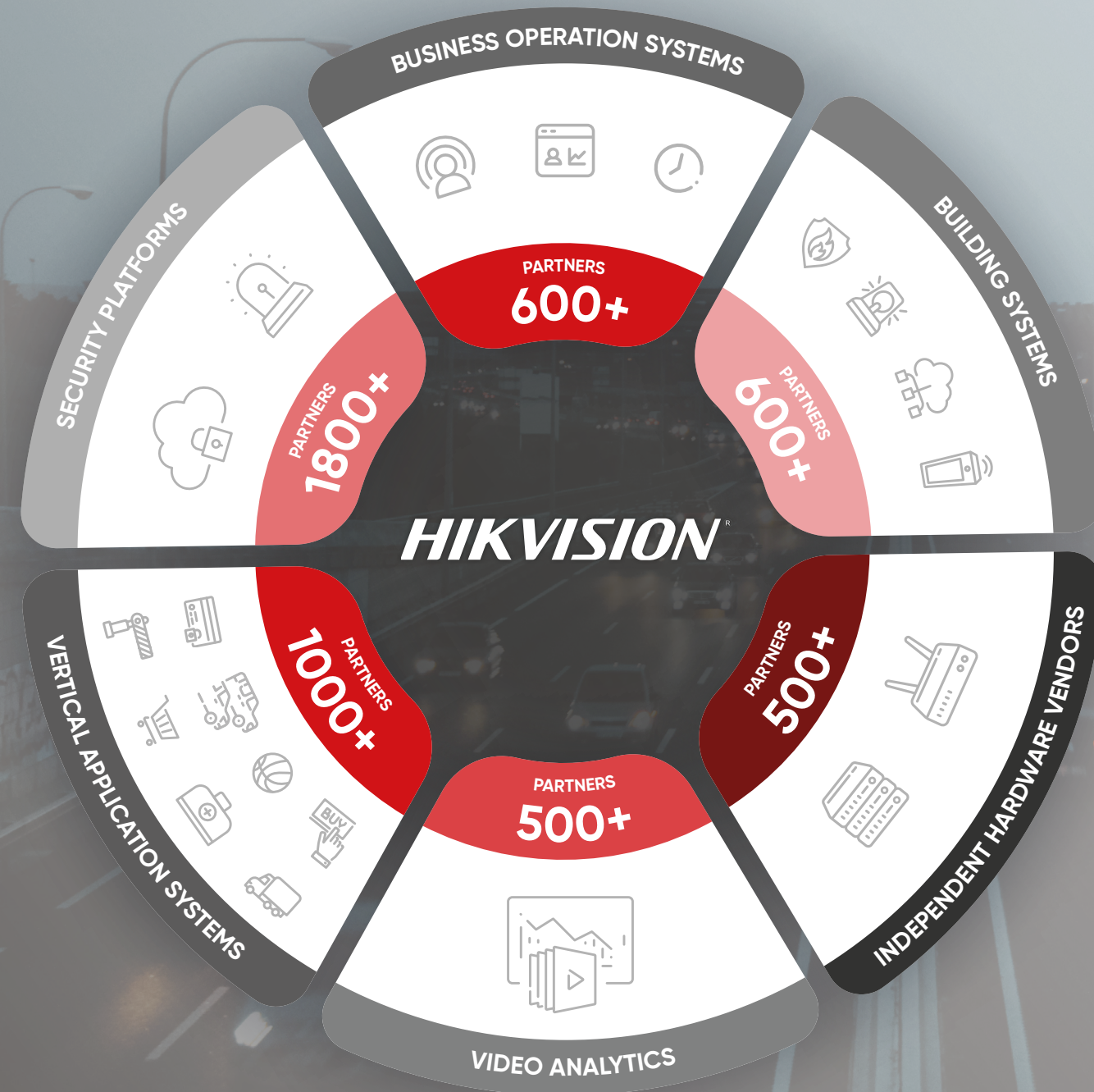
Register your project with Hikvision on Portal and receive additional project protection.



## ARCHIEVEMENTS TOGETHER, WE CAN GO FURTHER

Currently over  
**5,000** Technology Partners

**150** joint-value solutions  
covering more than  
**40** vertical markets and applications







See Far, Go Further

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For more information on Hikvision's subsidiary companies and branch offices,  
please visit [www.hikvision.com](http://www.hikvision.com).

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Hikvision Corporate Channel