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Business alliance between Asahi Net, Inc. and Milestone Systems A/S, and entry into the Japan cloud-based video surveillance solution business

Asahi Net, Inc. (Asahi Net; Head office: Chuo-ku, Tokyo, Japan; President: Jiro Hijikata; First section of the Tokyo Stock Exchange) and Milestone Systems A/S (Milestone Systems; Head office: Copenhagen, Denmark; President & CEO : Lars Thinggaard) have entered into a strategic partnership for technology development and sales operation in the Japan cloud-based video surveillance solution business.

This alliance will combine the technology of Milestone Systems, who with its open platform IP Video Management Software (below, VMS) technology has achieved the world's highest market share ranking (based on IHS Technology analysis), and the know-how of Asahi Net who has operated as an independent Internet Service Provider since the birth of the Internet, performing its own network construction, operation and maintenance in order to offer Internet connection service throughout Japan, thereby creating a cloud-based video surveillance solution for businesses.

Asahi Net will for the first time in Japan carry out product development and service development aimed at the migration to Milestone Systems' VMS cloud.

In addition to the use of surveillance cameras for crime prevention and disaster prevention, there have been an increasing number of implementations for various purposes including for manufacturing, health care, nursing care, education, construction, transportation and on-site for various services and events.

Japan is seeing a large market shift from analog cameras to IP cameras, and in addition to traditional on premise surveillance camera solutions there is also, in keeping with the fast-paced expansion of the market, an increasing need for a cloud type solution.

The system development, network construction and maintenance operation know-how Asahi Net has until now cultivated in Japan will be blended with Milestone Systems' highly regarded VMS "XProtect" that integrates innovation, reliability, scalability, stability and operability. Both companies plan to offer in the second half of this year through Milestone System's sales channels a versatile and secure one-stop cloud-type surveillance camera solution that is capable of imaging, transmission, storage, analysis and viewing, while not being bound by camera manufacturers, devices, etc.

The cloud offers an easing of the burden of costs, installation time and operating post-installation maintenance that is associated with surveillance camera solution implementation. We intend to actively expand our distinctive cloud-type surveillance camera solution in response to requests that other suppliers of traditional on premise solutions are failing to meet.

With the establishment of this alliance and the entry into the cloud-based surveillance camera solutions business, Asahi Net has been certified as a technical partner of Milestone Systems. Furthermore, with the objective of both companies aiming to cooperate closely in a wide range of areas including technology development and service development to offer Milestone Systems' cloud-based VMS "XProtect", Asahi Net has become the world's first Milestone Service Provider Partner (MSPP) .

1. Reduction of costs including that for installation, post-installation maintenance, etc.

The purchase of servers and storage equipment, etc. is not required, and there is no need to make space to install equipment. Furthermore, as there is no requirement to maintain equipment after it has been installed, it is possible to eliminate the various factors that were acting as barriers to the implementation of surveillance cameras.

2. High-quality, secure environment with a unique one-stop solution

The management of bandwidth and networks is recognized as being one of the most important factors for managing the large amount of data captured by cameras in the cloud. For a cloud-based surveillance camera solution, having Asahi Net as a communications company providing a stable communication environment will make starting with video of 5 Frames Per Second (FPS) to 10 FPS a reality. Moreover, using the network Asahi Net employs to provide its nationwide Internet connection service makes it possible for the data captured by cameras to be transmitted securely to Asahi Net's data center without it passing through the Internet. Asahi Net's national data centers will be the data storage points, and they are operated to the most stringent standards required of national communication carriers.[1]

3. Multi-vendor capable flexibility and scalability

Milestone Systems' VMS "XProtect Corporate" proudly has the world's highest market share and integrates a multi-vendor solution.[2]

Depending on the intended purpose of use, more than 100 international and domestic camera manufacturers are supported, and the solutions handles small-scale use of one camera to large-scale use of thousands of cameras. In addition, an important feature of "XProtect Corporate" is its ability of being able to use legacy analog cameras that have already been installed.

4. The convenience of cloud

Cloud makes it possible to have central management of all remote cameras on the network, no matter where the cameras are located. In addition, remote monitoring is possible regardless of whether the device is a tablet, smartphone or other device. Connecting mobile device cameras (like a smartphone) to the network is also possible and optimizes the available mobility making for new ways to use the surveillance camera solution.

5. Collaboration with partners around the world

Milestone Systems' VMS is multi-vendor capable, including vendors not involved with cameras such as those providing access control systems and image analysis software, etc. This makes it is possible to connect with the systems of over 200 partners. A number of features and services are being provided overseas that are not currently available in Japan and so in the future we expect to become increasingly versatile and responsive to the needs of the market and our customers in Japan, and this may possibly include the offering of new technologies.[3]

[1] It is possible for differences depending on the camera model used and the installation environment.
[2] When using Asahi Net's ISP network environment.
[3] XProtect Corporate is at the high end of Milestone Systems's VMS "XProtect" service lineup of surveillance camera systems.

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Asahi Net, Inc.

(First section of the Tokyo Stock Exchange; Head office in Chuo-ku, Tokyo; Established 1990)
Asahi Net, Inc. is an independent telecommunications company, providing the Asahi Net Internet connection service throughout Japan. Asahi Net has been involved in network construction, operation and maintenance since the birth of the Internet. For 10 years running Asahi Net has been ranked No. 1 for customer satisfaction. Based on system development and operational skills cultivated for its Internet connection service, Asahi Net created the "manaba" education support system in 2007, which is currently implemented campus-wide in 52 universities in Japan including Hitotsubashi University and Ritsumeikan University. Approximately 450,000 students and faculty use the "manaba" system.

Milestone Systems A/S

(Head office in Copenhagen, Denmark; Established 1998)
Milestone Systems is a global industry leader in open platform IP video management software, expanding globally and boasting the largest share of the global market in 2014, according to IHS Technology (USA). The high technical capabilities of Milestone Systems allow it to provide the ability to manage cameras from more that 100 camera manufacturers, and being compatible with ONVIF and PSIA it is compatible with thousands of devices and supports over 200 access control systems and image analysis hardware. The solutions that Milestone Systems provides is sold through its global partners and has been adopted in over 100 countries by organizations, public facilities, government facilities etc. Milestone Systems is highly acclaimed for its progressiveness, reliability, scalability, stability and operability.