

## Message from COO



**Mr. Dennis Li**  
Chief Operations Officer  
MultiVision Intelligent Surveillance

Welcome to the second issue of MultiVision Newsletter! MultiVision aims at providing "the digital video surveillance solution for a peace of mind" emphasized on research and development, forefront technology and effective marketing and sales of our solution. We are proud that MultiVision has achieved satisfactory

progress in implementing our business philosophy.

Since we started supplying the MultiVision digital surveillance systems in early 2000, we have established a good distribution network and we are continuously expanding our strategic partnerships. At the same time, we are enhancing our product offerings with more advanced technologies, improved product performances and better competitive pricing. We are also offering industry specific, digital video surveillance package solutions for the use in airports, transportations, building management, health care, retail and the banking sectors.

Until now, MultiVision has already established distributorships in Australia, China, Hong Kong, Indonesia, Israel, Macau, Malaysia, Middle East, Singapore, Taiwan, Thailand, USA and the UK. Within the coming months, we will appoint new distributors in Europe as well.

We have built several major partnerships, for instance, in mainland China, we have signed a multi-million dollar distribution contract with Xing Hua Shi. Our partner Toddlerwatch in the USA has cooperated with us in the health care industry. PCCW in Hong Kong has signed a distribution agreement to offer our surveillance solution as part of their broadband solution.

MultiVision has also participated in several major projects worldwide such as the NSW State Rail Authority project in which a system for 302 stations was installed in early 2002. Future Smart in the USA has signed an agreement for 1,000 units of our Smart Home system; an integrated intelligent building management solution. Similar solution called i-Home will be installed by Shanghai Real Estate in China to their household

clients with initial commitment of 1,000 units for the next 12 months. Cooperation with Public Security Bureau in China generates a sales volume of about 400 units of NetServer system in the first year.

Continuous development and upgrading of our products is the key to these achievements. In April 2002, we have launched two new products, the NetServer PRO and NetServer Smart. In addition, we have developed an ATM solution certified by NCR who will jointly promote this solution with MultiVision in China. We are also working on other business initiatives for application in various vertical sectors.

MultiVision has placed extensive effort in marketing and public relations to support the promotion of our products. A new corporate website, [www.multivision.com.hk](http://www.multivision.com.hk), providing comprehensive service for our customers and potential customers is launched and will be continuously updated. A new advertising program with an improved corporate image is set out. Apart from participation in major trade fairs such as IFSEC 2002 in Birmingham and Securitex 2002 in Hong Kong, we will be staging some other events such as the Banking show in Beijing and ASIS in the USA for more targeted promotions.

Our efforts in marketing has achieved excellent publicity and results; we are honoured to be interviewed by the Metro Finance Radio talk show, ATV 60 minutes program and the CNN eBizAsia program. These publicities have aroused extensive positive attention to MultiVision and generated new business leads for us.

We believe that consistent good quality of our products and services is the key to continuous success. We are pleased to announce that MultiVision has been awarded the ISO 9001 certificate in July 2002.

On top of these encouraging progresses, MultiVision will continue our effort in developing better quality and more reliable digital video surveillance solutions. To make our surveillance solutions available to more users, we will also have persistent effort in enhancing our distribution network and partnerships, so as to provide the world with **"the digital video surveillance solution for a peace of mind"**.

## ■ Case Study

### *Application of Digital Video Remote Surveillance in Health Care*



The idea of utilizing remote surveillance technology in health care has been discussed for quite a while. MultiVision, partnered with Toddlerwatch in the USA, have made this a reality by implementing the a digital video surveillance solution in some hospitals this year. Surveillance cameras were installed in the participated hospitals and child care facilities. Families of the patients, care-service providers and parents can have 24-hour access to video images streamed from the hospital through the Toddlerwatch secured web-site. The system can also be used for doctors to see the patients who prefer to stay at home. The surveillance

equipment and software is provided by MultiVision Intelligent Surveillance. This system eased the burden of the patients' families in traveling to and from the hospital, and also helped improving the working efficiency of care-service providers.

Thomas J. Lang, Chairman of Toddlerwatch, find that MultiVision's particular solution best met the growing applications that Toddlerwatch is developing, which comprise of remote video, audio, and data transmission as well as digital storage of these media. Toddlerwatch is also pleased with the quality and features of the MultiVision product line, and most confident that it meets their needs for further solution development.

In the USA alone, there are over 100,000 health care and day care facilities and there is huge potential in this market segment.

## ■ Product News



*Asian Securitex 2002 exhibition was staged from 11 - 14 June 2002 at the Hong Kong Convention and Exhibition Centre.*

### *New Products Demo Drew Enthusiastic Crowd*

MultiVision drew an enthusiastic crowd of visitors at the Securitex 2002 exhibition by demonstrating two new products, NetServer Pro and NetServer Smart. The exhibition was staged from 11 - 14 June 2002 at the Hong Kong Convention and Exhibition Centre.

Multivision had applied an innovative idea to demonstrate the new products by showing the World Cup 2002 soccer matches in live. The demonstration not only attracted keen response from visitors, but also effectively showed the high quality of video images that can be achieved by the MultiVision digital remote surveillance solution.



IFSEC 2002 exhibition in Birmingham, United Kingdom in May 2002

### MultiVision Products Entering Europe

MultiVision announced two new products, NetServer Pro - a digital surveillance system with more and enhanced features and NetServer Smart - a new digital video surveillance system designed specifically for motor vehicles, at the IFSEC 2002 exhibition in Birmingham, United Kingdom in May 2002. The IFSEC exhibition is widely recognized as the most international trade fair in the security industry and the 2002 event was attended by a significant number of security professionals from Europe. Taking a prominent booth location at the fair, the product demonstration of MultiVision has received good response from the visitors and placed a solid foundation for MultiVision to enter the European market.

## What's News!



### NCR Certification

Major banking equipment supplier, NCR (China) Limited announced that they have integrated the video surveillance solutions provided by MultiVision with NCR's ATMs and that MultiVision is qualified to install the certified video surveillance solution on NCR's ATMs in China.

### Distribution Contract Signed with Xing Hua Shi (兴华视)

MultiVision has signed a multi-million dollar distribution contract with Xing Hua Shi. This distribution contract will further expand MultiVision's market share in the booming mainland China Market. Xing Hua Shi is an established and renowned distribution company for electronic security systems in mainland China.



### MultiVision passed final assessment of ISO 9001

MultiVision believes that consistent good quality of products and services is the key to continuous success. MultiVision is pleased to announce that the company has been awarded the ISO 9001 certificate in July 2002.

### Online Newsletter Subscription

If your colleagues are interested in receiving a copy of this Newsletter, simply subscribe online at <http://www.multivision.com.hk/free-subscription.asp>



## ■ Special Features

### *CCTV Systems effectiveness is proved*

#### *A Successful Case in the NSW State Rail*



1. Filming... youths wait for a train to stop 2. Action... fight breaks out 3. Response... police directed to suspect 4. Arresting... youth cautioned

The Digital CCTV monitoring, transmission and recording systems of the NSW State Rail, Australia - maligned over delays in its installation and doubts over its effectiveness - has now been rated the world's best in a report by a security expert.

Security consultant Christopher Hall reviewed the system for State Rail and praised the system as being state-of-the-art and utilizing the latest technology. "I believe this is the largest system of its type in the world and is at least equivalent to and probably superior to any other transport network system of its type," said Hall.

NSW State Rail has approximately 5700 closed circuit security cameras installed at 302 railway stations across the network. The cameras are located at station entrance and exits, platforms, waiting areas, lifts, ramps, stairs, tunnels, booking offices and ticket vending machines. In 2001 the cameras detected 2700 incidents across the state including assaults, robberies and an attempted murder.

A State Rail spokesperson said 88 "rail time" incidents were acted upon between 1st November 2001, and 8th February 2002. "The best thing about it is that when one of our monitors detect an incident out cameras can pan in and identify the offenders and follow where they go," the spokesperson said.

"We have our detractors who say these cameras don't work but security incidents have decreased in 12 months by 32 per cent." Mr. Hall said the closed circuit system allowed the police and other agencies to work together in a coordinated approach. "The CCTV system functions well and is more than capable of carrying out its intended role as part of an integrated security approach," said the security expert.

Information Source: THE DAILY TELEGRAPH (Tuesday, 2nd April 2002)

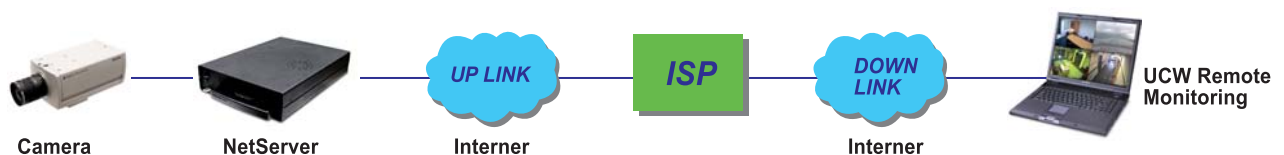
MultiVision Intelligent Surveillance is the technology enabler for this application and provides digital CCTV monitoring, transmission and recording systems to the NSW State Rail, Australia. MultiVision's Netserver 3000 and UCW-2000 were deployed in this project. To achieve system effectiveness, the choice of the equipment for the CCTV system is based on MultiVision's experience in satisfying the following four criteria:

1. Ease of operation/maintenance
2. Suitability for the environment
3. Compliance with the client's specification
4. Price / performance

## ■ Technology Corner

### *Transmission Technology Comparison*

One of the major benefits of a digital video surveillance solution is its ability to transmit the video images for remote monitoring. As illustrated in the diagram below, the uplink speed is the most important factor in determining the video image quality.



### *Communication Line Speed*

The following table compares the various communications media and highlights the image quality that can be achieved remotely.

	GSM/Satellite	HSCSD	GPRS	PSTN	ISDN	ADSL	LAN
Up Link (Kbps)	9.6	14.4	28.8	56	128	512	100,000
Down Link	9.6	56	56	56	128	2,000	100,000
Frame Rate/sec	0.1	0.2	0.5	1.5	5	25	5,000
Picture Quality	Frame by Frame	Frame by Frame	Frame by Frame	Jerking	Continuous	Excellent	Excellent
Remote Application	Not Suitable	Not Suitable	Not Suitable	Acceptable	Good	Excellent	Excellent