

<b>PRODUCT LINE:</b>	VIDEO		
<b>PRODUCT:</b>	All		
<b>MODEL:</b>	All	<b>CATEGORY:</b>	NEW STRATEGY
<b>CONTACT:</b>	Local Technical Support	<b>DATE:</b>	2019-03-26

This communication announces changes to our video product offering and strategy. While we are conscious of the role that video surveillance provides to a complete security solution, rapid technology advances make it difficult to deliver leading-edge technologies. Therefore, we will be combining our unique capabilities in access control and intrusion detection with third-party video integrations.

Essentially, this decision means we will cease manufacturing video products and will no longer carry video solutions branded as Vanderbilt. Instead, we intend to provide open intrusion and access control platforms that can integrate with multiple third-party video partners.

In striving to always provide the best solutions and opportunities for you, we are confident that this evolution to our video strategy is the perfect fit. By evolving to a video partner rather than a video manufacturer, we will be more flexible and agile as a customer-first company given the greater variety of video products that we can provide to match our flagship products.

This will enable us to focus our manufacturing efforts on our core strengths and engineer better high-performance solutions in access and intrusion, while simultaneously delivering 100% on your video needs by partnering with the best solutions in the field. We believe this forward-thinking approach will keep us on top of industry trends and bring creativity, efficiency, and competitiveness to our market approach.

Initially, our video partners include Hikvision, Milestone, and GVD. Over time we will continue to work to expand our video partnerships, providing you with numerous solutions to fit your application needs. This phase-out of our video manufacturing will be carried out over two periods. The first wave will commence from 31 May 2019, with the second phase-out starting from 30 September 2019. Full details on all affected Vanderbilt products will follow in the coming weeks.