

SECURITY SYSTEMS NEWS

THE BUSINESS NEWSPAPER FOR THE SECURITY SYSTEM DEALER

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OzVision captures alarm pictures

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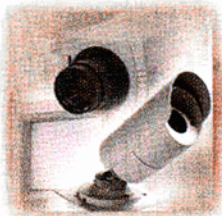
LYNN, Mass.—An Israeli company working on ways to bolster security at its country's border crossings, is bringing remote video monitoring to central alarm stations here in the United States.

OzVision, with a U.S. base in Lynn, Mass., announced partnerships with security software companies Ademco, SIMS (Security Information and Management Systems) and Bold Technologies in early August. The partnership with SIMS occurred earlier, and two central stations — one in Boston and the other in Oregon — have already rolled out the OzVision video through SIMS.

OzVision is promoting the offering as a way for central stations to collect recurring

revenue by charging a monthly fee for the video service.

"Today CCTV is a one-time sale," says Avi Lupo of OzVision. "Now we provide you with a tool that makes any central station open to recurring revenue for CCTV."



It's a technology that Ademco had been hoping to offer for some time, says Gordon Hope, director of marketing for the Syosset, N.Y.-based security company. Ademco will integrate the OzVision remote video technology with the AlarmNet software it provides to central stations. It will brand it under its own name and distribute it through ADI, based in Melville, N.Y.

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OzVision

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"Most central stations have been toying with video for years," says Hope. The best they have been able to achieve is a disjointed view - a separate screen with a picture of an event that triggered an alarm. With the OzVision technology, that view appears on the central station monitor's computer screen, fast and clear, he says.

Lupo predicts remote video will be standard central station offerings in the United States within the five years, and OzVision is poised to take the lion's share of the market, he says, because no other company has as "powerful" a tool.

Technology advancements in video chips have made it possible for high quality video to be transmitted over any phone line. What distinguishes OzVision's remote video from other offerings, he says, is the company's patented compression and streaming procedures and also the patented hardware that processes the live video stream.

There is also an e-mail component to the technology. An event triggered at a client location results in a pre- and post-alarm video file that is transferred to the central station from the OzVision unit over a telephone line or wireless service. The video file received at the central station equipped with the OzMail system is automatically e-mailed from the central station to the client.

The OzVision remote video is in use at several European sites, Lupo says. The company opened its U.S. division earlier this year. ♦