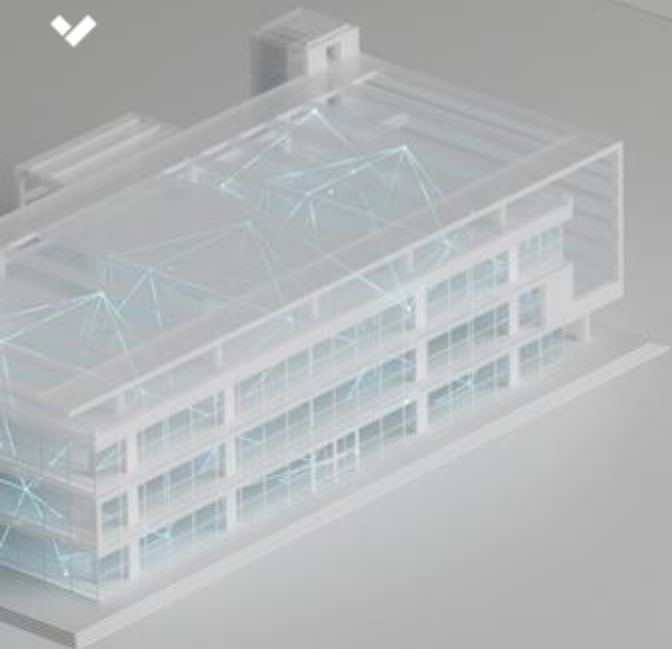# FLEXCARE FACT

VMware Care is now an offering in FlexCare. It is important to keep your VMware environment updated and with this offering we will do just that 2 times per year. If you need more information on how VMware Care works, please see your Account Rep.

NETWORKCENTER
INCORPORATED

Intro to
Unlocking the Future of Physical Security

AI, Innovation, and Real-World Success

Agenda

About Verkada

How Organizations Use Verkada

The Future of Security

Demonstration

Q&A

Speakers

Nick Alftin
Account Executive

Riley Cearley
Account Executive

Verkada

Company

Founded in 2016
2600 employees
30,000 customers worldwide
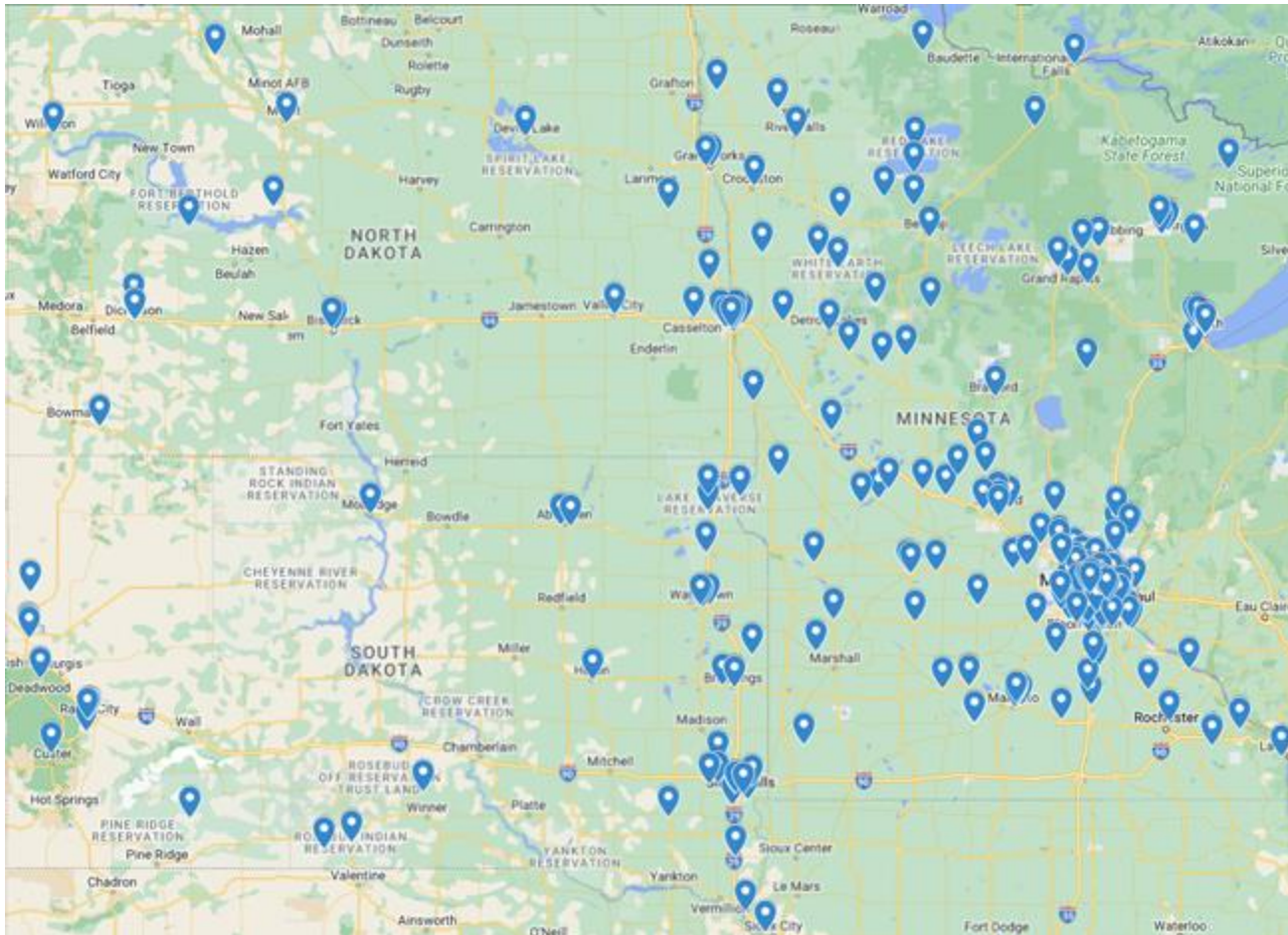$465M funding raised to date

Vision

Create the integrated operating
system for the physical world

Mission

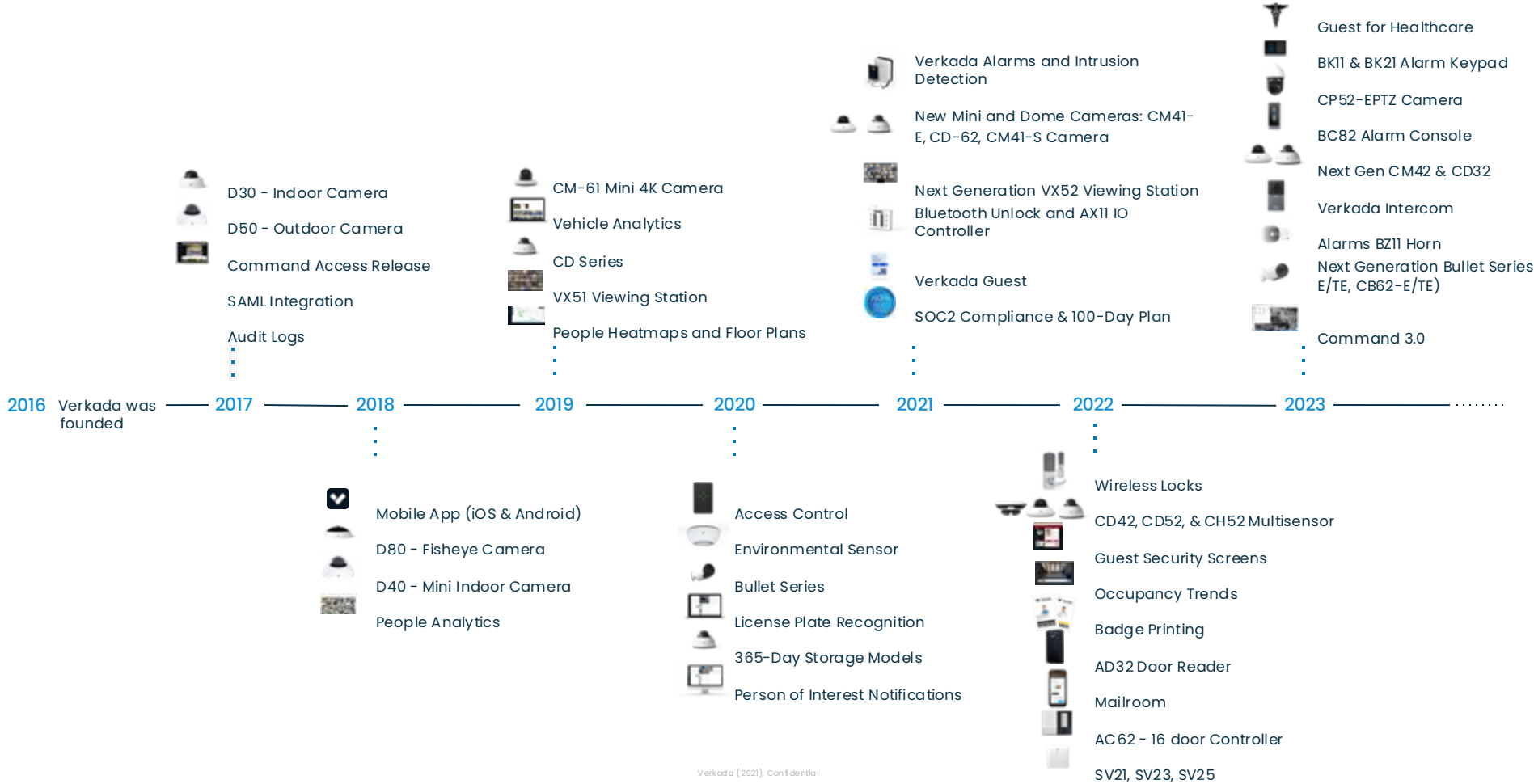To protect people and property in a
privacy conscious manner

Verkada in South / North Dakota, Minnesota

Platform Milestones (2016-2023)

2017
- D30 - Indoor Camera
- D50 - Outdoor Camera
- Command Access Release
- SAML Integration
- Audit Logs

2019
- CM-61 Mini 4K Camera
- Vehicle Analytics
- CD Series
- VX51 Viewing Station
- People Heatmaps and Floor Plans

2021
- Verkada Alarms and Intrusion Detection
- New Mini and Dome Cameras: CM41-E, CD-62, CM41-S Camera
- Next Generation VX52 Viewing Station Bluetooth Unlock and AX11 IO Controller
- Verkada Guest
- SOC2 Compliance & 100-Day Plan

2023
- Guest for Healthcare
- BK11 & BK21 Alarm Keypad
- CP52-EPTZ Camera
- BC82 Alarm Console
- Next Gen CM42 & CD32
- Verkada Intercom
- Alarms BZ11 Horn
- Next Generation Bullet Series E/TE, CB62-E/TE)
- Command 3.0

2016 — Verkada was founded

2018
- Mobile App (iOS & Android)
- D80 - Fisheye Camera
- D40 - Mini Indoor Camera
- People Analytics

2020
- Access Control
- Environmental Sensor
- Bullet Series
- License Plate Recognition
- 365-Day Storage Models
- Person of Interest Notifications

2022
- Wireless Locks
- CD42, CD52, & CH52 Multisensor
- Guest Security Screens
- Occupancy Trends
- Badge Printing
- AD32 Door Reader
- Mailroom
- AC62 - 16 door Controller
- SV21, SV23, SV25

Our Suite of Cloud Based Solutions

Not pictured:
Cellular Gateway
Command Connector

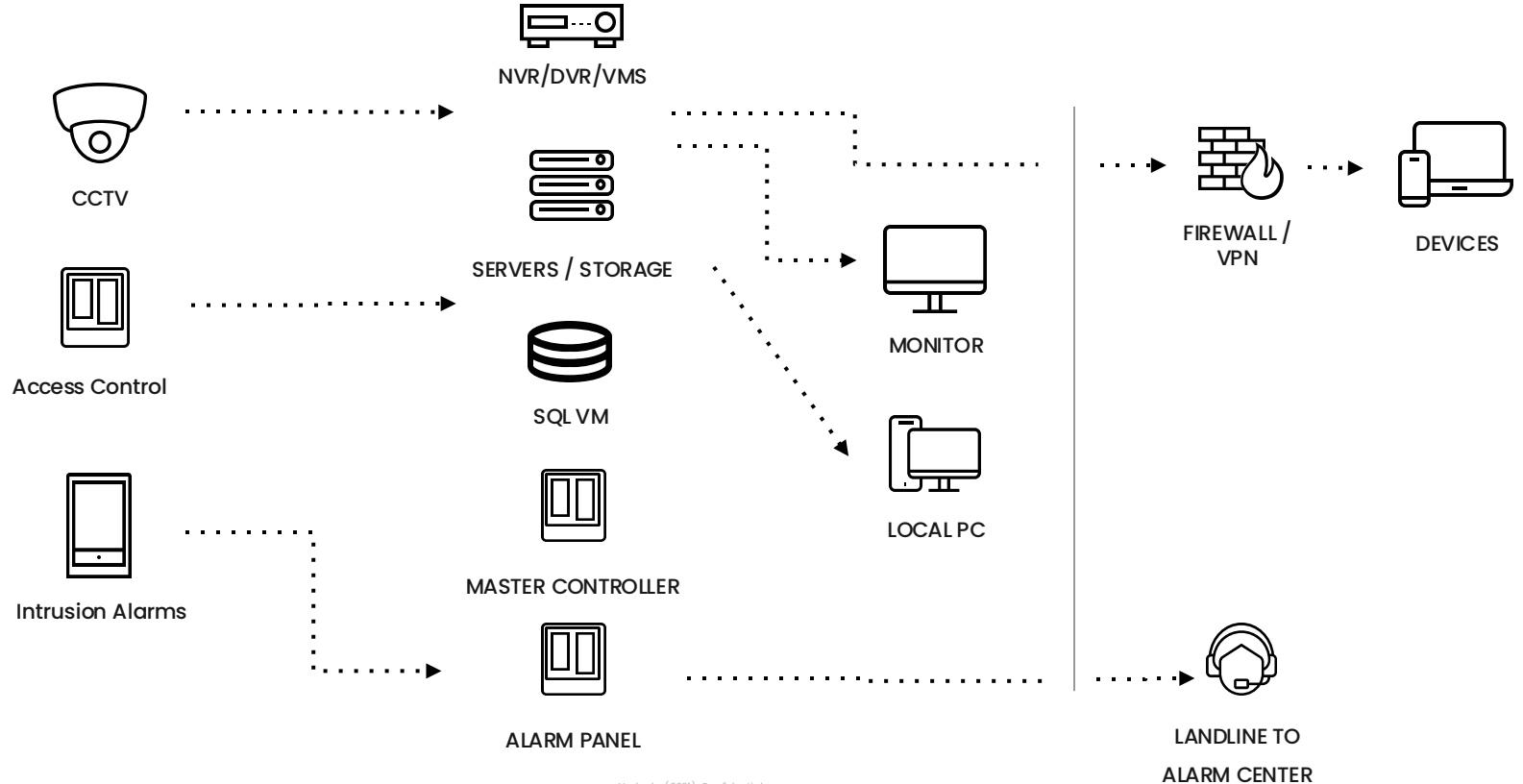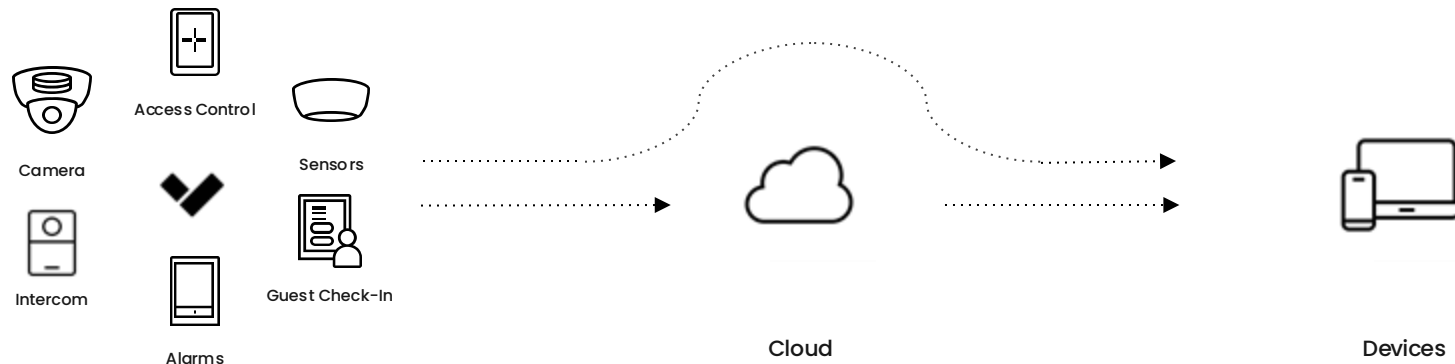| Camera	Access Control	Environmental Sensor	Alarms	Guest	Mailroom	Intercom
Powerful onboard processing to bring simplicity and speed to your investigations.	Plug-and-play access control solution built for ease of use and limitless scale.	Data-driven insights for monitoring changes across your environment.	Cloud-managed intrusion detection with 24-7 professional monitoring.	Personalize the check-in experience for all types of visitors while integrating with cameras and access control.	Intuitive app and dashboard to track shipments and help ensure deliveries get to the right people.	Seamless talk-down and unlock capabilities to manage building traffic right from arrival.

Traditional Architecture

Camera Support   VMS Support   Access Control Support   Alarm Support

NVR/DVR/VMS

CCTV

SERVERS / STORAGE

SQL VM

Access Control

MASTER CONTROLLER

MONITOR

LOCAL PC

Intrusion Alarms

ALARM PANEL

FIREWALL / VPN

DEVICES

LANDLINE TO ALARM CENTER

Verkada's Hybrid Cloud Security Solution

Camera

Access Control

Sensors

Intercom

Guest Check-In

Alarms

Cloud

Devices

Edge Devices

- Built-in onboard storage; No NVR/DVR
- Bandwidth friendly (20-50kbps)
- Cameras record continuously at 24fps
- Single Ethernet cable (PoE) to operate

Cloud (AWS)

- Seamless access to all cameras
- Unlimited storage for archived clips
- Secure HTTPS/TLS encryption
- AES 128 At Rest (HW), In Transit (NW)
- AES 256 At Rest, Cloud Security
- 30-days cloud backup included

Software

- Intuitive browser-based user interface
- Modern user authentication (SAML 2.0, 2FA)
- No plugins or downloads required

Why Customers Love Verkada

Easy

No on-prem servers to manage

Access remotely from browser or mobile device

Automatic firmware and software updates

Easily grant/ revoke access

Smart

Automatic event alerts

Instantly share live video

Advanced Search Filters

AI-based video analytics

Scalable

Won't clog your network like other IP cameras

Unlimited cloud archiving
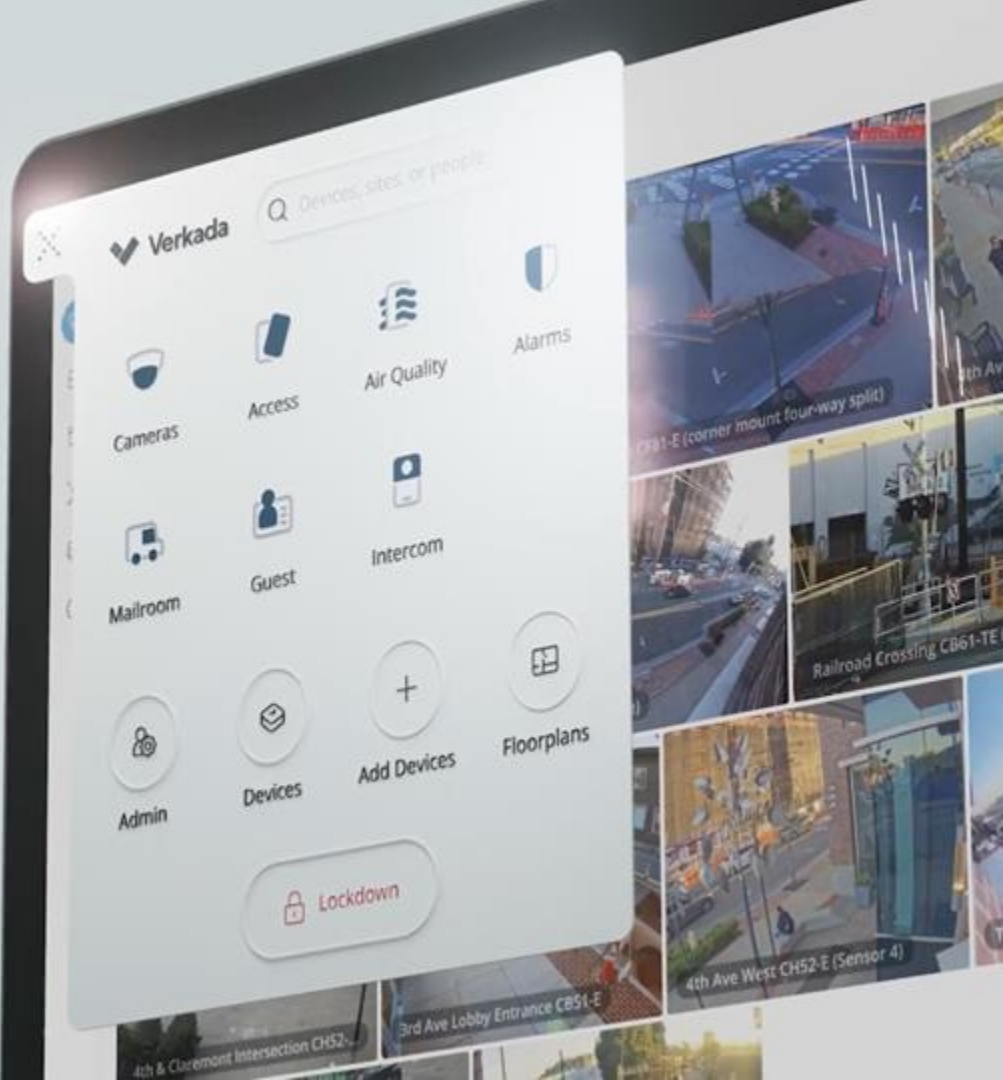
Install 1 camera or 10,000+ cameras

Unlimited users

24/7, unlimited video verification

The Benefits of Verkada

Why go with Verkada over a traditional security system?

- 10-year product warranty

- Unlimited users

- Cloud archive for video clips

- Automatic firmware & software updates

- 24x7 Support (US, UK, Australia)

- Predictable renewal costs

- Native Integration

Why School Districts Choose Verkada

Stop smoking, vaping and bullying in bathrooms and locker rooms. Pair air quality sensors with context cameras in public areas.

Initiate a **custom Lockdown scenario** from a panic button, web browser or mobile app – while **still allowing first responders access**.

Accelerate emergency response with AI-powered analytics and tools, including **Person of Interest alerts.**

Enable staff to **call for help immediately.** Trigger **custom alarm flows** with panic buttons that integrate with cameras.

Find, save and share footage on-the-go. Plus, **share live camera feeds** with local authorities in seconds and **monitor them from anywhere.**

Conduct **security screens** with cloud-based visitor management that integrates with cameras and access control.

Allow school staff to **take calls from anywhere**. Set **door schedules** around school hours, and provision **role-based access** to privileged areas.

Customer Stories

Uninterrupted security and peace of mind during a district-wide ransomware attack

El Monte Union High School District

"The Verkada cameras, door locks, sensors, etc. all remained online and operational during the [ransomware] attack. We lost no data nor configuration settings and could focus our attention on quick recovery of our core systems. Verkada's cloud-based design proved its worth in that situation and solidified our confidence in their platform."

Erick W. Steelman
Chief Technology & Innovation Officer

Drastically reduces investigation time, transforming days of work into just minutes.

Winston Salem Police Department

"Our goal is to improve the solvability and speed of investigations by being able to identify suspects' vehicles across different intersections. We tie LPR with the Multisensor, which gives a four-way view across the intersection. No other solutions we evaluated offer this capability."

Marty Oliver, Technology Director
Technology Director

Why Organizations Choose Verkada

Detect known shoplifters with **Vehicle and Person of Interest Alerts**. Use **face search** and **AI analytics** to facilitate investigations.

Find, save and share footage on-the-go. Plus, **share live camera feeds** with local authorities in seconds and **monitor them from anywhere.**

Link video evidence with your enterprise resource planning system (ERP) with Helix to **streamline production monitoring.**

Detect and deter ATM fraud with a 5MP hybrid cloud split cameras while reducing bandwidth usage to 20–50 kbps

Protect healthcare workers with **panic buttons**. Share nearby camera feeds, notify security or initiate a lockdown procedure in one press.

Set **door schedules** around hours of operation, provision **role-based access** to privileged areas. Pair with cameras to visually confirm proper access.

Customer Stories

Increased awareness, faster responses

Camping World
"Our investment was worth the ability to pull a license plate from a suspicious vehicle, catch intruders, protect our inventory and quickly manage digital evidence. Once you explain the potential of the technology and its cost-savings to senior leadership, Verkada starts to resonate deeply. We're excited for what's to come."

Jamin Horton
Director of IT

Optimize Business Operations

Carolina Ingredients
"My experience with the team has been phenomenal. They take customer feedback in real-time and partner with us to build something that solves for gaps in the market. I guarantee, what you buy today is just the beginning of what you'll get out of Verkada."

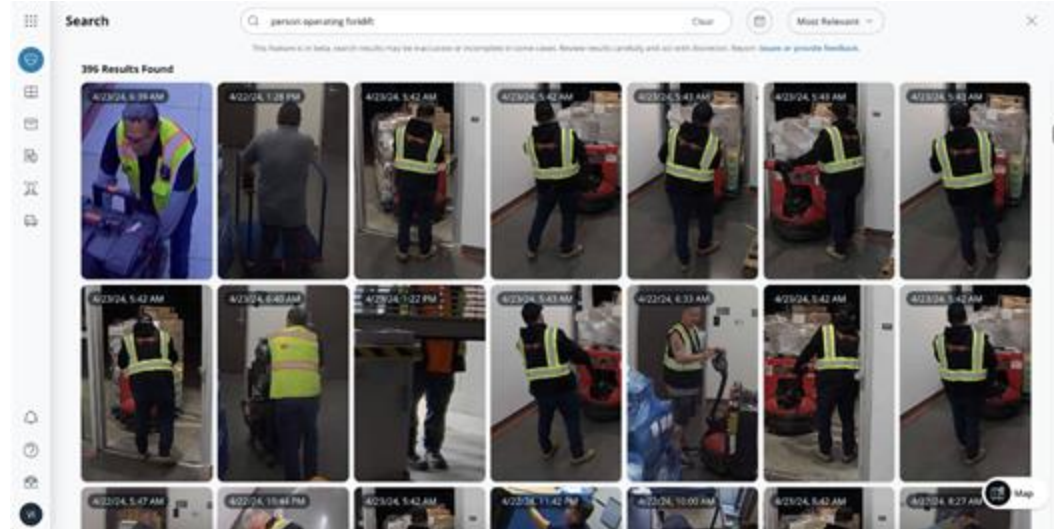**Frank McKinney**
COO and Plant Manager

The Future of Technology

AI-Powered Video

- Custom Searches
  - "Person wearing a hardhat but not wearing a safety vest"
  - "Person holding [insert item]"
- Custom alerts - AI Events
- Search can be used to identify text, logos and brands
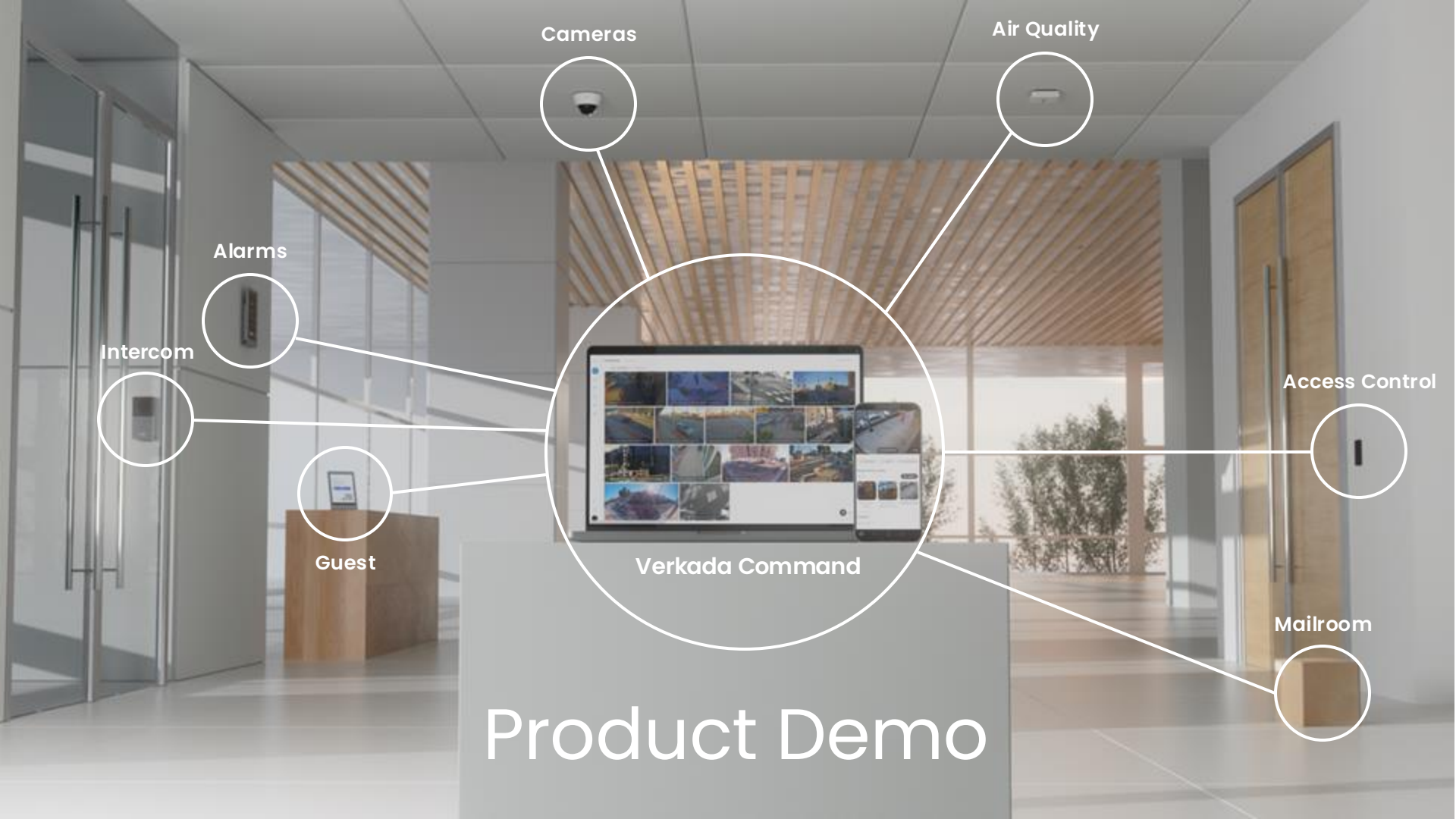
Cameras

Air Quality

Alarms

Intercom

Access Control

Guest

Verkada Command

Mailroom

Product Demo

Questions