

Axis Communications' Academy

Number one in network video knowledge.

The video surveillance market is changing as older analog systems converge towards network video technology. New techniques, applications and integration possibilities are driving the convergence. To succeed in this increasingly competitive market, you need superior skills and expertise on IP-based video solutions. Team up with Axis Communications' Academy, number one in network video knowledge, to ensure that you are always a step ahead of the competition.

Training from the leading experts in network video

Axis Communications' Academy trainers have the highest technical competence, as well as expertise on the latest network video innovations and trends. Attending our Academy trainings ensures that you will receive important product knowledge and a solid education in network video, so that you can recommend and implement Axis network video solutions. Our training program provides the tools and information you need to deliver and support your customers throughout the sales cycle - from demonstration and evaluation, to implementation, operations, and continual support.

About Axis Communications' Academy

The partnership concept is the very cornerstone of our approach. And Axis believes that close, highly collaborative, long-term relationships create a mutually beneficial eco-system of opportunities. The Axis Communications' Academy was established in 2004 as an investment in our partners, providing a range of educational curricula to boost your competence and confidence about Axis products and network video technology. Since its inception, we have trained more than 7,000 people worldwide.

Learning the fundamentals

Network Video Fundamentals and Video Solution Fundamentals are the building blocks of the Axis Communications' Academy training program. The fundamentals have been developed and refined to meet the educational requirements of both traditional analog CCTV and IT professionals. So that whatever your background, you can achieve the advanced technical proficiency you need to work successfully with Axis products and solutions.



- > Gain a competitive edge
- > Qualify for partnership
- > Training from the leading experts
- > Broad course offering
- > Hands-on training

"To be able to send people on an established high quality training program is of paramount importance to us as a business."

Simon Barnard, Director, IDC UK.

Network Video Fundamentals

The two-day Network Video Fundamentals course is designed to give you the information and training you need to successfully complete an Axis product installation. This highly interactive forum includes a mix of informative presentations and practical hands-on labs covering:

- > Networked environments
- > Advantages of network video
- > Camera installation
- > Video compression techniques
- > Image quality
- > Video management software
- > Intelligent video and event management

Successful completion of the Network Video Fundamentals course is a big step towards achieving the status and additional benefits of the Solution Silver level of the Axis Channel Partner Program, and is a prerequisite for advanced training at the Video Solution Fundamentals course.

Video Solution Fundamentals

The one-day Video Solution Fundamentals course provides advanced training on system solutions and design. With emphasis on practical exercises, you will set up a full scale surveillance solution under the competent supervision of an Academy trainer, giving you the knowledge foundation required to deliver end user tenders for mid-size surveillance systems.

Successful completion of the Video Solution Fundamentals is a highly rewarding investment – opening up the door to reaching the Solution Gold level of the Axis Channel Partner Program and the connected opportunities, status and privileges of this category.

Advanced Modules*

The Advanced Modules within Axis Communications' Academy, packaged as one day trainings, are focused courses to meet specific educational requirements of installers and technical specialists.

Managing surveillance with AXIS Camera Station 3.0

AXIS Camera Station is a complete monitoring and recording system for up to 50 cameras. Designed for Axis network video products, this software offers easy installation and setup with automatic camera discovery, multi-configuration of devices and a powerful Event Configuration Wizard. This course will give you the skills you need to successfully deploy and manage a mid-size surveillance system.

Migrating from Analog CCTV to IP-based surveillance

Do your customers have large analog-based installations? You can help them maximize their investment in legacy analog equipment, while still providing them with the powerful advantages of network video. With Axis video encoders, users from different locations can simultaneously view live images from the same analog camera using a web browser or video management software. Video encoders also enable expanded migration possibilities with the addition of network cameras to the system.

Getting the most out of your network camera

Superior image quality is an important factor in camera selection. However, even the best camera will not deliver good images in poorly designed environments. Learn how lighting, image detail, camera placement, camera settings and other environmental factors can impact your image quality. And make sure to optimize your camera installations – every time!



*Advanced module courses are subject to availability and may vary from country to country. For full details, please refer to the Academy website at www.axis.com/academy

Join Axis Communications' Academy now!

Visit www.axis.com/academy