

# Milestone Solution Design

## Training class agenda



Note: Each attendee must bring a laptop with wireless connectivity, a modern browser capable of accessing the internet, and the ability to access Microsoft Excel.

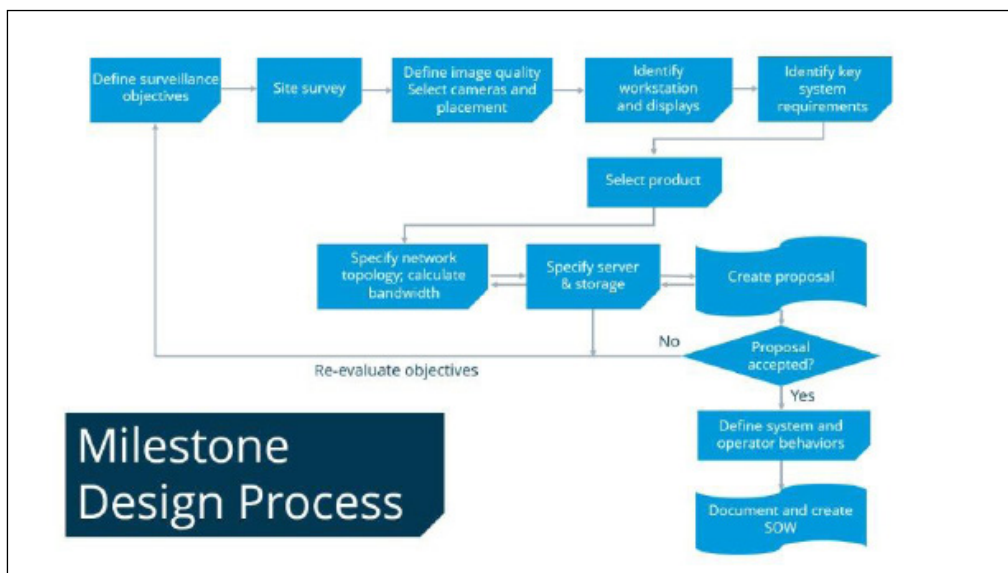
## Target audience

The target audience includes entry- to mid-level security and surveillance professionals who have the direct responsibility to design Milestone surveillance systems, as well as entry- to mid-level technical sales professionals who want to better understand and position the Milestone Advanced platform to their customers.

## Course description

The Milestone Solution Design instructor-led training class provides attendees with the knowledge and skills needed to design Milestone XProtect® Advanced (XProtect® Expert and XProtect® Corporate) surveillance systems that effectively support customers’ surveillance objectives and optimize return on investment.

Based on the Milestone Design Process, the class presents relevant information and hands-on exercises to lead attendees through surveillance system design, focusing on the Milestone-specific components of the process.



Attending this class helps prepare attendees to take the [Milestone Certified Design Engineer \(MCDE\) online assessment](#).

The course duration is two full working days, 9:00 AM to 5:00 PM, with a total seat time of 12 hours. Coffee and other refreshments are provided throughout the day and lunch is provided.

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## Course format

This two-day training class consists of a series of hands-on exercises that helps attendees successfully design effective solutions for real-life scenarios.

Step-by-step instructions guide attendees as they work to gather information, define surveillance objectives, specify hardware and Milestone products and features, as well as discussion topics that address common solutions.

Attendees leave with annotated notes to help transfer their knowledge to the field.

## Prerequisites

We strongly recommend attendees complete the [Milestone Design Engineer Training Track](#) before attending the class.

Training Tracks are available in the eLearning section of the Milestone Partner Learning Portal.

## Technical equipment

Each attendee is required to bring a laptop with wireless connectivity, a modern browser capable of accessing the internet, and the ability to access Microsoft Excel.

## Class materials

Each attendee will receive the following materials in class:

- The Milestone Solution Design: Exercise Handbook
- The Milestone Solution Design: Reference Book
- Electronic copies of the class presentation, exercise handbook, job aids, and design-related whitepapers

## Documents and credits

When class concludes on the second day, a completion document will be available to download and print in each attendee's Milestone Learning Portal profile. This document can be submitted to Building Industry Consulting Service International (BICSI) for up to 12 Continuing Education Credits, and to CPD Certification Service for 12 CPD hours/points.

## Agenda (2 days)

### Day 1:

- Solution Design Course Introduction
- Defining Surveillance Objectives
- Determining Image Quality and Selecting Camera Selection
- Identifying Roles and Design Workstations
- Determining Key System Requirements

### Day 2:

- Choosing the Right Milestone Product
- Specifying Network Topology
- Developing Proposals
- Defining System and Operator Behaviors

## Hands-on exercises

### Defining surveillance objectives

- Exercise 1: Identifying surveillance objectives
- Exercise 2: Discussing site survey best practices

### Determining image quality and selecting cameras

- Exercise 3: Determine dimensions from surveillance images
- Exercise 4: Calculating image resolution for license plate recognition
- Exercise 5: Calculating retail entrance resolution
- Exercise 6: Selecting and placing cameras

### Identifying roles and design workstations

- Exercise 7: Assigning workstations

### Determining key system requirements

- Exercise 8: Examining real world scenarios (key elements)
- Exercise 9: Examining real world scenarios (cyber security)

### Choosing the right Milestone product

- Exercise 10: Choosing XProtect VMS products

### Specifying network topology

- Exercise 11: Designing Network Topology
- Exercise 12: Using the Milestone Server Calculator
- Exercise 13: Using the XProtect Server Calculator—part 1
- Exercise 14: Using the XProtect Server Calculator—part 2
- Exercise 15: Using the XProtect Server Calculator—part 3

### Developing proposals

- Exercise 16: Determining Milestone licensing

### Defining system and operator behaviors

- Exercise 17: Exploring statement of work elements