

VideolQ – FAQ for Avigilon Partners

Why did you choose to acquire VideolQ?

VideolQ's analytics solution complements Avigilon's innovative line of high-definition video surveillance and IT-friendly access control products. This acquisition will give us sophisticated, commercially proven analytics technology supported by one of the leading analytics development teams in the industry.

What is the benefit to customers?

The acquisition of VideolQ enables us to provide end-users with an open, end-to-end security solution that will ultimately include intelligent video analytics. Adding this technology to our HD video surveillance solution enables end-users to prevent crime proactively and more effectively analyze large amounts of data. By adding VideolQ's advanced technology to the Avigilon solution, our end-users will have the benefits of automated real time detection, real time alerts and post incident analysis and forensic search capability.

As an existing Avigilon partner, when will I be able to sell VideolQ's analytics solutions?

At this time, existing Avigilon partners will continue to be able to only sell Avigilon high-definition surveillance or access control products. Once the acquisition is complete, we will notify all of our global partners about any changes or updates to selling VideolQ products.

For now, please route any requests for selling VideolQ products directly to the VideolQ sales support department at sales@videoiq.com.

Will existing VideolQ partners now be able to sell Avigilon's high-definition video surveillance solutions?

At this time, existing VideolQ partners will continue to be able to sell only VideolQ analytics solutions, as is reflected in their existing partner agreements.

What changes will there be doing business with Avigilon? How will this announcement affect my existing agreement with Avigilon?

For the short-term, nothing changes. Please continue to order, request customer service, or otherwise interact with Avigilon as you have done up to this point. Once we have completed the transition of VideolQ's solutions and services into Avigilon's processes, we will notify all of our partners about any changes to existing practices and partner agreements.

Where is VideolQ's customer base? Is it US only or do they serve international customers?

VideolQ has a global customer base, with customers in numerous countries around the world.

Will VideolQ be rebranded as an Avigilon product, or will it remain as a standalone entity?

For the immediate future, VideolQ will continue to run as an independent company managed by Avigilon. Similar to our acquisition of RedCloud access control, VideolQ's technology and business structure will eventually be transitioned to an Avigilon product to provide one single, end-to-end solution for our customers and partners. We will communicate any of these changes to our partners directly once we have additional information.