



MIPS 2011

Where all the pieces comes together

Milestone Integration Partners Symposium, Asia (MIPS) 2011

Capitalize on this exclusive opportunity to be immersed in the Milestone community at the Milestone Integration Partners Symposium. With insight from Milestone on the IP security industry, integration demonstrations and new product introductions, the Milestone road show is the key event for you to grow your business.

Thailand, Bangkok – July 7,8 2011

Everyone knows that Open Platform is the present and future of IP video management. But do you know what it really takes to meet all the hallmarks of an open platform system?

This seminar 'MIPS' highlights what Open Platform really means, why it is important and how you can tap into the success that we as the market leader have had over the past 10 years.

We hope you will be inspired by seeing how Milestone can help grow your business. Not only do we share updates on and insights to our products and the business opportunities in the Channel Partner Program, but you will also get valuable tips on selling the open platform, fighting competition as well as a structured approach to value selling.

At this seminar you will hear about:

- What MIPS is about
- The value of integrations
- How to grow your business with Milestone

The focus is on you as a channel player; the information shared is very factual and case-oriented and there's room for dialogue.

Participation & Sign up

MIPS will be held in Thailand, Bangkok on

- 6 July 2011 - 1900-2100 - Registrations and welcome dinner
- 7 July 2011 - 0830-1700 - Registrations and seminars, exhibitions
- 7 July 2011 - 0830-1700 - Gala Dinner with awards presentations (Attire: Smart Casual)
- 8 July 2011 - 0900-1600 - Seminars and exhibitions

The participation fee for the seminar is USD499.00/pax includes:

- Single Bed Room Hotel or Twin Sharing Room in Hotel, respectively
- Participations for the two-day seminar
- Welcome Dinner
- Lunch and Tea-Breaks on both days
- Gala Dinner
- Delegate bag with marketing material from Milestone and the participating Alliance/Solutions Partners
- An XProtect Professional 4 camera license to be issued to one set per company only, worth MSRP **US1060.00**
**second attendees sharing room (if twin sharing room is chosen) and attending event will only need to top-up with US249.00.

Sign up today to secure your participation. The number of seat is limited and will be given on a first come, first serve basis. *RSVP by 30 April 2011, payment by 15 May 2011 to secure your seat.

Seminar venue: Renaissance Bangkok Ratchaprasong Hotel, 518/8 Ploenchit Road, Bangkok, 10330 Thailand

For questions or more information, contact **Louis Lyu**, llk@milestonesys.com, **Linda Chan**, lc@milestonesys.com, **Sunny Kong**, sk@milestonesys.com

We look forward to seeing you in Thailand, Bangkok in July 2011!

MIPS Asia 2011 Agenda

Wednesday, July 6

- 10:00 a.m. – 5:00 p.m. Booth setup for all participating partners (must be completed by designated time)
- 7:00 p.m. – 10:00 p.m. Welcome reception with food and beverages

Thursday, July 7

- 8:00 a.m. – 9:00 a.m. *Breakfast buffet*
- 9:00 a.m. – 9:15 a.m. **Welcome to Day 1: Opening Remarks** – Mads Bo Frederiksen, Director of Sales and Marketing, Asia
- 9:15 a.m. – 10:00 a.m. **Milestone Keynote Presentation** – Eric Fullerton, Chief Sales and Marketing Officer
- 10:00 a.m. – 10:45 a.m. **XProtect® Enterprise 8 Launch** – Juliette Gustavsson, Head of Corporate Marketing and Christian Bohn, Head of Product Management
- 10:45 a.m. – 11:15 a.m. *Break*
- 11:15 a.m. – 11:45 a.m. **The Race is On: Industry update** – Eric Fullerton
- 11:45 a.m. – 12:15 p.m. **Partner Presentation** – Axis Communications
- 12:15 p.m. – 1:30 p.m. *Lunch*
- 1:30 p.m. – 2:00 p.m. **MIP SDK Introduction** – Christian Bohn
- 2:00 p.m. – 2:30 p.m. **Partner Presentation** – Firetide
- 2:30 p.m. – 3:00 p.m. **Partner Presentation** – Briefcam
- 3:00 p.m. – 3:30 p.m. *Break*
- 3:30 p.m. – 4:00 p.m. **Partner Presentation** – Delopt
- 4:00 p.m. – 4:45 p.m. **Milestone tools to improve your business** – Juliette Gustavsson

6:30 p.m. – 7:30 p.m.	Cocktail reception
7:30 p.m. – end of night	Milestone Awards Gala Dinner

Friday, July 8

8:00 a.m. – 9:00 a.m.	<i>Breakfast buffet</i>
9:00 a.m. – 9:15 a.m.	Welcome to Day 2 – Mads Bo Frederiksen
9:15 a.m. – 10:00 a.m.	Industry update – Hayden Hsu, Editor in Chief of A&S International
10:00 a.m. – 10:30 a.m.	Case Study 1 – IFLY
10:30 a.m. – 11:00 a.m.	<i>Break</i>
11:00 a.m. – 11:30 a.m.	Case Study 2 –
11:30 a.m. – 12:00 p.m.	Group photo session for all participants
12:00 p.m. – 1:00 p.m.	<i>Lunch/free time</i>
1:00 p.m. – 1:45 p.m.	Product roadmap updates – Christian Bohn
1:45 p.m. – 2:15 p.m.	Channel partner program presentation – Lawrence S. de Guzman, Director of Distribution, Key Accounts and Verticals
2:15 p.m. – 3:00 p.m.	Milestone Value Selling – Keven Marier, CEO of Connex International
3:00 p.m. – 3:15 p.m.	MIPS Asia 2011 wrap-up discussion – Eric Fullerton and Mads Bo Frederiksen
3:15 p.m. – 4:00 p.m.	<i>Break / Meet the Experts</i>

****The MIPS Asia 2011 agenda is subject to change without prior notice. All participating partners will receive an updated agenda when available.**

Registrations

Company Name

Contact name

E-mail

Company Address

Phone/mobile

I would like to sign up for :

Single attendee (Single Bed-room or Twin Sharing-room)

cost: USD499.00

Single attendee without hotel room service

cost: USD249.00 (Benefit with Milestone XProtect Professional 4 cameras licenses)

Single attendee without hotel room service

cost: USD249.00 (Benefit with Digitalcom's Voucher)

Date Signature

Name (print)

Title

Please return this leaflet to:

Marketing Team : marketing@digitalcom.com

Tel. 02-2545525 Fax. 02-2545530