



Strategic Partnership: MOBOTIX and Intercoax Enable Cost-Effective IP Video Solutions Over Copper Infrastructures

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N E T W O R K

Langmeil, Germany, September 2nd 2019 – Intercoax and MOBOTIX have entered into a strategic partnership. This will enable customers of both companies to take advantage of the comprehensive

performance of MOBOTIX IP cameras and solutions in combination with the high-performance Intercoax transmission products, even if data transmission takes place via existing copper infrastructures or conventional structured cable topology.

The strategic partnership was confirmed at the MOBOTIX Innovation Summit in Langmeil, Germany at the beginning of April. Prior to this, the two companies had already begun to integrate the respective partner technology and the advantages of Long Range Ethernet into their own products and solutions. Both companies are working on large-scale projects based on the migration from analog to IP over coaxial cables and on new IP camera projects with transmission distances that go far beyond the conventional structured cable topology.

“Many customers are looking for faster and less complex solutions to migrate older copper systems to IP,” says Vincent Matthys, CEO, Intercoax EMEA, adding, “With Intercoax products, existing copper infrastructures can easily be upgraded to IP without the need to install new cabling. This reduces both customer costs and end user disruption to an absolute minimum.”

“Our partner Intercoax is a perfect match as their technology enables us to integrate our products and solutions with customers whose network infrastructures and cable topology are not designed to accommodate these. Intercoax allows us to avoid expensive rewiring and to install a future-proof IP video surveillance system using the existing network infrastructure,” explains Hartmut Sprave, CTO of MOBOTIX AG.

The main gain for the installers of MOBOTIX products and solutions or for system integrators is that they can now offer end users a significantly cheaper solution compared to conventional transmission topologies such as fiber optics and structured cable. Intercoax solutions do not alter the on-site infrastructure and can be deployed much more quickly than other topologies.

“We are very pleased to have formed this strategic collaboration with MOBOTIX, the highly experienced and leading IP camera manufacturer. Our proven Intercoax transmission technology helps installers easily migrate analog systems to IP over existing coax or UTP cable infrastructures. Even when installing wide-range networks, Intercoax solutions represent a much more cost-effective and time-saving solution compared to conventional fiber optic topologies. Moreover, the technology is noninvasive and delivers a cost reduction (TCO) of up to 60%,” emphasizes Vincent Matthys.

About MOBOTIX

MOBOTIX is a leading premium-quality manufacturer of intelligent IP video systems who consistently sets standards in innovative camera technologies and decentralized security solutions for maximum cybersecurity. MOBOTIX was founded in 1999 and is headquartered in Langmeil, Germany. The company has R&D and production facilities in Germany and offices in New York, Dubai, Sydney, Paris and Madrid. Customers across the globe rely on the durability and reliability of MOBOTIX hardware and software. Customers from a broad range of industries, including industrial manufacturing, retail, logistics and healthcare, appreciate the flexibility of the products and solutions, their integrated intelligence and top-level data security. Strong, international technology partnerships ensure that the company will continue to innovate and refine the existing portfolio.

About Intercoax

Intercoax, founded in 2014, is a leading developer and manufacturer of high-quality long-range Ethernet over coax or any copper cable (2-wire, UTP/FTP etc.) and PoE. Since the successful launch of 1-port EoC equipment, we have been offering a broad range of products to meet the needs of the broad IP security market. We deliver the world’s best technology in the field of long-range Ethernet products up to 2.4 km &

60 W POE per channel (e.g., point-to-point, multi-channel, level 2 switches etc.), and we provide customized products and enterprise product management software thanks to ongoing research and development. Intercoax is set to become the world's No. 1 network solution provider by expanding into all areas of network transmission technology. Intercoax recently developed the new ETSI standard (TS 105 176-2) which ensures interoperability on a transparent and open platform.

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About MOBOTIX AG

MOBOTIX is a leading manufacturer of intelligent IP video systems in premium quality and sets standards in innovative camera technologies and decentralized security solutions with the highest level of cyber security. MOBOTIX was founded in 1999 and is headquartered in Langmeil, Germany. The company relies on its own research and development as well as its own production "Made in Germany". Customers around the world trust in the durability and reliability of MOBOTIX hardware and software. The flexibility of the solutions, the integrated intelligence and the highest level of data security are appreciated in many industries. MOBOTIX products and solutions support customers in areas such as industrial manufacturing, retail, logistics and healthcare. With strong and international technology partnerships, the company is using artificial intelligence and deep learning modules to expand its universal platform and new applications in a wide

range of sectors.

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