

# *Channel Partner Certification Program*

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## **Megapixel Crash Course**

### **Purpose:**

Arecont Vision's Megapixel Crash Course is designed to educate the market on the benefits of megapixel technology. In this two hour class, attendees learn the basics of selling and implementing and supporting megapixel technology. Key takeaways include: Understand pixel density, increase profitability & overcome objections.

### **Content:**

- 00:00 Megapixel camera marketplace
  - Market verticals that are deploying megapixel technology
- 00:15 Resolution benefit and use cases
- 00:30 Implementing megapixel technology
  - Reducing camera count to increase cost efficiency (with Use Cases)
  - Increasing pixel count for better image quality (with Use Cases)
  - Maximize ROI by reducing camera count and increasing pixel count (with Use Cases)
- 00:45 Key megapixel enabling technologies
  - Panoramic technology
  - Binning
  - IR illumination
- 01:00 H.264
  - What is it, how it works, why the security marketplace has adopted it
  - Differences between HD and megapixel
  - Calculating bandwidth & storage properly
- 01:15 Arecont Vision's product line
- 01:30 Hands on training of how each feature and setting affect megapixel image quality, file size, etc.
- 02:00 Adjourn

### **Course Material:**

- PowerPoint Presentation

### **Target Audience (alphabetical order):**

- A&Es and Consultants
- Project Managers
- Sales
- Sales Engineers
- Service Managers
- System Designers

- End Users

### **Logistics:**

- Locations:

- o At local distribution partners' offices, if classroom style room is available
- o At local hotels or other local venues with classroom style setting
- o At Arecont Vision's headquarters in Los Angeles, CA

### **Additional Resources:**

- Website & Upcoming classes: <http://www.arecontvision.com/certificationcourses.php>