

**Bulletin #**

**DATE: DECEMBER 1, 1998**

**TO: SECURITY SYSTEMS RESELLERS**

**FROM: WILLIAM YAN**

**SUBJECT: INTRODUCTION OF HSR-1 DIGITAL SURVEILLANCE VIDEO RECORDER AND HSRA-11 CAMERA INPUT BOARD**

Sony Security Systems is pleased to introduce the NEW HSR-1 Digital Surveillance Recorder and HSRA-11 Camera Input Board.

The new unique concept of HSR-1 digital solutions uses the hybrid technology of HDD and DV data media with the combination of built-in multiplexer to meet essential high performance digital video recording and archiving requirements for variety of security CCTV applications. Sony focuses the HSR-1 on its Reliability, Maintenance, Picture Quality, Refresh Rate and Storage Capacity. Using the latest DV tape media as a data storage to maximize its 60G byte of storage capacity, it can offer at least one picture per second refresh for each 16 cameras in 24 hour recording mode with 360 TV lines of horizontal resolution and more than 48 dB of signal to noise ratio.

<b>Product Name</b>	<b>Brief Description</b>	<b>Suggested List Price</b>	<b>Reseller Price</b>	<b>Availability</b>
<b>HSR-1</b>	Digital Surveillance Video Recorder	\$ 7,695.00	\$ 5,386.00	March 1999
<b>HSRA-11</b>	Camera Input Board	\$ 475.00	\$ 356.00	March 1999

**FEATURES AND BENEFITS: HSR-1**

<b>HSR-1</b>	<b>Features</b>	<b>Benefits</b>
	Picture Quality Selection	Four flexible picture quality mode selections are available. <b>Super Mode:</b> More than 500 TV lines of horizontal resolution and 48 dB S/N ratio. <b>High Mode:</b> 360 TV lines of horizontal resolution with more than 48 dB S/N ratio. <b>Mid and Low Modes.</b>
	Large Storage Capacity	Using DV-270 cassette tape, storage capacity increases to more than 60G byte of DV data. <b>Super Mode:</b> Store more than 900 thousand pictures. <b>High Mode:</b> Store more 1.9 million pictures. <b>Mid Mode:</b> Store more than 3.8 million pictures. <b>Low Mode:</b> Store more than 7.7 million pictures.

**INTRODUCTION OF HSR-1 DIGITAL SURVEILLANCE VIDEO RECORDER AND HSRA-11  
CAMERA INPUT BOARD**

Page two

HSR-1	Features	Benefits
	Longer Recording Time	Using DV-270 cassette tape at one second interval, recording time can be extended to 90 days per camera. <b>Super Mode:</b> 11.25 days. <b>High Mode:</b> 22.5 days. <b>Mid Mode:</b> 45 days. <b>Low Mode:</b> 90 days.
	High Refresh Rate	Maximum number of pictures per second per camera at 16 inputs: <b>Super Mode:</b> 1.25 <b>High Mode:</b> 2.5 <b>Mid Mode:</b> 2.5 <b>Low Mode:</b> 2.5
	High Reliability and Less Maintenance	Excellent reliability and reduced maintenance cost can be realized by the HDD and DV tape drive hybrid configuration. The tape transport and heads rest until data is transferred from the HDD. This reduces the mechanical motion and head running time drastically compared to conventional VCR.
	Multiple Security Protection Functions	HSR-1 prevents recording failures: IF HDD fails - Direct recording on tape or IF Tape drive fails - Recording continues on HDD and if a recording failure is detected on the tape, the data will be re-written.
	Compact Size	Dimension: 355 x 125 x 410 mm (WHD) or 14 x 5 x 16 ¼ inches (approximate) DV cassette tape is only 1/3 the size of VHS tape.
	Expandability	With the optional HSRA-11 four camera input board, the HSR-1 configuration can be expanded from the standard 4 camera input up to 16.
	Built-in Multiplexer	Allows for independent recording and monitoring of up to 16 camera inputs. Nine different choices of various monitoring patterns can be seen on a single monitor.
	RS-232C Interface	Communication interface connection with external equipment to facilitate control, status sense, parameter preset and user data read/write.
	Flexible Camera Assignment	Five preset recording modes can be flexibly combined with picture quality mode, tape length, recording time, number of camera inputs and the recording cycle of each camera.

**INTRODUCTION OF HSR-1 DIGITAL SURVEILLANCE VIDEO RECORDER AND HSRA-11 CAMERA INPUT BOARD**

Page three

<b>HSR-1</b>	<b>Features</b>	<b>Benefits</b>
	Flexible Alarm Mode	Alarm recording can be programmed to desired recording mode and time duration, or to permit normal recording during the day and alarm recording at night.
	Continuous Recording	Able to record continuously while changing or rewinding tapes.
	Security Lock Functions	Lock button or password on the front panel or from PC via RS-232C interface.
	Water Mark System	Message is displayed on the screen when alteration is detected.
	Intelligent Functions	Capable of time/date and alarm search from the unit or via RS232C. The HSR-1 is capable of user data read/write via RS232C interface. Allows the specific user data to be searched from a PC. Noiseless picture search is available from the unit or the optional remote controller SVRM-100A.
	Quick Recording Start	Start recording automatically when power is turned on.
	Hyper Mode Frame Recording	In addition to the four quality recording modes, hyper frame high resolution recording mode of more than 500 TV line of horizontal resolution is available. Double the vertical resolution of super mode. It can record 486,000 pictures on a single DV-270 tape.

**FEATURES AND BENEFITS: HSRA-11**

<b>HSRA-11</b>	<b>Features</b>	<b>Benefits</b>
	Modular Four Camera Input Board	Convenient and easy to install expandable camera input board up to maximum of 4 boards (16 cameras) per HSR-1.

**INTRODUCTION OF HSR-1 DIGITAL SURVEILLANCE VIDEO RECORDER AND HSRA-11  
CAMERA INPUT BOARD**

Page four

**HSR-1 SUPPLIED ACCESSORIES:**

AC power cord (x1)  
Operating instruction manual  
37 pin parallel connector  
DV-270, 270 minutes DV cassette tape

**HSR-1 OPTIONAL ACCESSORIES:**

HSRA-11, 4 cameras input board SVRM-100A, Remote control unit
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**LITERATURE ORDER #:** S-HSR1

All features and specifications are subject to change without notice.

For further information, please contact your local Sales Representative or Zone Account Manager.

Good Selling!

William Yan  
Marketing Manager, Security Systems  
Broadcast and Professional Group

**DATE: DECEMBER 1, 1998**

**TO: SECURITY SYSTEMS RESELLERS**

**FROM: WILLIAM YAN**

**SUBJECT: HSR-1 AND HSRA-11 INTRODUCTORY PROMOTION PROGRAM**

Sony Security Systems is pleased to announce the HSR-1 Digital Surveillance Recorder and HSRA-11 Camera Input Board introductory promotion program.

**SPECIAL PROMOTION PRICE:**

All purchase orders received, credit cleared and shipped by March 31, 1999 will receive the following special promotion price.

	<b>RESELLER REGULAR PRICE</b>	<b>RESELLER PROMOTION PRICE</b>	<b>PRICE SAVINGS</b>	<b>Availability</b>
<b>HSR-1</b>	\$ 5,386.00	\$ 5,116.00	\$ 270.00	March 1999
<b>HSRA-11</b>	\$ 356.00	\$ 338.00	\$ 18.00	March 1999

**SAMPLE'S EXTENDED PAYMENT TERMS AND DISCOUNT:**

When you order your initial HSR-1 sample you will receive:

- 1). The special promotion price of \$ 5116.00.
- 2). 180 day payment terms.
- 3). A \$255.80 discount off the sample promotion price for every additional HSR-1 ordered at regular price, credit cleared and shipped by September 30, 1999.

**TERMS AND CONDITIONS:**

- \* Sample order must be received, credit cleared and shipped by March 31, 1999.
- \* Maximum of one sample per account. Multiple locations can order one per location.
- \* Maximum of up to \$5116.00 discount can be earned toward the sample unit per account per location. i.e. 20 units @ \$255.80 = \$5116.00.
- \* Sony will issue a credit of the earned discount in October 1999.
- \* No returns of sample.

For further information, please contact your local Sales Representative or Zone Account Manager.

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William Yan  
Marketing Manager, Security Systems  
Broadcast and Professional Group