



# MOBOTIX.com CAMPUS

**Range of Training Courses**

**Become an Expert in IP Video Systems in Four Days**

# More Knowledge. More Success. Guaranteed.

Do you want to put yourself in an ideal position with outstanding products, motivated employees and up-to-date expertise in the growing IP video security market and use new opportunities to earn revenue? Rely on the innovative technical concept that has made MOBOTIX the global market leader for high-resolution network-based video systems.

Specialist expertise is at the core of every successful technical and economical installation. This gives the seminar for consulting and planning customer projects particular significance for the employees responsible. You will receive the expertise necessary to quickly become a highly sought-after MOBOTIX IP video specialist thanks to the MOBOTIX Campus Seminar Program. We are offering you a total of three events that can also be completed consecutively.

## 1 SALES, PLANNING AND INSTALLATION WORKSHOP (ONE-DAY SEMINAR)

Make optimal use of the advantages of MOBOTIX and learn how to properly plan projects in relation to business aspects and technology.

## 2 STARTER SEMINAR (ONE DAY)

Installation and operation of commercial or private video solutions with up to 16 cameras.

## 3 BASIC SEMINAR (TWO DAYS)

Installation and operation of medium-sized and large video control centers with an unlimited number of cameras.

### PREMIUM SEMINAR PACKAGE WITH 25 PERCENT SAVINGS:

MOBOTIX offers all three seminars as a complete four-day premium seminar package. **The benefits:** Obtain full certification for participation in the MOBOTIX Partner Program, get one training day free, save time and make just one trip compared to booking individual seminars.

Please use the separate registration form to register. For information and upcoming dates, see [www.mobotix.com](http://www.mobotix.com) > **Partners** > **Seminars**.

The number of participants is limited in order to make the learning experiences more enjoyable. If the event you would like to attend is already booked out and you would like to be placed on the waiting list, contact us at [intl-campus@mobotix.com](mailto:intl-campus@mobotix.com) or by telephone at **+49 6302 9816-113**. We will be happy to answer all your questions.

**Your MOBOTIX Campus Team is looking forward to welcoming you!**

### Network Video

MOBOTIX has redefined video. Whether on the Internet, in traffic management, building surveillance or banking environments, MOBOTIX cameras are connected as easily as a network printer and you can view live and stored images immediately on any PC without installing any additional software.

# Sales, Planning and Installation Workshop

## 1 SALES, PLANNING AND INSTALLATION WORKSHOP

Make optimal use of the advantages of MOBOTIX and learn how to properly plan projects in relation to business aspects and technology.

### Duration:

One Day (8:30 a.m. – 5:15 p.m.)

### Description:

The event is also suitable for newcomers to the growing video security market. In addition to providing essential basic information, our instructors also impart practical expertise that you can directly apply to planning, on-site installation and mounting. We will also provide you with powerful arguments to successfully sell our IP-based video systems.

### Content:

- The MOBOTIX Concept: Decentralized, inexpensive, high-resolution recording
- Advantages of hemispheric technology
- Product overview, accessories and uses
- How the image angle and resolution influence the display
- Planning tools: Image angle slides, demo DVD, lens size calculator, storage requirement planner
- Project analysis: Analysis of the project using systematic survey
- Light and exposure: Natural light and exposure, the impact the amount of light has on the image
- Example project: Requirements of the customer, required components, positioning of the cameras
- Specification of costs example
- Certification and closing discussion

### Please note:

The registration deadline is seven days before the seminar begins. Please refer to the separate registration form for a list of available dates and seminar costs. Training documents, coffee breaks and lunch meals are included in the seminar costs.



# Starter Seminar

## 2 STARTER SEMINAR

Installation and operation of commercial or private video solutions with up to 16 cameras.

**Duration:**

One Day (9:00 a.m. – 4:30 p.m.)

**Description:**

Intensive course on quick installation of MOBOTIX cameras using the intuitively designed MxEasy software. This seminar communicates the complete knowledge necessary to set up private and commercial projects of up to 16 cameras in a time and cost saving manner without a profound knowledge of networks. From simple applications to expert settings – with plenty of practical examples (home and company surveillance).

**Content:**

- Overview of MOBOTIX cameras and MxEasy: Decentralized concept, application areas, hardware requirements, day-night models, lenses and angles
- Customer requirements in a project example
- System start and basic settings: Search for cameras on the network, network configuration, assigning names, time server, LED settings
- Image and exposure settings
- Live image and storage: Requirements, solution method, storage devices
- Configuring e-mail and voice messages, alarms, remote access
- Certification and closing discussion

**Please note:**

To attend the seminar, you or at least one member of your company must have attended the Sales, Planning and Installation Workshop. The registration deadline is seven days before the seminar begins. Please refer to the separate registration form for a list of available dates and seminar costs. Training documents, coffee breaks and lunch meals are included in the seminar costs.



# Basic Seminar

## 3 BASIC SEMINAR

Installation and operation of medium-sized and large video control centers with an unlimited number of cameras.

**Duration:**

Two Days (Day one: 9:00 a.m. – 5:30 p.m.; Day two: 8:30 a.m. – 4:30 p.m.)

**Description:**

This two-day intensive seminar builds on the topics introduced in the Sales, Planning and Installation Workshop and the Starter Seminar, providing professionals with more useful information and tips. Our specialists impart highly advanced expertise to meet even the most demanding and complex video security requirements. The focus is on installation and application of a high-resolution security system using MxControlCenter, the latest in video management software.

**Content:**

- Overview of MxControlCenter: Decentralized concept, application areas, hardware requirements
- Customer requirements in a project example
- Preparing for the task: Connecting the camera, installation wizard, system start, users, time server, LEDs
- Image and exposure settings: Image programs, image formats, text display, exposure window, infrared, exposure programs
- Sensors: Arming of sensors, weekly time tables, video motion settings, event logic
- Recording: Recording, playback, storage locations and storage devices
- Update Assistant: Camera software update, resetting to factory settings, configuration file
- Operating concept, user interfaces, layouts, user access levels, creating custom layouts
- Alarm options and event search: Alarm management, alarm options, research functions, export
- Application extension: Actions and messages, remote access, e-mail, network messages
- Certification and closing discussion

**Please note:**

To attend the seminar, participants must have attended the Starter Seminar. The registration deadline is seven days before the seminar begins. Please refer to the separate registration form for a list of available dates and seminar costs. Training documents, coffee breaks, lunch meals and a dinner (on the first evening) are included in the seminar costs.



## 4 PREMIUM SEMINAR PACKAGE

Book all three and save 25 percent!

MOBOTIX offers the possibility to book all three seminars over four consecutive days. Please refer to the separate registration form for a list of available dates and seminar costs.

Day one: Sales, Planning and Installation Workshop

Day two: Starter Seminar

Days three and four: Basic Seminar

### Benefits:

- MOBOTIX IP video specialist qualification in four days
- Full certification for participation in the MOBOTIX partner program
- One training day free – You save 25 percent of the seminar costs
- Instead of booking individual seminars, you can save time and make just one trip



# MOBOTIX Partner Program



## MOBOTIX PARTNER PROGRAM

Participants must have successfully completed our three seminars to join the MOBOTIX global partner program. It's the best way to ensure you receive all the advantages of a partnership with MOBOTIX. We will gladly provide you with more detailed information in person. Simply call us or send us an e-mail.



## General Terms and Conditions

MOBOTIX will bear the costs of each participant for the items listed; however, this does not include the participant's costs for arrival and departure, the hotel or any other additional costs. We, or your distributor, will send you a written confirmation of your reservation and the invoice once you have registered.

Please note that your reservation is only binding once we have confirmed it in writing. Cancellations must be made in writing by mail, fax or e-mail:

MOBOTIX AG – Campus  
Kaiserstrasse • D-67722 Langmeil • Tel: +49 6302 9816-113 • Fax: +49 6302 9816-190 • [intl-campus@mobotix.com](mailto:intl-campus@mobotix.com)

Cancellations received between seven and 14 days before the seminar begins will be subject to a fee amounting to 50 percent of the participation fee. Cancellations received after this will not be refunded.

We reserve the right to cancel the seminar three to four working days before the start date if the minimum number of participants has not been reached (fees paid will be refunded).

# MOBOTIX Campus – Registration



The HiRes Video Company

**MOBOTIX**

Please fill out and send it back through your distributor. If you have questions, please contact our Seminar Organization Team via email: [intl-campus@mobotix.com](mailto:intl-campus@mobotix.com)

First name, last name \_\_\_\_\_

Job/function \_\_\_\_\_

Company \_\_\_\_\_

Street address \_\_\_\_\_

City, ZIP code \_\_\_\_\_

Country \_\_\_\_\_

Email \_\_\_\_\_

Tel./mobile/fax \_\_\_\_\_

Distributor \_\_\_\_\_ PO Nr \_\_\_\_\_  
to be filled in by Distributor

I hereby confirm my reservation for the following event(s) – please place a check next to the desired date(s):

**1. Sales, Planning and Installation Workshop – Participation fee: £100/€120 plus VAT**

- 27.03.2012                       26.06.2012                       27.11.2012

**2. Starter Seminar – Participation fee: £100/€120 plus VAT**

- 28.03.2012                       27.06.2012                       28.11.2012

**3. Basic Seminar – Participation fee: £200/€240 plus VAT**

- 29./30.03..2012                       28./29.06.2012                       29./30.11.2012

**Premium Seminar Package (Seminars one, two, and three) – Participation fee: £300/€360 Euro plus VAT – 25 percent discount!**

- 27.–30.03.2012                       26.–29.06.2012                       27.–30.11.2012

The registration deadline is seven days before the seminar begins. Training documents, coffee breaks and lunch meals are included in the seminar costs. The invoice will be sent after you receive written confirmation of your registration.

**Venue:** Bournville College, 1 Longbridge Lane, Longbridge, Birmingham B31 2AJ

I hereby confirm that I have read and accepted the General Terms and Conditions outlined below.

\_\_\_\_\_  
City, date:

\_\_\_\_\_  
Signature

**General Terms and Conditions**

The price of the seminar does not include the costs for arrival and departure or any other additional costs incurred before, during or after your stay. We will send you a written confirmation of your reservation once you have registered. Please note that your reservation is only binding once we have confirmed it in writing. Cancellations must be sent in writing or by email to [intl-campus@mobotix.com](mailto:intl-campus@mobotix.com).

Cancellations received between seven and 14 days before the seminar begins will be subject to a fee amounting to 50 percent of the participation fee. Cancellations received after this will not be refunded. We reserve the right to cancel the seminar three to four working days before the start date if the minimum number of participants has not been reached (fees paid will be refunded – however, cancellation fees arising from arrival or departure reservations, accommodations or other costs will not be reimbursed).



## Hotels close to the location:

### Hillscourt Hotel

Rose Hill  
Rednal  
Birmingham  
B45 8RS  
<http://www.hillscourt.co.uk>

### Hilton Birmingham Bromsgrove

Birmingham Road  
Bromsgrove  
B61 0JB  
<http://www.hilton.co.uk>

### PremierInn Hotel

Great Park  
Ashbrook Drive  
Parkway  
Rubery  
B45 9FP  
<http://www.premierinn.com>

### The Westmead Hotel

Redditch Road  
Hopwood  
Birmingham  
B48 7AL  
<http://www.akkeronhotels.com>

### General Terms and Conditions

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Cancellations received between seven and 14 days before the seminar begins will be subject to a fee amounting to 50 percent of the participation fee. Cancellations received after this will not be refunded. We reserve the right to cancel the seminar 14 days before the start date if the minimum number of participants has not been reached (fees paid will be refunded – however, cancellation fees arising from arrival or departure reservations, accommodations or other costs will not be reimbursed).