

Interview with the Deputy Chairman



Mr. Vincent Lin
Deputy Chairman
MultiVision Intelligent Surveillance

Mr. Vincent Lin, the Deputy Chairman of MultiVision Intelligent Surveillance (MultiVision), who is also the Managing Director and Executive Vice President of GoldSun Computer & Communication Co. Ltd., an associate company of Taiwan Secom Co., Ltd. (Taiwan Secom), shared with the editor of the MultiVision Newsletter his ideology behind the

investment of Taiwan Secom in MultiVision and his vision on surveillance technology business.

(E: Editor, V: Mr. Vincent Lin)

E: Mr. Lin, when did Taiwan Secom invest in MultiVision and why did Taiwan Secom chose MultiVision?

V: The investment was made through GoldSun Computer & Communication, a company in which Taiwan Secom Group holds a majority interest, and was confirmed in November 2001. MultiVision has several edges that appealed to Taiwan Secom. First of all, the products of MultiVision are very unique and they just match with the keen and growing demands for reliable and flexible remote surveillance systems in different sectors of the global market. Secondly, MultiVision has a very good operation and service team. They have extensive knowledge of the security industry and impressive project experiences. Above all, Multivision has an excellent management team that is very experienced, has international vision, and is fully capable of executing what they set up to achieve.

E: What is the uniqueness of MultiVision's Products?

V: When you get to know more about MultiVision's digital video surveillance products, you will realize that their design has integrated in-depth knowledge of security applications and specific customer needs of different sectors, such as aviation, railway and health-care, yet they are easy to use and provide much flexibility for expansion or technology upgrades. MultiVision digital video surveillance system allows easy migration from any existing analog system and expands simply by installing additional system units. The comprehensive considerations incorporated in their products probably is a result of MultiVision's extensive experience in security system integration business. Their major projects, like those in Hong Kong Chek Lap Kok International Airport, Tsing Ma Bridge Crossing, China Light and Power, etc. are

well known in the industry.

E: How does MultiVision fit into the profile of Taiwan Secom?

V: This is a good question because this is one important consideration for the cooperation. Taiwan Secom and MultiVision shared the same vision and similar company culture. Both companies focus in utilizing latest technology to provide reliable security services. MultiVision places much effort on research and development so as to achieve continuous technology advancement. This is in line with the direction of Taiwan Secom. Both Taiwan Secom and MultiVision take a customer oriented approach in our business.

Besides, Taiwan Secom aims at becoming a global leader with global partners, global staff and services and global customers. MultiVision is a market leader in the Asia Pacific Rim for DVR related products and system integration services. Their customers span the worldwide markets including USA, Australia, the PRC, Europe, Hong Kong and Taiwan, etc. and thus is a perfect match with Taiwan Secom. Taiwan Secom also has various ties in certain markets or sectors in Taiwan and the aviation industry. Cooperation of the two companies therefore can create much synergy in business through resource sharing and cross selling.

E: What are your expectations for MultiVision?

V: We aim at developing MultiVision to be the number one digital video surveillance brand in the world and to have good profitability.

E: Can you tell us more about Taiwan Secom?

V: Taiwan Secom was founded in 1978 and is now the company in Taiwan providing property and building security services. It captures about 60% of the Taiwan security market and has about 1,800 employees. Taiwan Secom and Goldsun Group, plus Taiwan Secom's joint-venture companies employ as many as 10,000 people, with annual revenue of US\$1.23 billion.

In 2001, Goldsun Computer & Communication Co. Ltd. invested in MultiVision Intelligent Surveillance and became a distributor of MultiVision DVR related products and services. Other Partners of GC&C include IBM, TCS (the largest software company in India) and Entrust (the market leader in global PKI market). In 2000, GC&C worked with IBM to develop application solutions based on IBM Websphere products including Aviation Service Management System "Diamond" and others.

■ Case Study



Each NetServer is connected via CLP's internal network to UCW in its regional headquarter

China Light and Power (CLP) provides electricity to over 2 million households and companies, serving about 80% of Hong Kong's population. There are 150 of its remote stations scattered over the areas of Kowloon peninsula, New Territories, and outlying islands. Most of these remote stations are unmanned and some of them are in places that are not readily accessible.

A NetServer is put in each remote station to control several cameras, microphones, and speaker boxes. Each NetServer is connected via CLP's internal network to UCW in its regional headquarter, and also to the main office. Control personnel in each region can actively monitor the sub-stations under its jurisdiction, or be informed of any anomaly in them through alarm alerts. The system also provides remote sensing and control functions. CLP personnel at a remote station can communicate with the main office through the cameras, microphones and speakers.

To manage these remote stations effectively and economically was a key issue to be addressed by the CLP management, for which Multivision has provided a solution.

■ Product News



NetServer DIY kit is an ideal digital video surveillance solution for the small to medium enterprises

The NetServer DIY is coming!!

To meet with popular demand for a DIY kit that can provide simple web access without the need of remote client software, and one integrated with the UCW monitoring environment, MultiVision has released the NetServer DIY kit.

Similar to the NetCorder DIY kit, it provides 4 video input and 4 alarm interfaces. Users can install this in any PC with a PCI slot and access the image anywhere with internet connection by just keying the IP address.

NetServer DIY kit is an ideal digital video surveillance solution for the small to medium enterprises. Its "do-it-yourself" format is a proven method of providing a cost effective solution to many different surveillance applications.

■ New Orders !!



Bangkok Mass Transit System has signed a contract with ThinkLab

Bangkok Mass Transit System has signed a contract with ThinkLab, our distributor in Thailand, for a system that includes 25 NetServers for connecting to cameras installed at 24 train stations. A number of UCW 500 client workstation software will be used for remote monitoring and UCW2000 for central monitoring. This order represents a major win for MultiVision in the South East Asia market and yet another example of MultiVision's proven strength in Mass Transit System solution.

Pictured in the signing ceremony, from left to right, are: Dennis Li (President and COO, MultiVision), Aloysius Loy (President, ThinkLab), Paul Anderson (COO, Bangkok Mass Transit System), and Dr. Chalsak Srisethanil, also of Bangkok Mass Transit System.

■ What's News

Beijing Shows

Recently, MultiVision took part in two major exhibitions in Beijing in its on-going effort to established itself in the all important China market.

In September, at the Beijing International Finance and Equipment Exhibition, MultiVision exhibited jointly with NCR and Nixdorf respectively, showcasing our ATM solution which has been endorsed by both major ATM manufacturers. The integrated application has the account and ATM information recorded with the video as text overlay. Many trade enquiries were generated after the show.

In October, we again exhibited our products with our China distributor, Xing Hua Shi, at the Beijing Security and Surveillance Equipment Exhibition. We managed to introduce a 'Mini Three Links', by bringing images from Beijing, Taiwan and Hong Kong onto the same screen. Our booth was a main crowd drawer with our comprehensive products on show. We showed the NetServer series - standard, PRO, Smart, and a sneak preview of NetServer Super - a system that does MPEG2 compression providing DVD quality video and MPEG4 transmission for remote management. Watch our web site and next issue for a full description of this ground-breaking product.



CNBC-e Interview

Dennis Li, our President and COO, appeared in CNBC-e recently. He talked about our vision, strategy, the market we are in, and our competitive edge. Various scenes of our office and our products were also featured.

Special Features



Have you visited our website lately? If not, go take a look at the demos. You will see that we have recently renovate our office and you will see an aquarium which was not there before. This is one of the new items we have added in our office. Besides its decorative value, who knows, it may actually improve the Fengshui of our office!

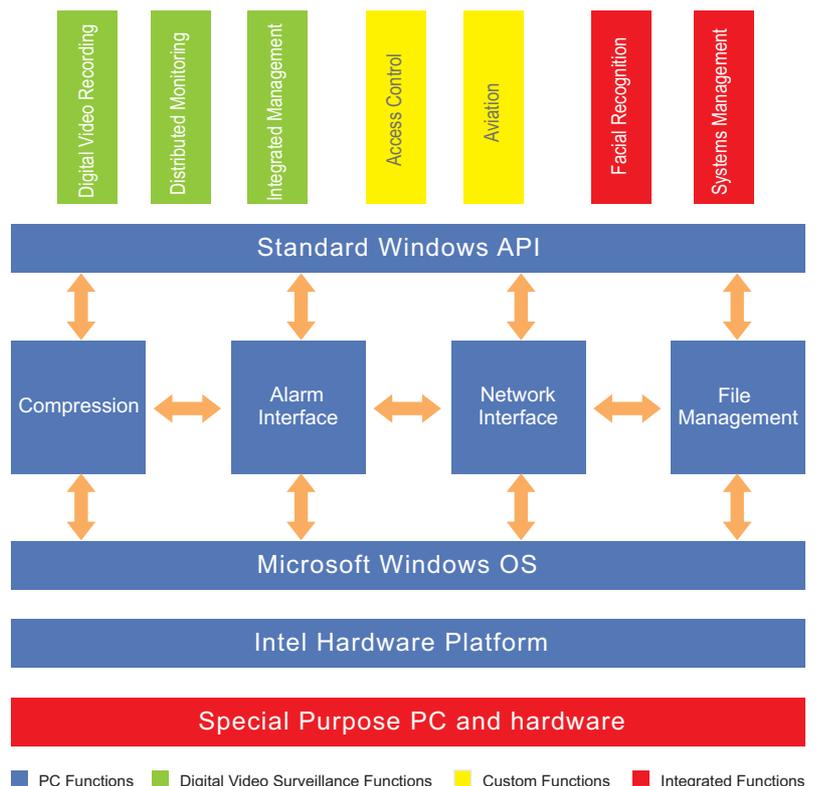
You can play with the PTZ function on the dual demo and see other sites around the world (Beijing, Singapore, Taipei and the USA) on the GUI demo.

Technology Corner

Open Digital Video Surveillance Platform

In order to cater for the diverse needs of the security requirement and be able to interface with the many existing security devices, the digital video surveillance solution must adopt open system architecture. With continuous technological advancement in the PC platform, a digital video surveillance solution based on the Intel CPU, Microsoft Windows operating system, and MPEG4 compression offers the best foundation.

As illustrated in the attached diagram, a PC with Windows OS and MPEG4 compression algorithm is used as the base component. The alarm signals are connected to the serial interface, and network interface is connected to the TCP/IP port with dial up connection to the modem port. Windows file management is used to store and index the recorded digital video files.



Applications in digital video recording, distributed monitoring, integrated management are developed as the basic functions of a digital video surveillance solution. Integration with access control devices or development of industry specific solution can be easily completed with the open surveillance platform to offer a total solution.

Digital video surveillance solution based on open system architecture is quick to deploy, low in implementation costs and can take advantage of new advancement in technology easily.