



DALLMEIER EXPANDS MARKET PRESENCE IN THE CZECH REPUBLIC AND SLOVAKIA

AND OFFERS ON-SITE SOLUTIONS FOR VIDEO SECURITY AND BUSINESS OPTIMIZATION

Interview with Jan Bajnar, Business Development Manager CZ&SK bei Dallmeier electronic GmbH & Co.KG.

Why is Dallmeier now directly active in the Czech Republic and Slovakia?

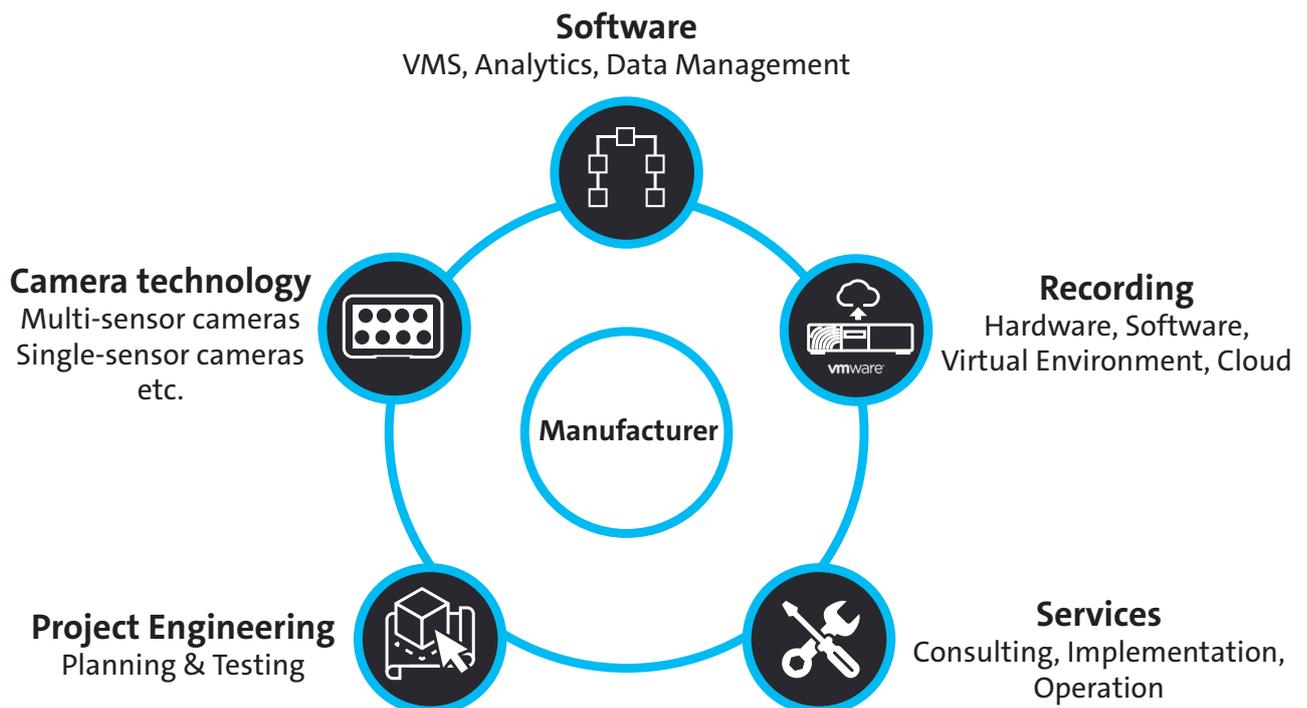
The Czech and Slovak Republics are important growth markets for us. By establishing a local presence, we are closer to the Czech and Slovak markets and can provide our customers with a direct contact here. This goes hand in hand with the expansion of our „Go to Market“ model: up to now, consulting and the final compilation of customer solutions has been handled by distribution and installers. For years Dallmeier has been offering complete, often individualised solutions consisting of video technology, recording and various management software modules for different industries. For the customer to receive a truly customised solution, comprehensive advice and support during planning and implementation by the manufacturer are necessary. This is only possible successfully with a contact person on site.

Many interested parties in the Czech Republic or Slovakia do not even know Dallmeier yet, what does Dallmeier offer?

For 35 years Dallmeier has been offering unique video security solutions worldwide. We combine innovative camera technology with state-of-the-art video analysis methods and a realistic use of artificial intelligence. These solutions are complemented by higher-level security and information management systems, naturally with comprehensive integration into various third-party systems. Our patented multifocal sensor system „Panomera®“ has made us particularly well known. a completely new camera concept.

Your answer is still very general, please explain it to us in more detail.

Yes, of course. I would like to use an example: in urban surveillance projects, large squares, streets or intersections must always be monitored in good and, above all, precisely definable resolution, with as little investment as possible in infrastructure and installation costs and with as few operators as possible. Panomera® reduces the number of cameras required many times over. In the city of Cologne, for example, we are





able to capture an area of almost 9000 square meters with a guaranteed resolution density of at least 200 pixels/m using only 8 Panomera® systems. The operators have an overview of the entire event on a few screens. If required, the emergency forces can then zoom into the action as if with a virtual PTZ camera. This is possible for almost any number of operators at the same time, and the entire event is always recorded.

What else distinguishes your approach from other systems?

The exact planning of the resolution density over the entire area is the basic prerequisite for the court usability of recordings, but also for sufficient image quality for AI applications. Above all, however, it is important to get away from the pure camera system. We combine Panomera® technology with various traditional and AI-based analysis functions. This enables us to implement functions such as automatic object tracking, automatic transfer to the next camera or a variety of applications based on people counting or any other data that we extract from the video image. The result is a completely new observation quality, which we call „3D Smart Viewing“.

The success in many countries seems to prove us right: Police and authorities in many cities in Germany and Europe are now using our solutions. Customers consistently tell us that they achieve their security goals much better than with conventional systems, while at the same time reducing infrastructure and operating costs.

Of course, the technology cannot only be used in the Safe City area: Many airports, industry - especially for perimeter protection, sports stadiums and logistics companies in Europe and worldwide - also use our solutions.

Thank you very much for your comments! But now we would be interested: What exactly are their tasks in the Czech Republic and Slovakia?

I form the communication interface between the Czech or Slovakian market and Dallmeier electronic in Regensburg. An important part of my work is to present Dallmeier technology and solutions to end customers, decision makers and investors. We are happy to provide interested customers with a test position of our technology, because many interested parties simply cannot imagine the advantages of our Panomera® technology and solutions. With our innovative 3D planning approach we are also able to use many presentation and planning resources from the company headquarters on site at the customer's premises in the Czech or Slovak Republics. In this way, the customer can get a very precise picture of our solutions in his environment in his own office, without having to get up from his desk, so to speak. Another core task is, of course, to accompany the customer through the entire process from initial consulting, planning and concrete implementation of individualized solutions to implementation and operation or support.

Mr Bajnar, thank you very much for the interview and good luck for the future!



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