

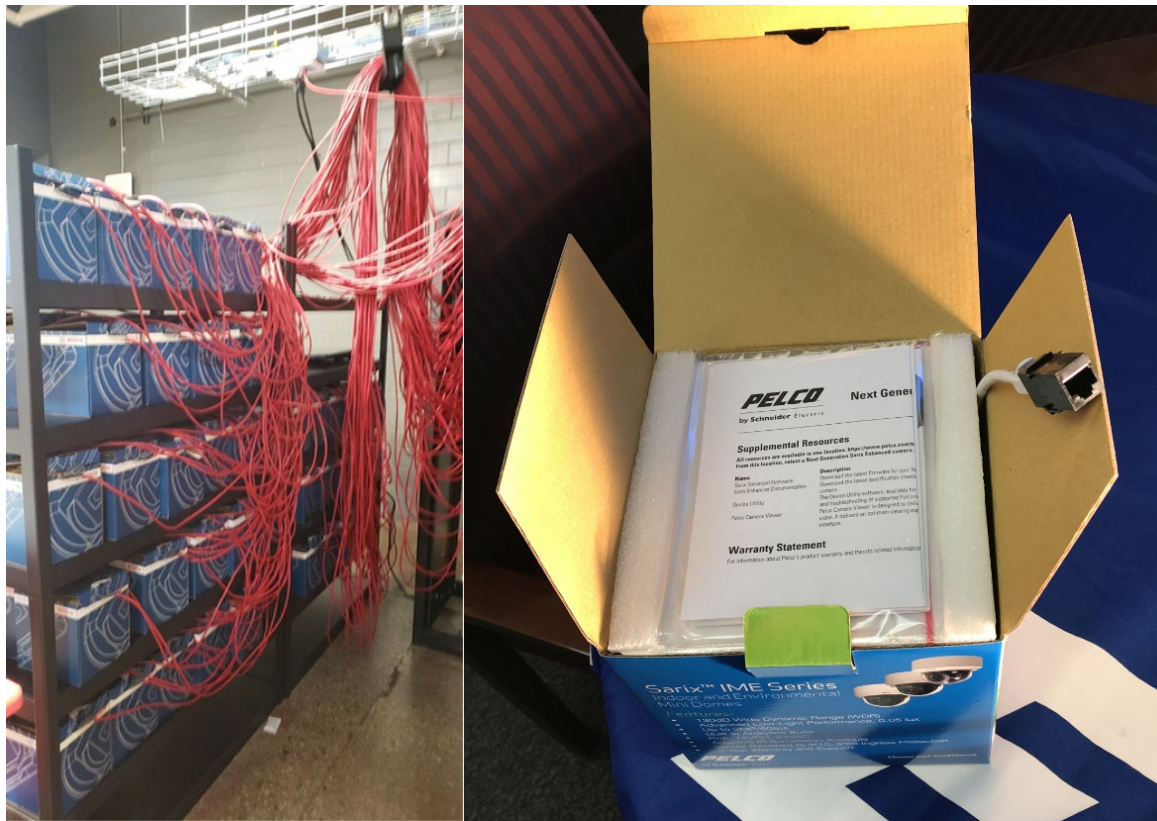
Special Modification Request “SMR Solution Of The Week For Integrators”

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Integrator Friendly Camera Packaging & IP Config What Integrators Require

Opportunity:

Pelco is losing opportunities with system integrators; our camera packaging is not integrator friendly. Some integrators are basing their buying decisions on how efficient they can configure and deploy a batch of cameras to a job site. These integrators pre-configure each camera in their lab before installation. The picture below is a rack of Bosch cameras being pre-configured inside the original packaging.



Integrators Process

Pelco SMR Solution

Cameras that are labor-intensive to access the RJ45 port are at a disadvantage over competitive cameras that have easy access to the RJ45 port. For example, to access the RJ45 port of a typical Pelco mini-dome camera involves unboxing and removing the lower dome and then repackage to ship to the job site.

SMR Solution:

Through the SMR process, we can offer two solutions.

1. We can pre-configure any camera per SMR 2-001980
2. We can cable any camera per SMR 2-004092. The female end of the cable will be located just inside the opening flap of the box. The picture above is an example of a Sarax Enhanced camera. The technician simply opens the lid of the box to connect the camera.
 - a. How to order: Special part numbers will be provided for each camera, with no additional upcharge. Contact the SMR department with detailed requirements.