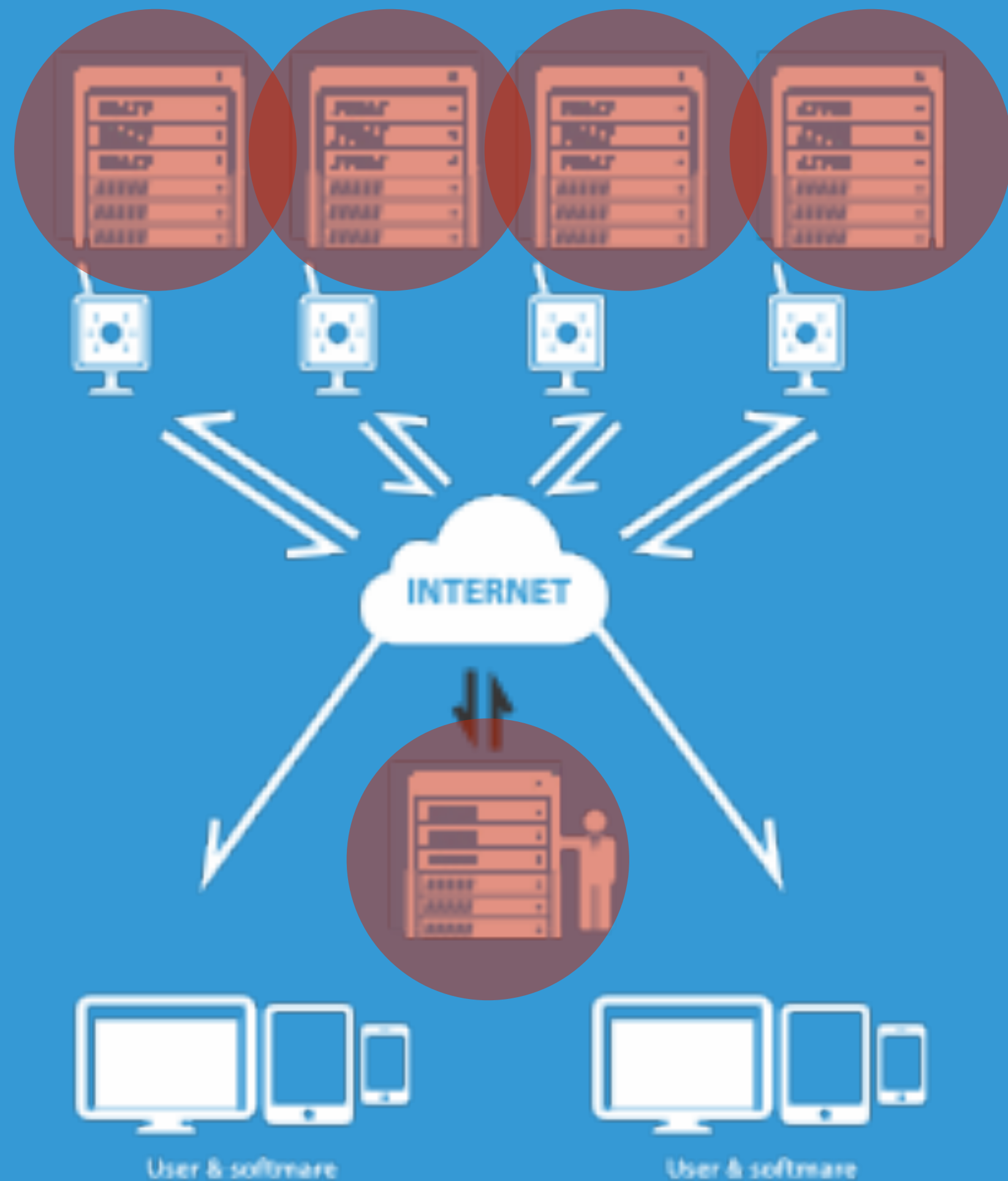


Your place is your friend



for smart places

# PROBLEMS FOR MULTIPLE LOCATION USERS



Expensive DVR/NVR cost and maintenances

Expensive head quarter server cost and maintenances

Expensive head quarter bandwidth

Huge employee maintenance loading

# PROBLEMS FOR MULTIPLE LOCATION USERS



False alarm from camera video motion

Video playback is time consuming

Lack of convenient space interaction

# PROBLEMS FOR TELCO INVOLVING IOT BUSINESS



Not easy to adapt different Things for new services

No attractive camera and IoT solutions

No resource to develop analytic service

# PROBLEMS FOR CONSTRUCTION SITE MANAGERS



Cannot easily build monitoring station

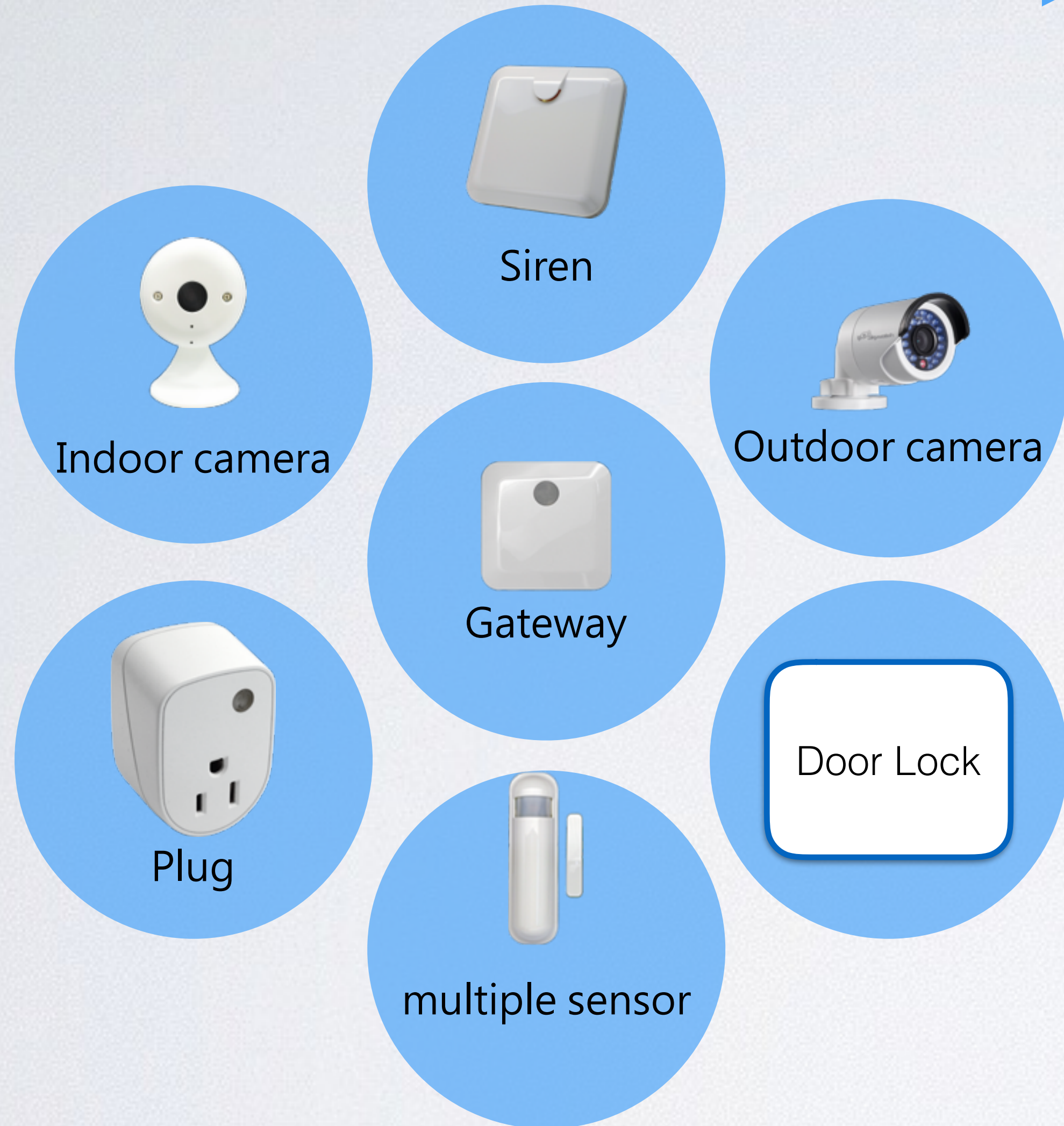
Cannot easily record the video

Cannot easily make the video summary

# Skywatch smart places

Reliable front end hardware

Powerful cloud services



# Skywatch smart places

Skywatch seamlessly integrates network camera, environmental sensors, switches with robust cloud recording, analytics, and smart notification services.

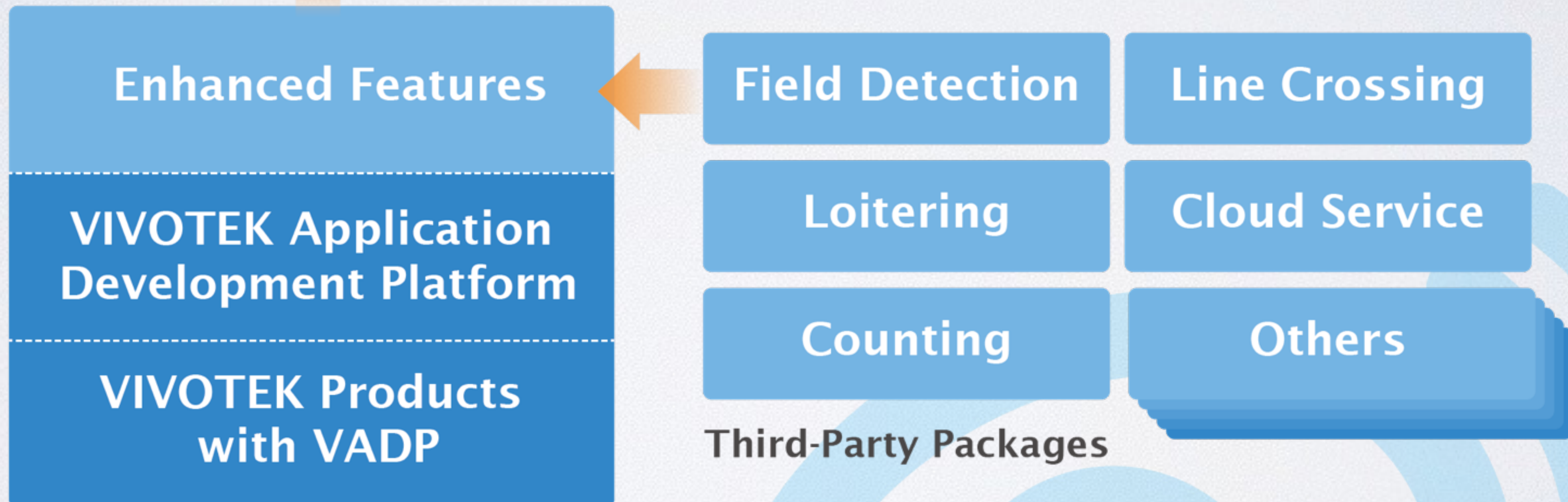


# VIVOTEK VADP

All Vivotek VADP cameras are compatible with Skywatch solution

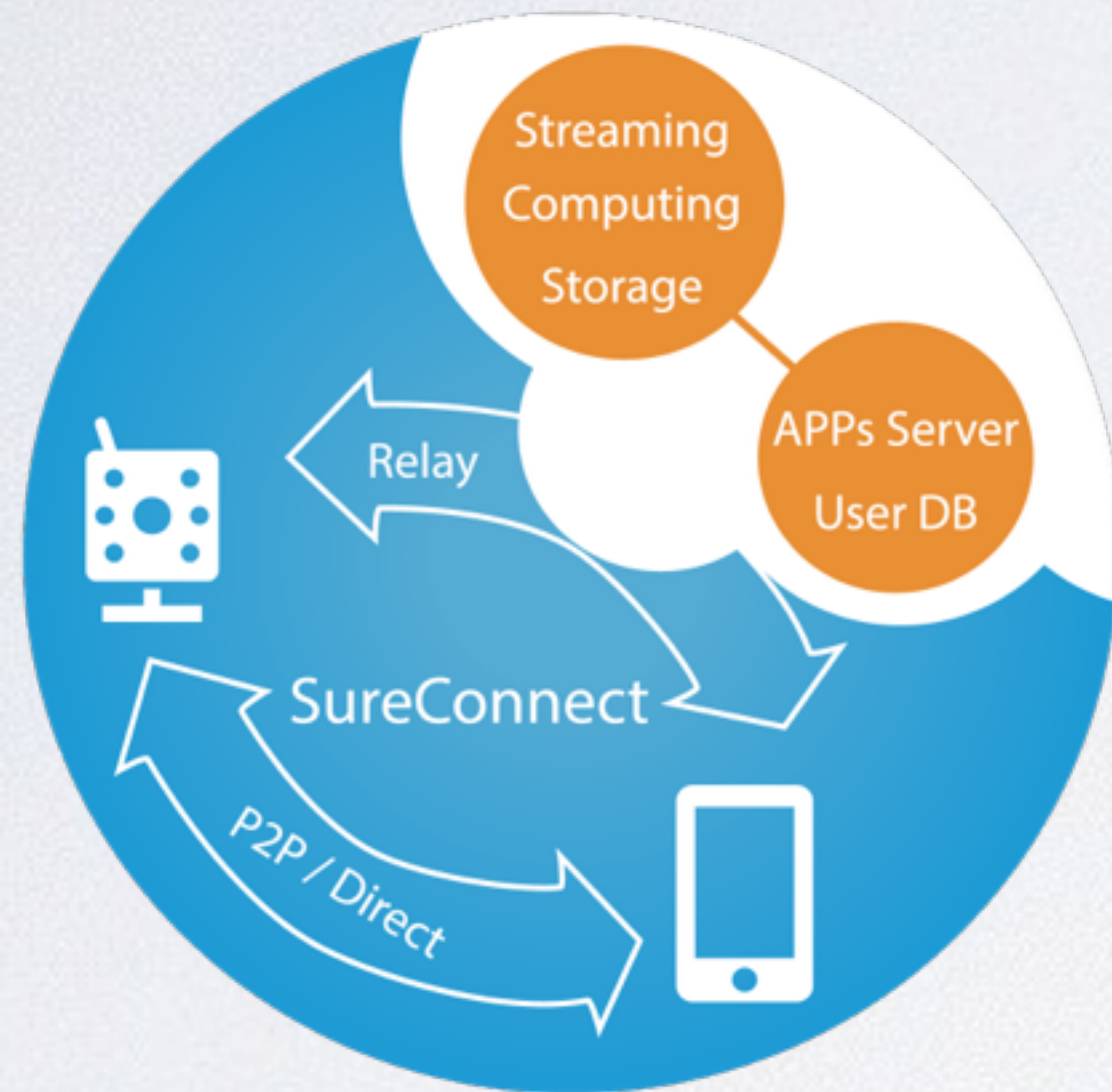


VIVOTEK's products with enhanced features for specific security, business and storage requirements.

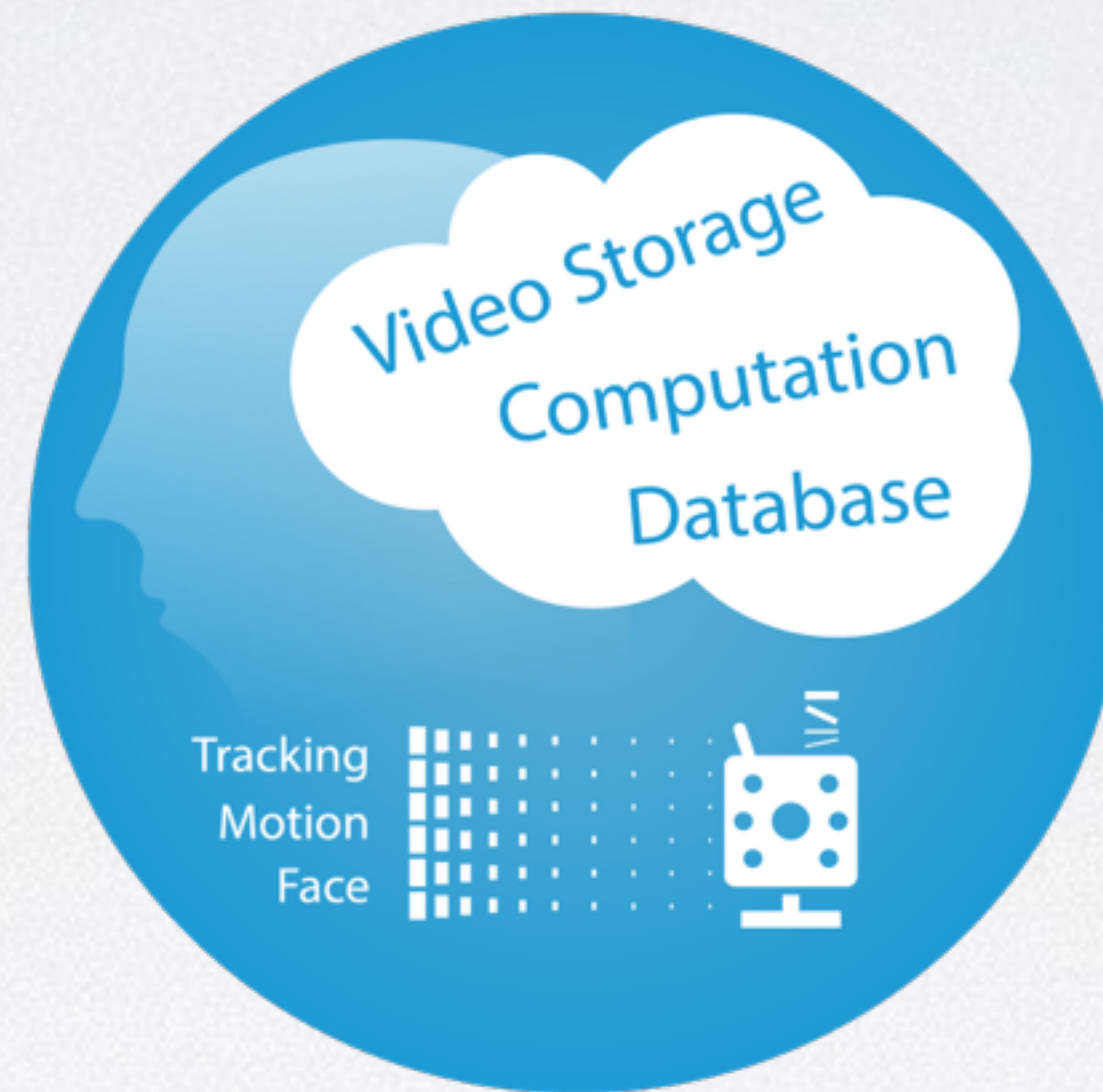




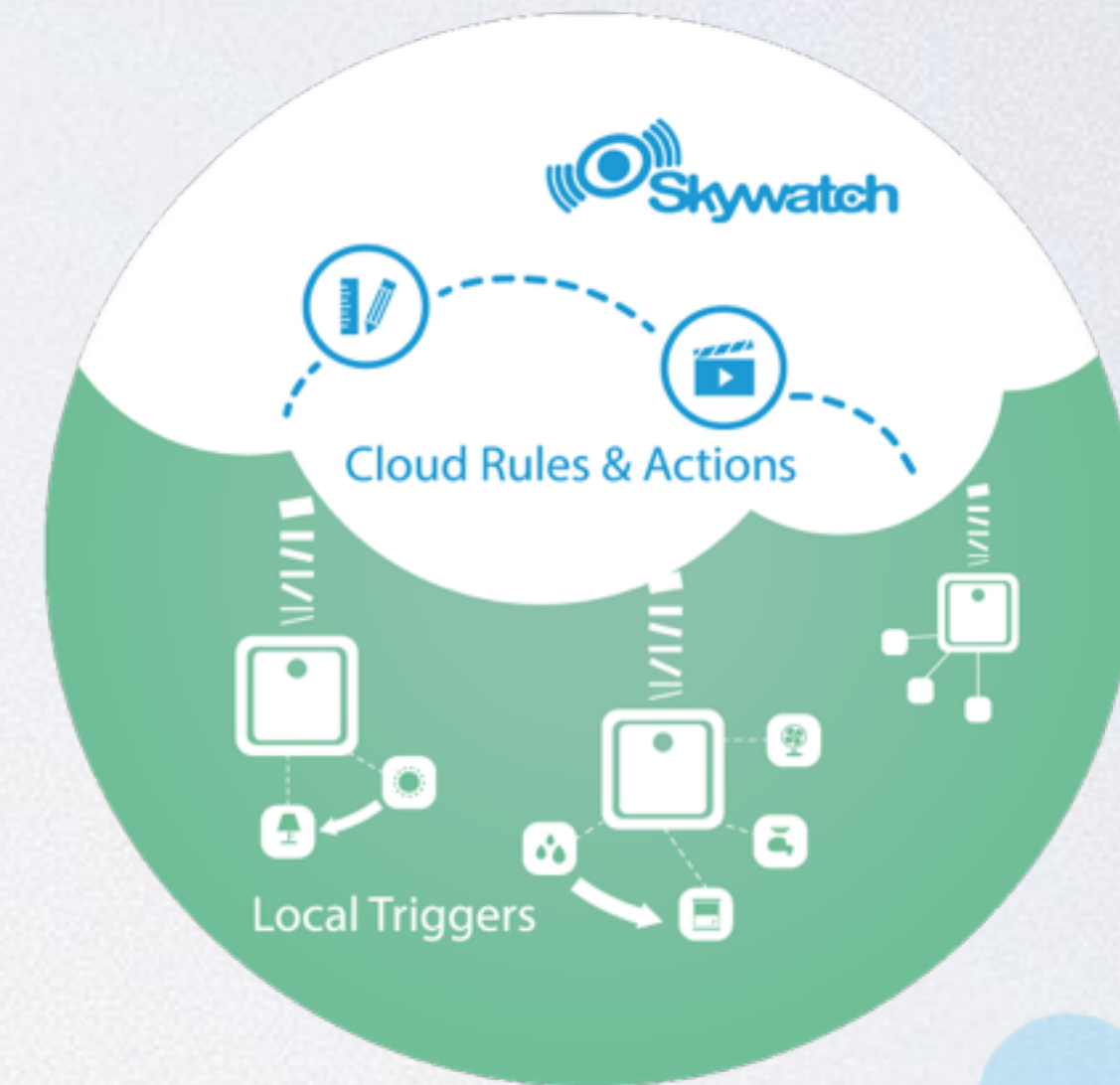
# TECH HIGHLIGHTS



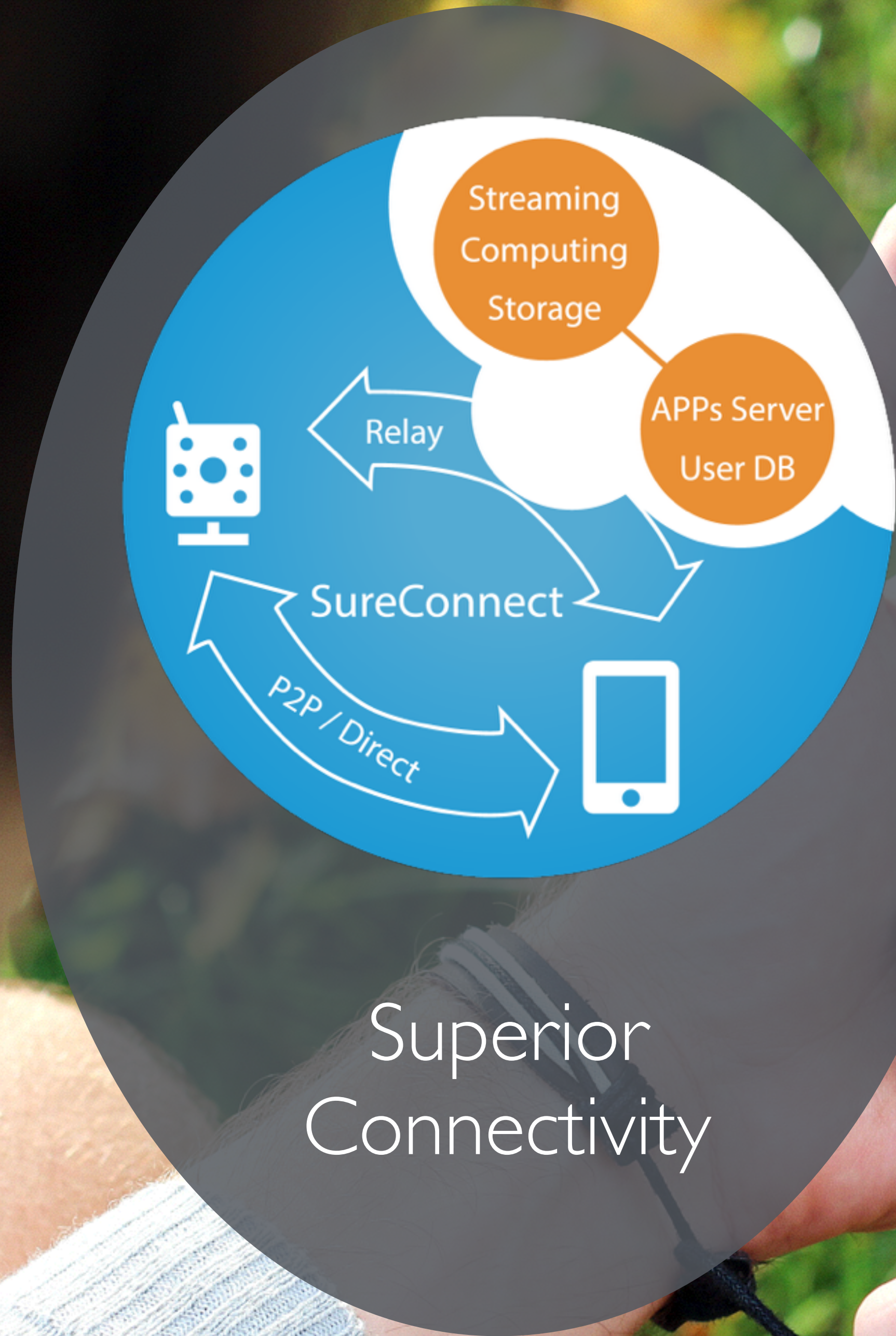
Superior  
Connectivity



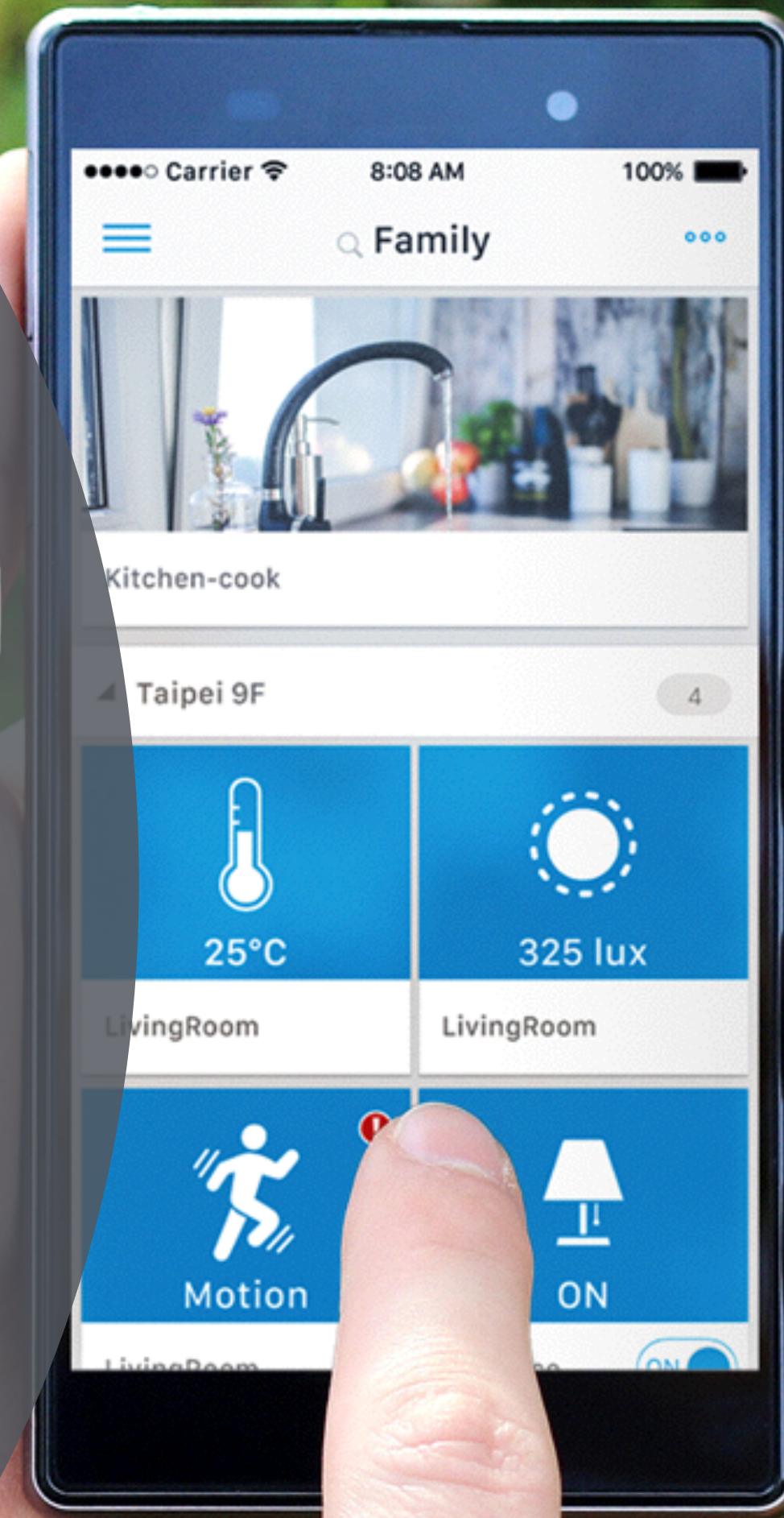
Smarter  
Cameras



Sensible  
Integration



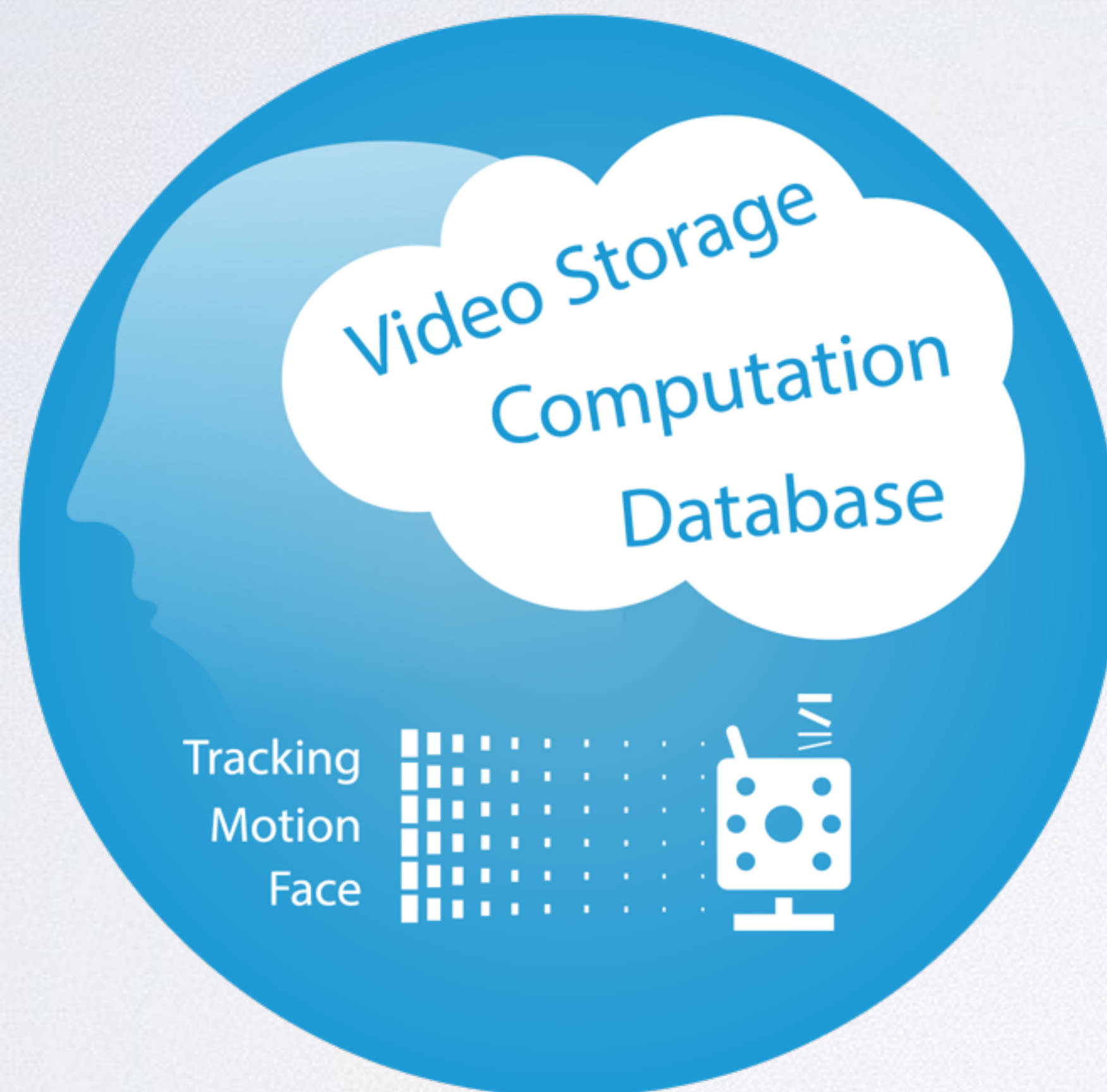
Superior  
Connectivity



Across Locations

TECH HIGHLIGHTS

# SMARTER CAMERAS



- Cloud-Edge Collaboration
- Computer Vision Technology

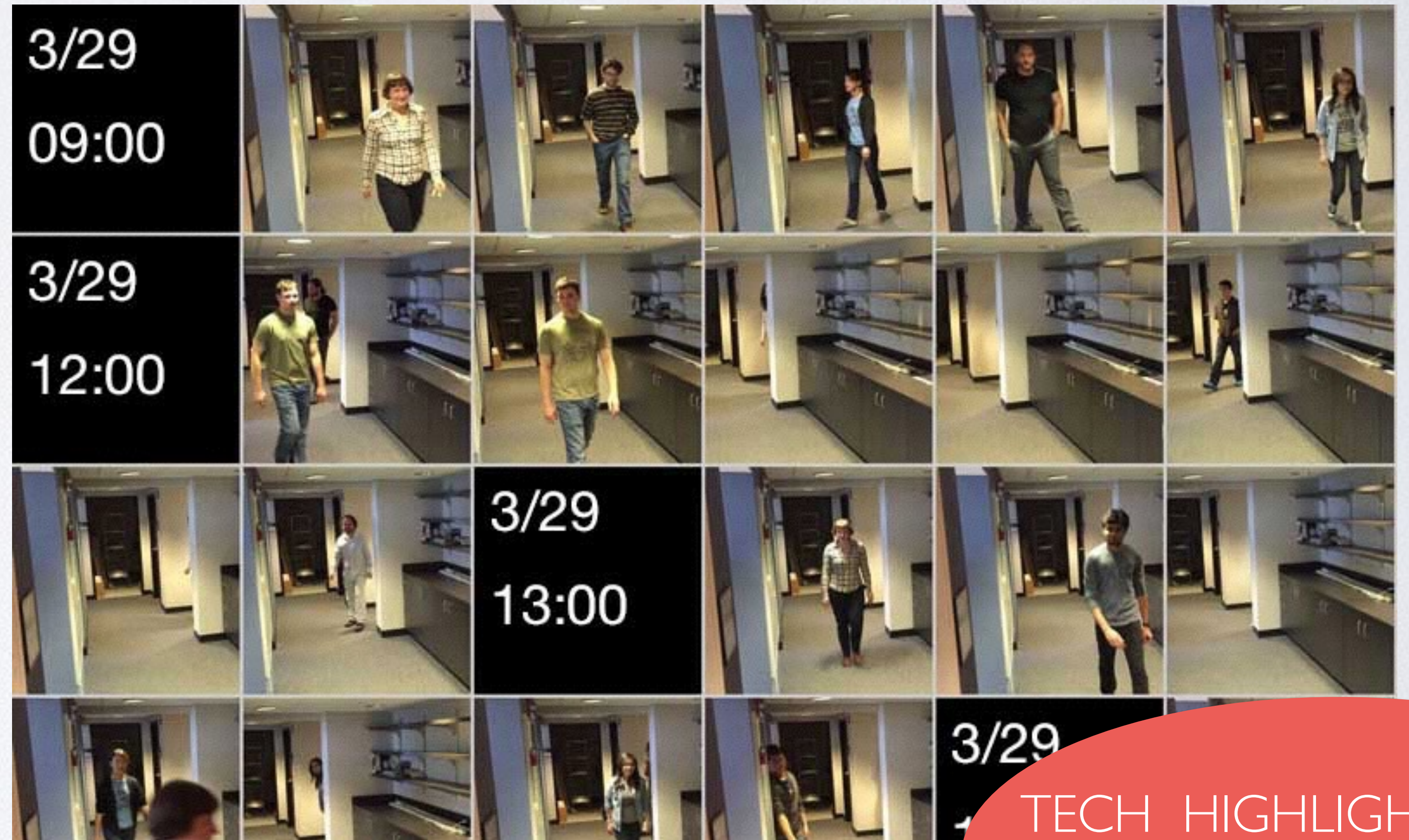
# SMART DAILY

- Daily email on your past day's activity

- Compressed domain analysis

- Very fast - totally I/O bound

- Detect events based on activity / sensible motion





Playback speed  
100x

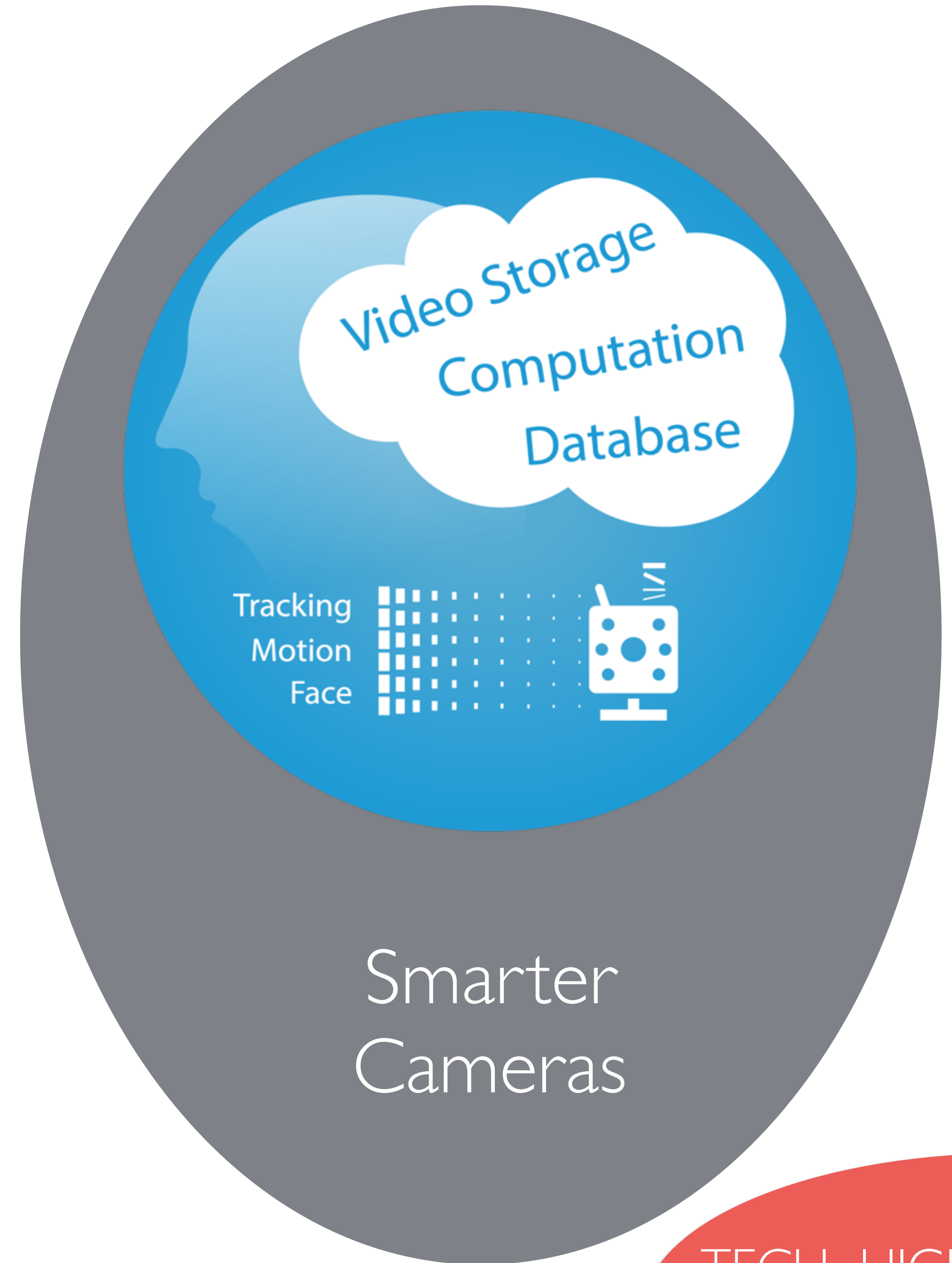


Playback speed  
100x

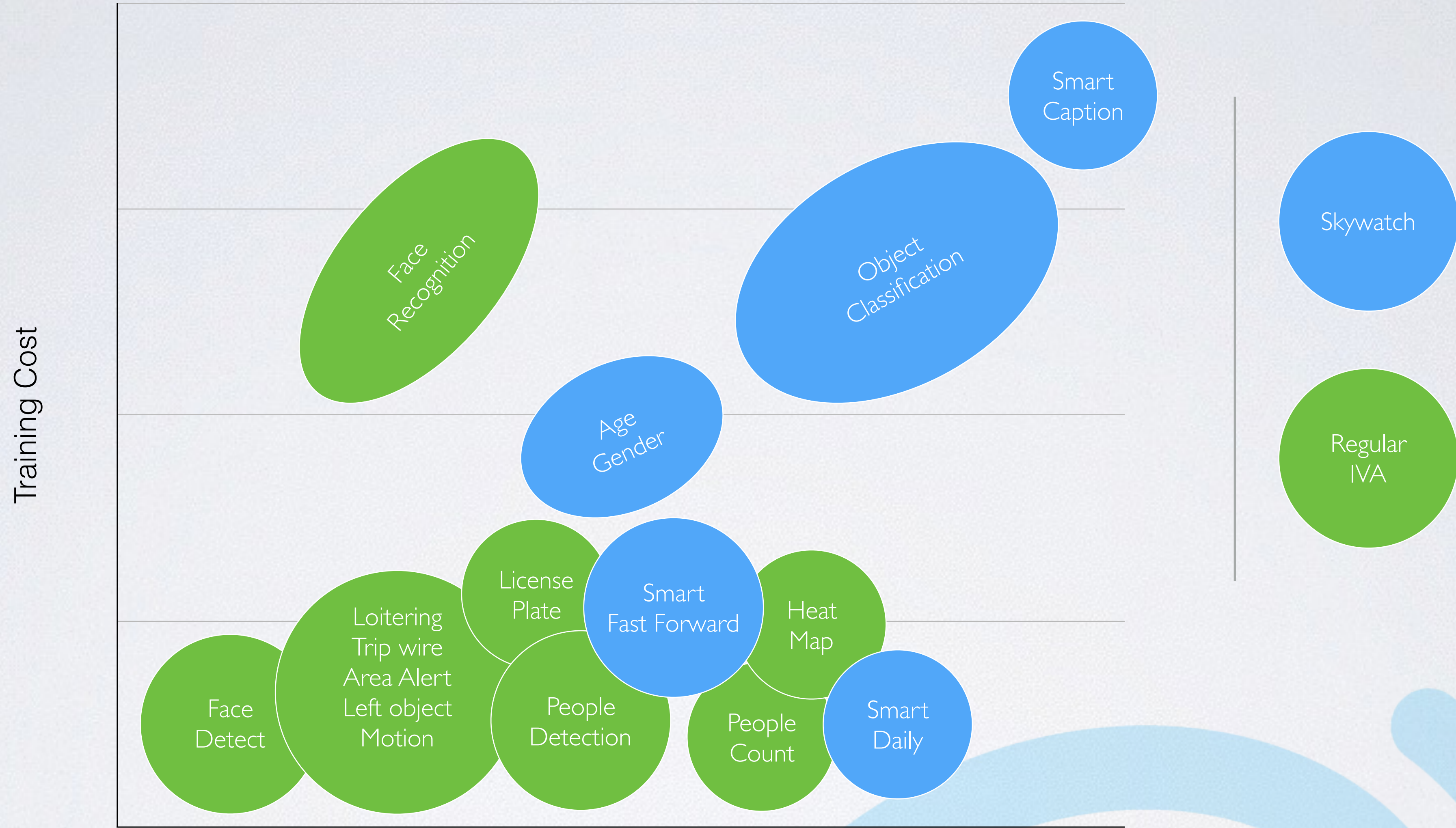


Playback speed  
2x

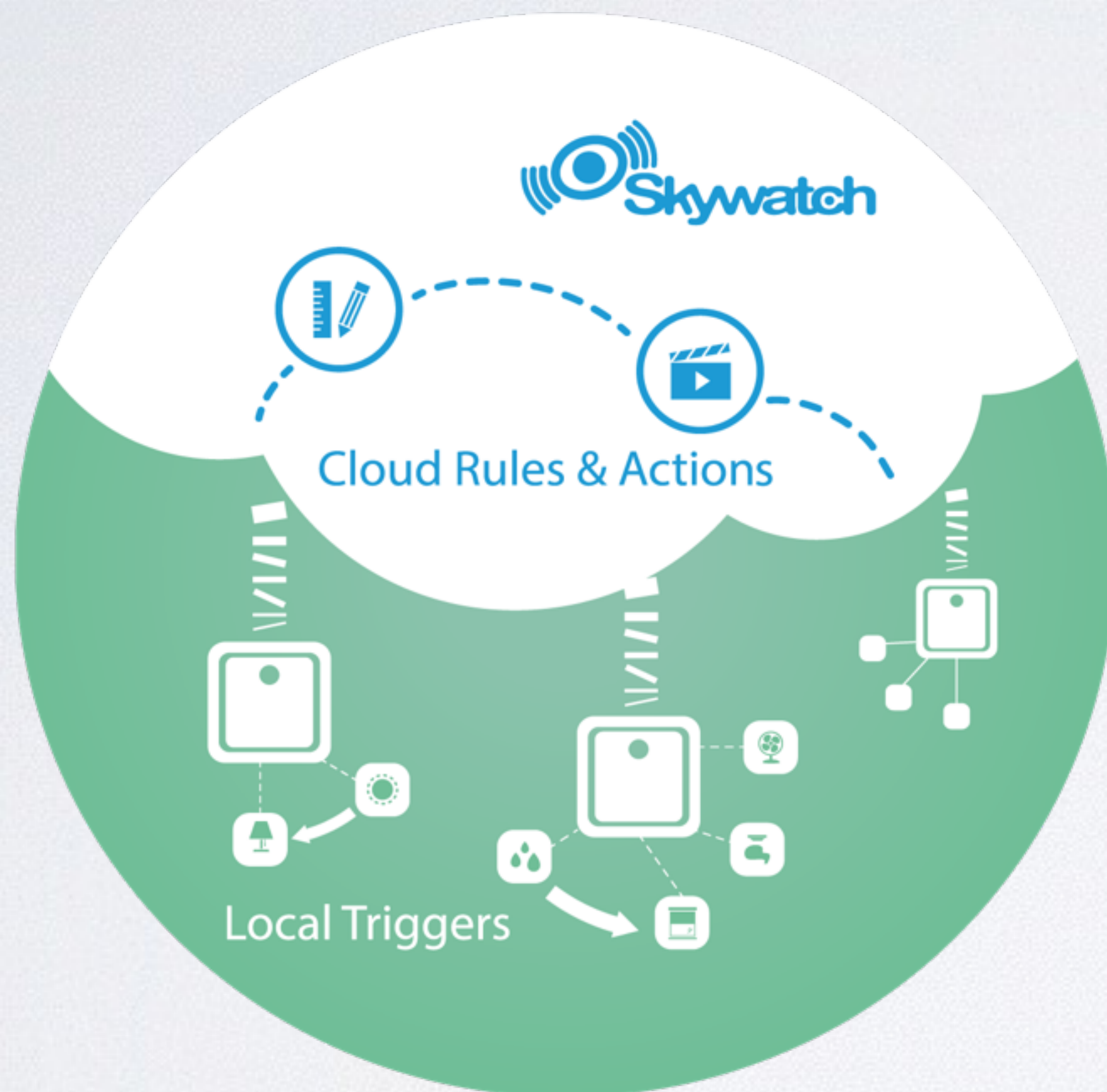
# Smart Fast Forward



# TECH HIGHLIGHTS



# TECH HIGHLIGHTS



## Sensible Integration

- Hybrid Action Technology
- Open RESTFul API

# CONSTRUCTION SITE MANAGER PACK

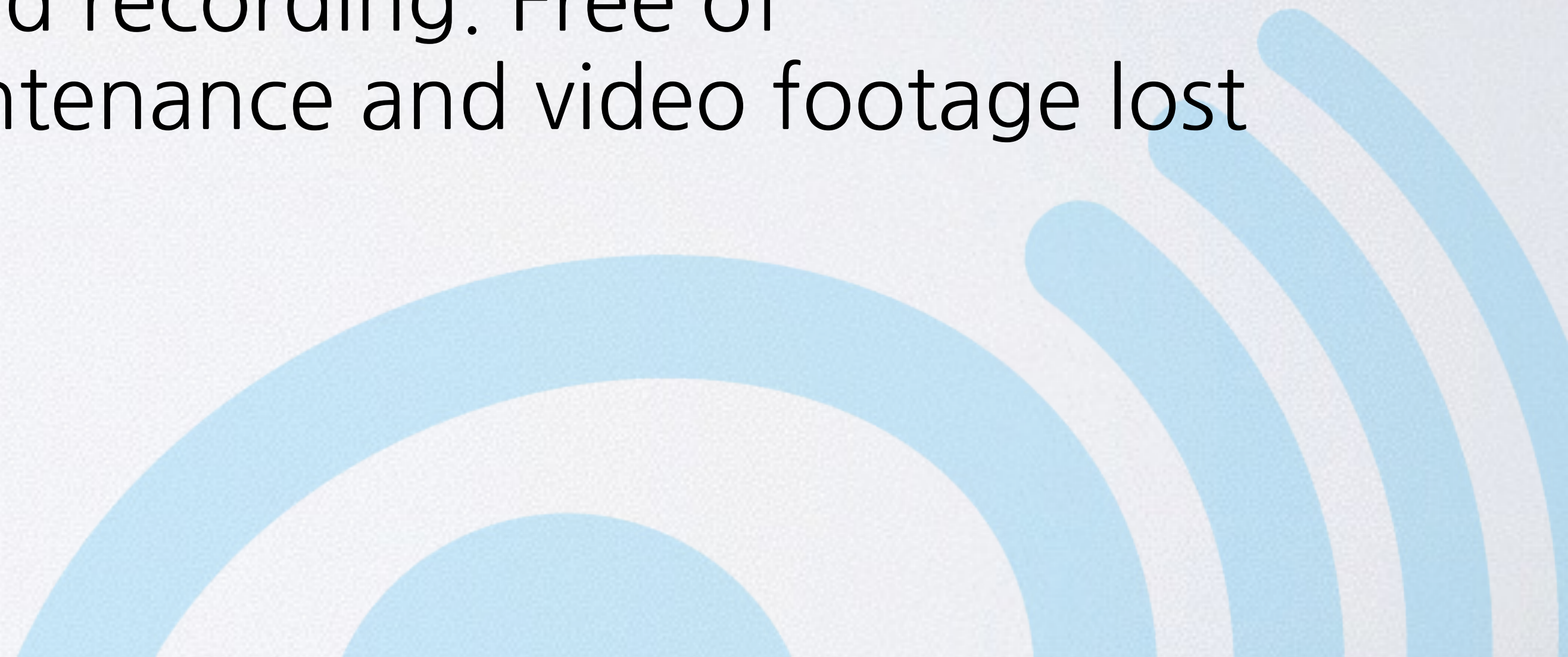


## Unique features

10 min to set up a monitoring station

Fits to all 4G sim cards

Cloud recording. Free of maintenance and video footage lost





# CHANNEL STRUCTURES

Camera maker

Disty

Camera selling &  
service fee sharing

Resellers/SI

SI buys compatible cameras from Disty.  
SI buys cloud service from Skywatch

Skywatch  
[sales@skywatch24.com](mailto:sales@skywatch24.com)

End buyers  
Multiple location  
users

Telco  
In IoT business

End buyers  
Construction site  
Managers

Some users  
Skywatch is the Taiwanese government certified cloud  
video surveillance provider for a 51M USD service contract



exclusively  
share

USD \$51M  
annually (est.)

# Some users Skywatch is cloud camera solution vendor of CHT, the biggest Taiwan ISP

HiNet 企業上網  回首頁 | HiNet企業上網優勢 | 線上申請 | 全國營運窗口

◁ 光世代固定制 ▷ ◁ ADSL固定制 ▷ ◁ 高階上網 ▷ ◁ 產品比較表 ▷ ◁ 資安艦隊系列 ▷ ◁ 防毒防駭 ▷ ◁ 申請書下載 ▷ ◁ 客戶服務 ▷

## 光世代企業上網

### HiNet 光世代 雲端攝影機 方案簡介

- ▶ 針對企業遠端監控需求，提供整合雲端攝影機(IP cam)及hicloud Boxe的寬頻上網整合方案，以最經濟實惠架構滿足客戶上網、監控與儲存的需求。

企業上網  
固定制

+

HD百萬畫素  
網路攝影機

+

hicloud box<sup>e</sup>  
雲端整合

+

雲端監控  
平台

- ▶ 本方案提供6M/2M~1G/600M速率申請，並加贈雲端攝影機(Skywatch ProCam)乙支，及hicloud Box<sup>e</sup> 空間100G (含10個使用者帳號及1個管理帳號)。

雲端攝影機(Skywatch ProCam)優勢

即插即用輕鬆安裝	隨時隨地輕鬆監看	雲端儲存安全便利	高解析度無比清晰
您只需將 Skywatch 雲端攝影機接上電源及網路線，完成IP設定，登入行品網站後，輸入攝影機序號即可使用。	只要有網路連線，您可隨時隨地用瀏覽器或手機監看 HD 畫質即時影像，並可調整各項設定和存取 SD 卡等。支援 IOS 和 Android 手機和大部分的瀏覽器。	除了支援 microSD 記憶卡儲存錄影外，您也可以設定將影像上傳到hicloud Box <sup>e</sup> 儲存，避免硬碟損壞風險外，更無設備竊盜風險。	即時 HD 高畫質錄影，可依需要調整畫質以及流暢度。亮度不足時紅外線自動開啟，讓您夜視如畫、萬物無所遁形。

詳細規格：<https://www.skywatch24.com/tw/cams/procam>

# More other users





Wei-Chao Chen, Ph.D. | Research & Development

- NVIDIA / Nokia Research @ Silicon Valley
- Delivered over 1 billion GPUs
- Computer Graphics / Vision patents & publications
- Adjunct Faculty, National Taiwan University



JP Yang | Sales & Business Development

- Lead the team to win projects in 64 countries
- Key projects in Asia: 13K cameras in Taipei and 20K cameras in Fujian, China.
- BD experience from startup to IPO



Vivotek Inc.

- #1 IP Camera vendor in Taiwan
- Top 10 in the world



Mr. KY Yeh

- Co-Founder, Inventec & Quanta



Sales@skywtach24.com  
<https://www.skywatch24.com>



 for smart places