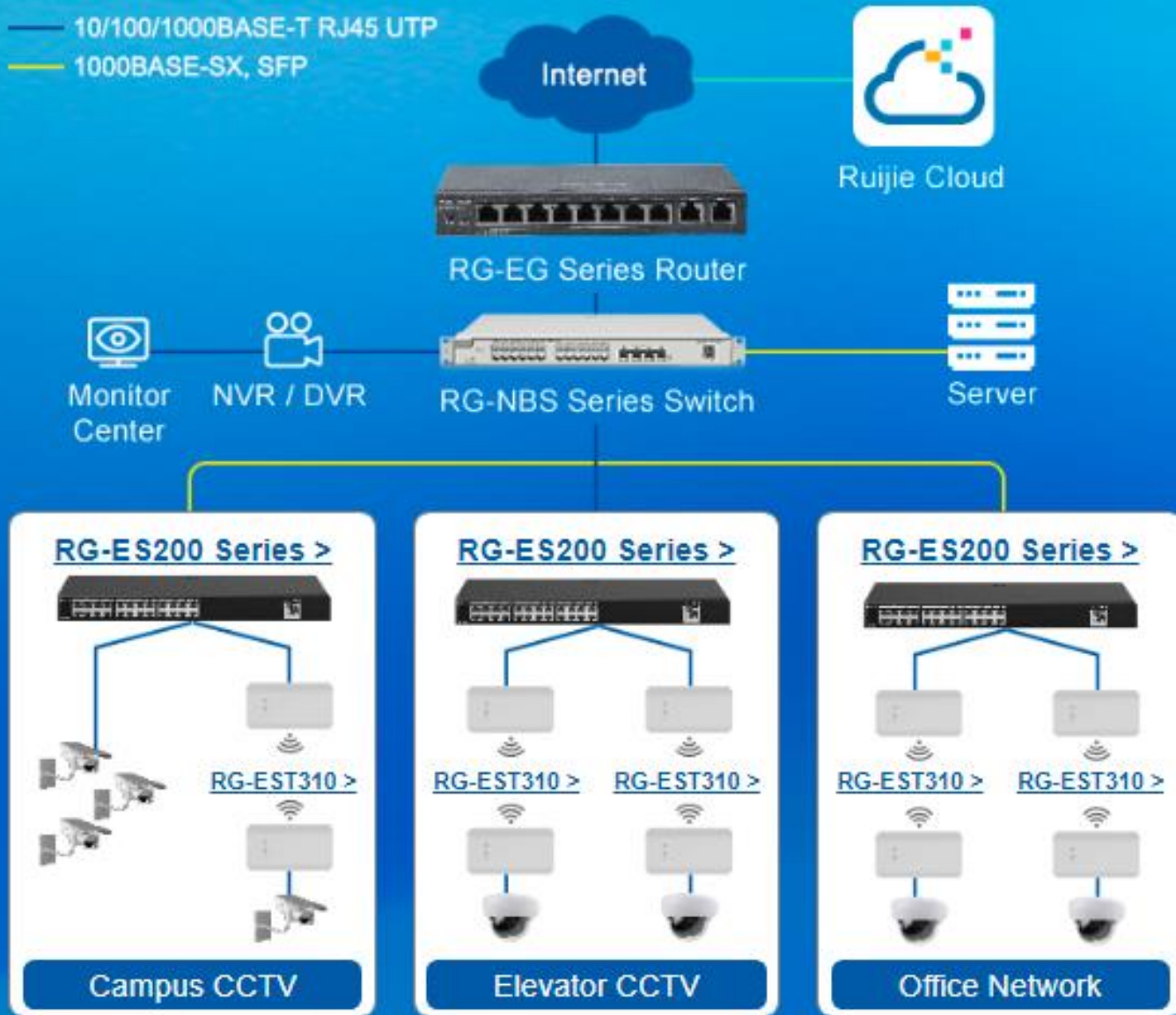


Smart Network for CCTV Solution

The image features two white, bullet-style CCTV cameras mounted on a building's exterior. The camera in the foreground is larger and more prominent, while the second camera is positioned higher and further back. The building has a grid-like pattern of windows, and the sky is a clear, bright blue with some light clouds. The overall scene is brightly lit, suggesting a sunny day.

Date: 22-6-64 / 10:00-11:30

— 10/100/1000BASE-T RJ45 UTP
— 1000BASE-SX, SFP



Smart Network for CCTV Solution

Date: 22-06-64

Present by
Utain Chaiyos
Line: chaiyos-computer
T. 089-699-9301

Authorized Dealer
Ruijie Product @Thailand

สอบถามข้อมูลราคาสินค้า:

LINE: CHANPEN-RAJA

Company Introduction

Leading Vendor in China Market

/ Ruijie Achievements /

- **No.1** in **Wi-Fi 6** product shipment
- **No.2** market share in the Chinese **Enterprise WLAN** market
- **No.3** market share in the Chinese **Ethernet switch** market

Source: Tracking Report on IDC in Q3 2020



IDC China
901 Tower E, Global Trade Center
No. 38 North 3rd Ring Road, Dongcheng District
Beijing, China, 100013
Tel: +86 10 8880 1666
www.idc.com.cn

Authorization for the Use of IDC Data

In the absence of prior written consent, the IDC name, logo, trademarks or copyrighted information cannot be used in promotional materials, publicity releases, advertising, or any other similar publications or communications, whether oral or written.

Please consider this letter as written authorization for the following company to use the below IDC data for the stated purpose only. However please note that the below data will be expired by a approval from IDC. Any deletion, addition, or other changes to the below quote should be submitted to IDC for confirmation again.

Company Authorized: Ruijie
Department: Branding
Contact person: LI Hongyu
Tel: 010-5119259
Fax: 8610-51413399
Email: lihongyu@ruijie.com.cn
Address: 11F, East Wing, ZhongYIPengao Plaza, No. 29 Fuxing Road, Haidian District, Beijing 100036, China

IDC Data Will be Used for: Bidding

Source of Data: IDC China Quarterly Ethernet Switch Tracker, 2020Q3

Expiry Date: The use of the below approved data will be expired in three months from the date of this authorization, or need to be replaced when the next updated version is available.

Approved IDC's Data / Quotes:

Ruijie in China Market				
Calendar Quarter	Market	Vendor Revenue (Million USD)	Market Share (By Vendor Revenue)	Ranking (by Vendor Revenue)
2020Q1	WLAN	12.4	10.2%	2
2020Q2		35.7	10.2%	2
2020Q3		53.3	21.4%	2

* Disclaimer: IDC is not responsible for any damage or loss resulting from the use of this information, regardless of the circumstances, and will be held harmless for any expense, suffered or incurred as a result of, or in connection with, the use of this information by any party pertaining to that use.

Judy Fox
Managing Director, IDC China
2021 Jan-18th



IDC China
901 Tower E, Global Trade Center
No. 38 North 3rd Ring Road, Dongcheng District
Beijing, China, 100013
Tel: +86 10 8880 1666
www.idc.com.cn

Authorization for the Use of IDC Data

In the absence of prior written consent, the IDC name, logo, trademarks or copyrighted information cannot be used in promotional materials, publicity releases, advertising, or any other similar publications or communications, whether oral or written.

Please consider this letter as written authorization for the following company to use the below IDC data for the stated purpose only. However please note that the below data will be expired by a approval from IDC. Any deletion, addition, or other changes to the below quote should be submitted to IDC for confirmation again.

Company Authorized: Ruijie
Department: Branding
Contact person: LI Hongyu
Tel: 010-5119259
Fax: 8610-51413399
Email: lihongyu@ruijie.com.cn
Address: 11F, East Wing, ZhongYIPengao Plaza, No. 29 Fuxing Road, Haidian District, Beijing 100036, China

IDC Data Will be Used for: Bidding

Source of Data: IDC China Quarterly Ethernet Switch Tracker, 2020Q3

Expiry Date: The use of the below approved data will be expired in three months from the date of this authorization, or need to be replaced when the next updated version is available.

Approved IDC's Data / Quotes:

Ruijie in China Market				
Calendar Quarter	Market	Vendor Revenue (Million USD)	Market Share (By Vendor Revenue)	Ranking (by Vendor Revenue)
2020Q1	Ethernet Switch	43.3	10.2%	3
2020Q2		128.5	10.2%	3
2020Q3		166.7	14.4%	3

* Disclaimer: IDC is not responsible for any damage or loss resulting from the use of this information, regardless of the circumstances, and will be held harmless for any expense, suffered or incurred as a result of, or in connection with, the use of this information by any party pertaining to that use.

Judy Fox
Managing Director, IDC China
2021 Jan 16th

Gartner Magic Quadrant Recognition

/ Top 5 Global Market Share /

Strength

- **Aggressive Cloud Management Strategy:**
The free Ruijie cloud solution excludes licensing costs, regardless of the number of devices managed
- **Advanced Network Technologies:**
This includes automation and policy enforcement capabilities.

Source: Gartner MQ Report (2020)

Figure 1. Magic Quadrant for Wired and Wireless LAN Access Infrastructure



Magic Quadrant คือ ชื่อของรายงานการวิจัยทางการตลาด (Market Research Reports) โดยบริษัท Garner Inc. ซึ่งเป็นบริษัทเพื่อการวิจัยและให้คำปรึกษาของประเทศสหรัฐอเมริกา ซึ่งมีจุดประสงค์เพื่อการวิเคราะห์เชิงคุณภาพของผลิตภัณฑ์ในตลาด รวมทั้งทิศทาง, พัฒนาการของเทคโนโลยี และผู้มีส่วนร่วมกับผลิตภัณฑ์นั้นๆ

IDC: worldwide cloud IT Infrastructure Market Forecast

There are more than 1,100 IDC analyst experts in over 50 countries

รายงานการวิจัยดังกล่าวจะจัดแบ่งตามเทคโนโลยีในปัจจุบัน เช่น Enterprise Network Firewall, Wired and Wireless Access LAN, WAN Optimization Controller และอื่นๆอีกมากมาย ซึ่งจะถูกจัดทำขึ้นทุกๆ 1 – 2 ปี

Source: <https://www.techtalkthai.com/>

What We **MOST** care about?



Brand?

Solution?

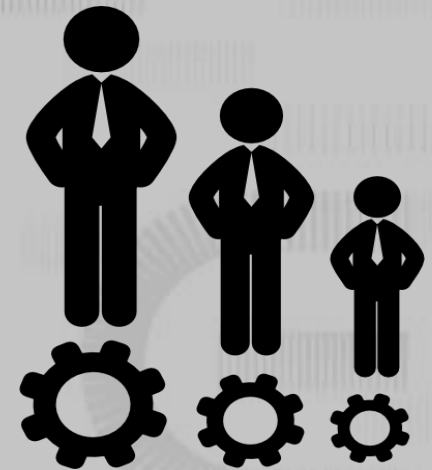
Manpower?

Ruijie | **Reyee**

tp-link

D-Link

Really?



Our **MOST** care about

Make **MONEY**



WIN projects

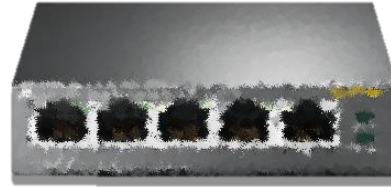


Traditional Way of CCTV SI to Win Projects

How to **WIN** CCTV projects traditionally

Price War

Unmanaged Switch



Why NOT Managed Switch?

Why NOT **Managed Switch**?

Need **Good Knowledge** and setup **Complicated**

Unmanaged switch much **Cheaper** and **Good Enough**

CCTV network is too simple to **Offer Additional Value** for customers

Traditional Thoughts - 1

Unmanaged Switch



Plug and Play

V/S

Managed Switch



Setup Complicated

Really?



Really Complicated?

QR-Code Provisioning



1 Minute finish setup



**Not complex than
unmanaged switch**

Register to be Ruijie Cloud User

Manage Your Network at Fingertips

GET IT ON
Google Play

Download on the
App Store



Please:

- Download or Upgrade Ruijie Cloud APP
- Finish Registration in Advance

← Become a Partner Done

Thank you for applying the Ruijie partner. It is time to complete your information so that we can better serve you. Don't worry, the process is quick and easy.

Solution

Miss Mrs Mr

First Name

Binny

Last Name

Company/Organization

Country

Phone Number

Traditional Thoughts - 2

Unmanaged Switch



Good Enough

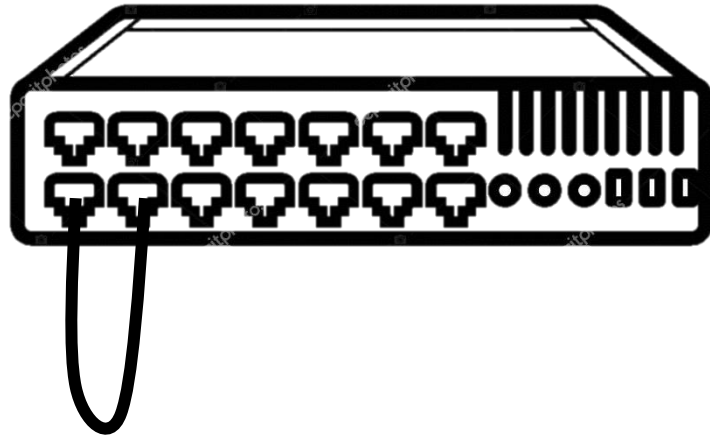


Managed Switch



Waste Money

Unmanaged switch Loop Live Demo



What is Loop?

**Still thinking
it's good enough?**

Network Loop issue on Unmanaged Switch

How to solve it?

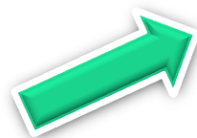


Impact to SI

Onsite



Time & Expenses High



Profit Decline



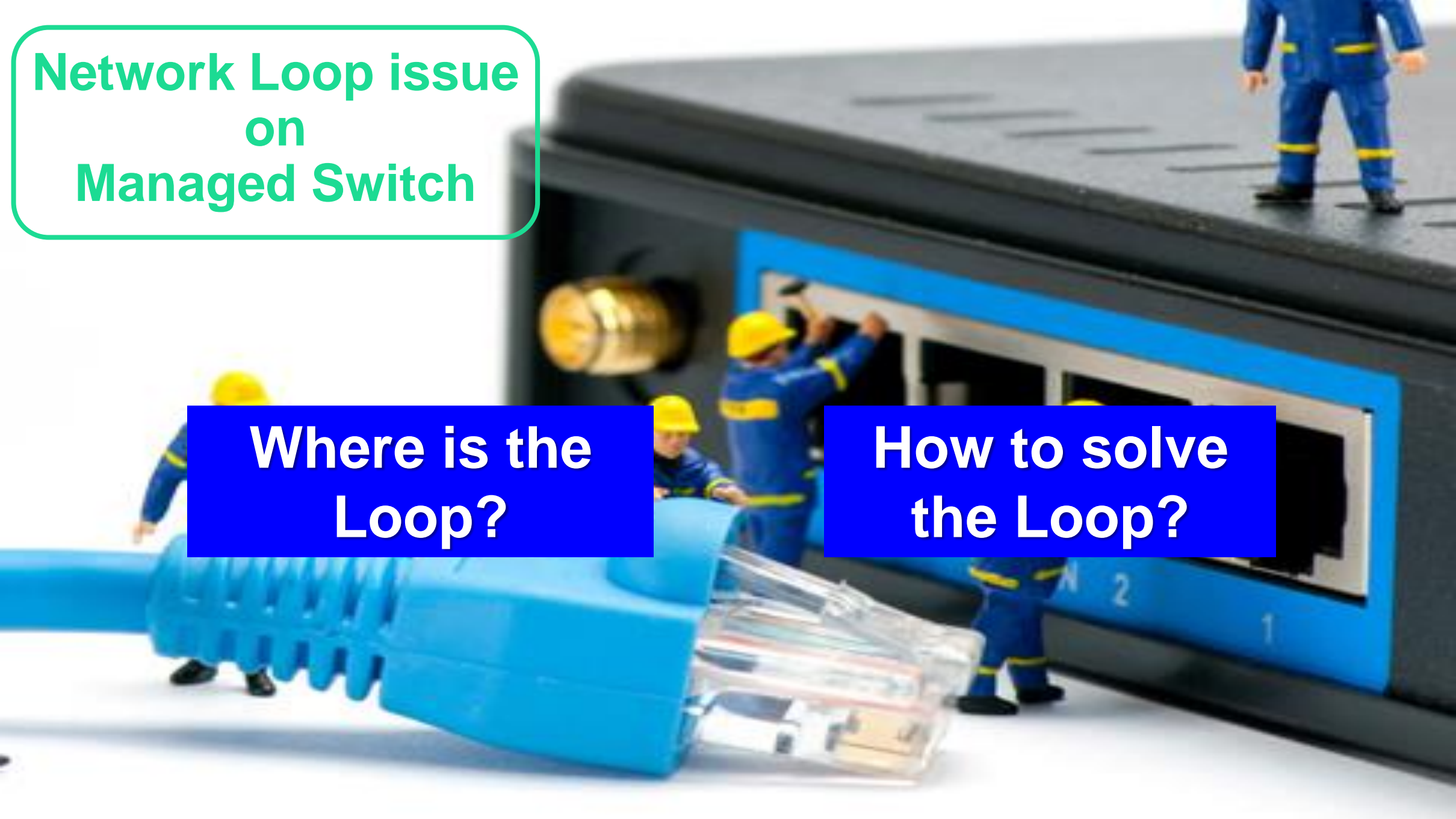
End-user Complained



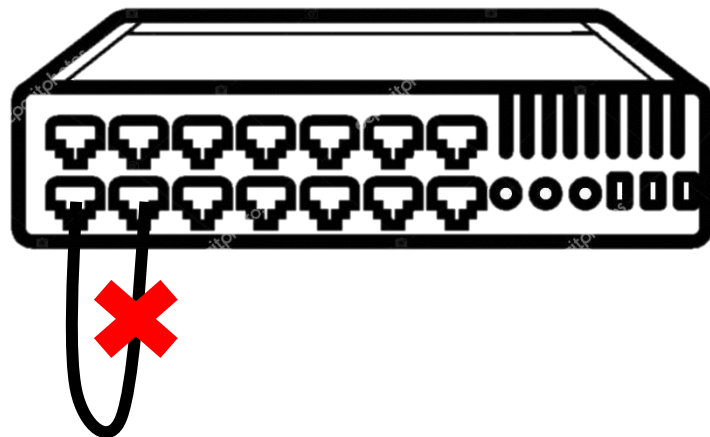
Network Loop issue on Managed Switch

**Where is the
Loop?**

**How to solve
the Loop?**



Loop Prevention Live Demo



Benefit to SI

Automatic Prevention



Time & Expenses Low



Profit Increase



End-user Satisfied



Traditional Thoughts - 3

**CCTV network is too simple to
Offer Additional Value
for customers?**

Really?

How to know Camera failure immediately **Remotely?**

Local



NVR



Remote



IP Camera Video Loss and Lag



How to Know?



How to Solve?





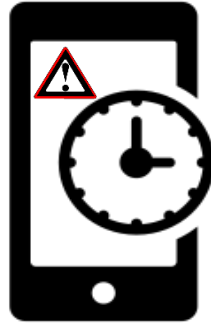
IP Camera Detect Live Demo

Remote Reboot Live Demo

7*24 Monitoring



Real-time Alarm

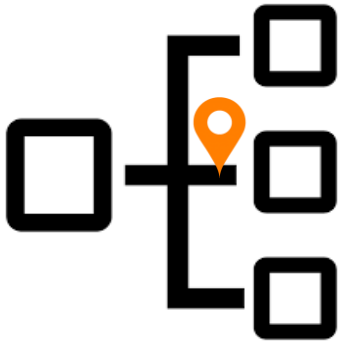


Property Safety



Value to End-user

Located Issue



Remote Reboot



Value to SI

Advanced Feature

Cat5 / Cat5e / Cat6 Distance Limitation



IPC distance more than **100 meters**

How to make it?

Advanced Feature

Specific Port Long-distance Transmission Live Demo

Specific Port



Cost Saving

> 100 Meters

Easy Mobile Setting



Values we could offer

**Professional
Simple Solution**



**Lower Onsite
Cost**



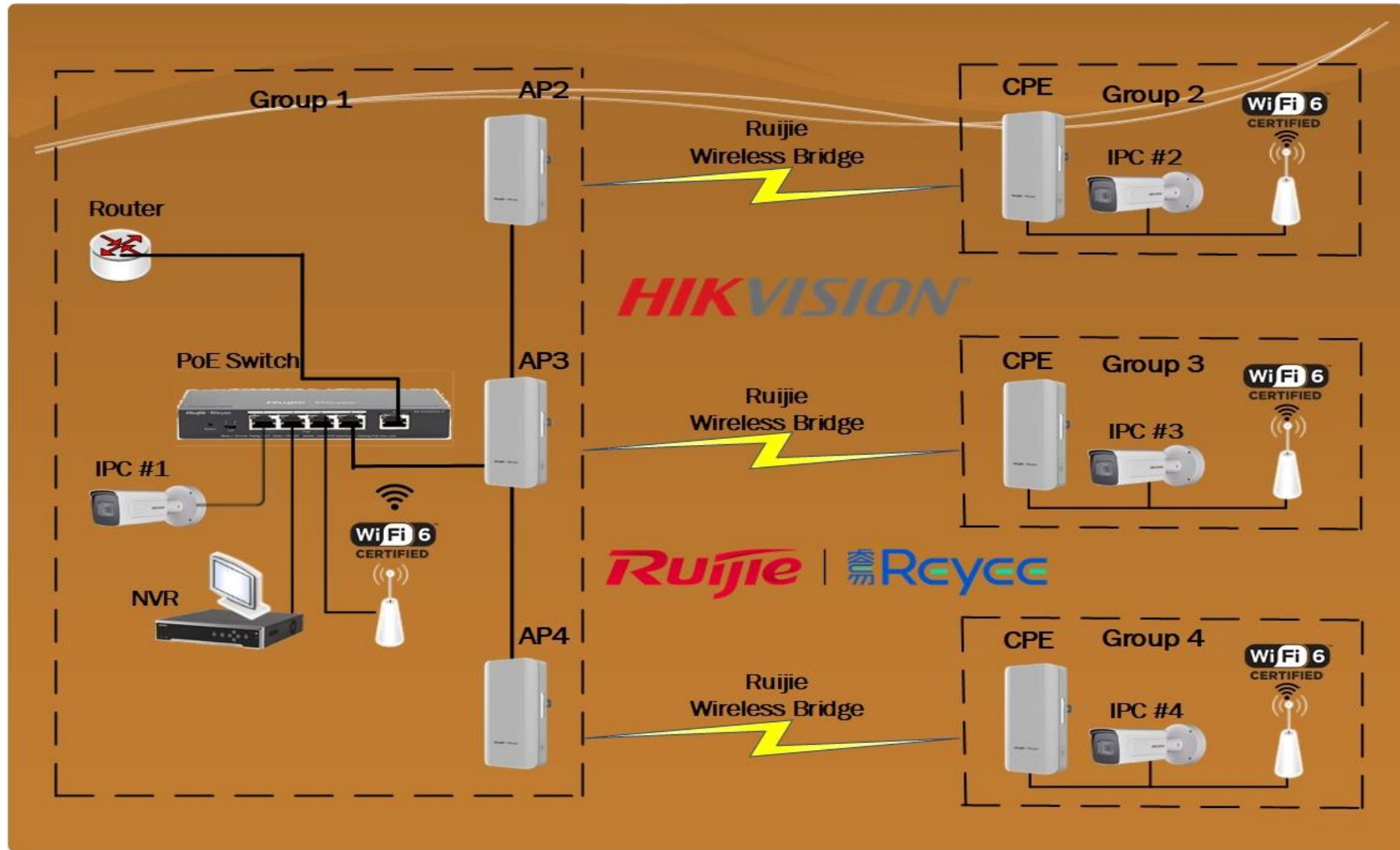
**Stable
Network**



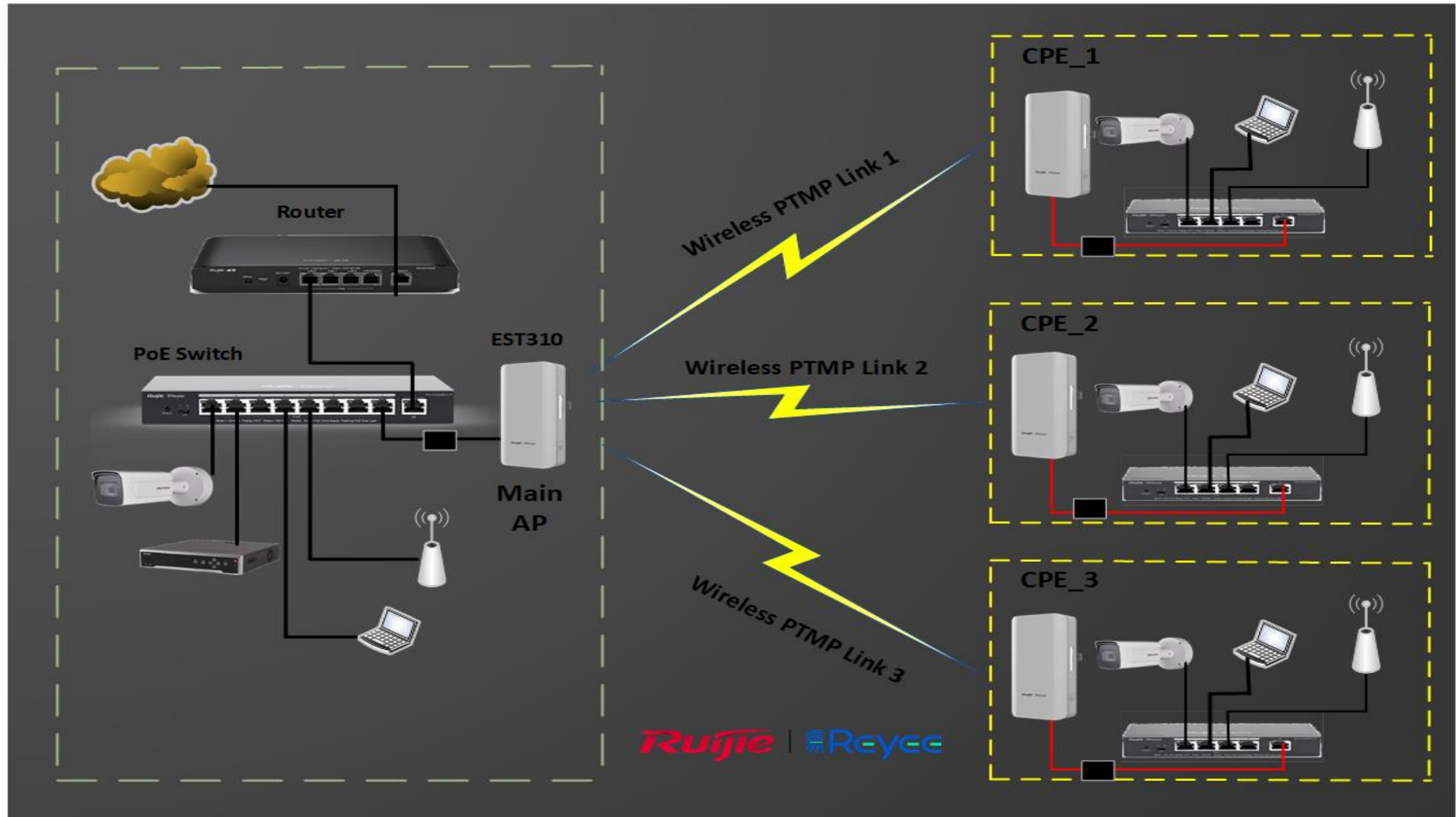
**Better Service
to clients**



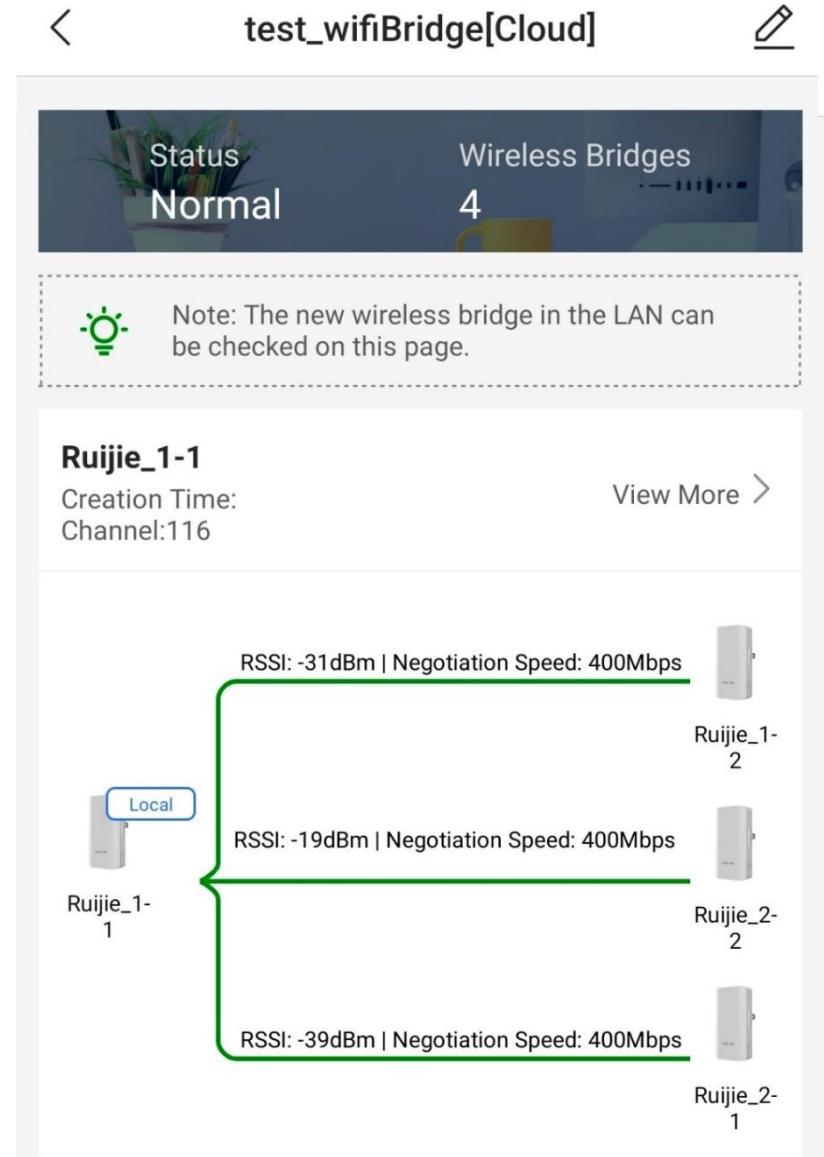
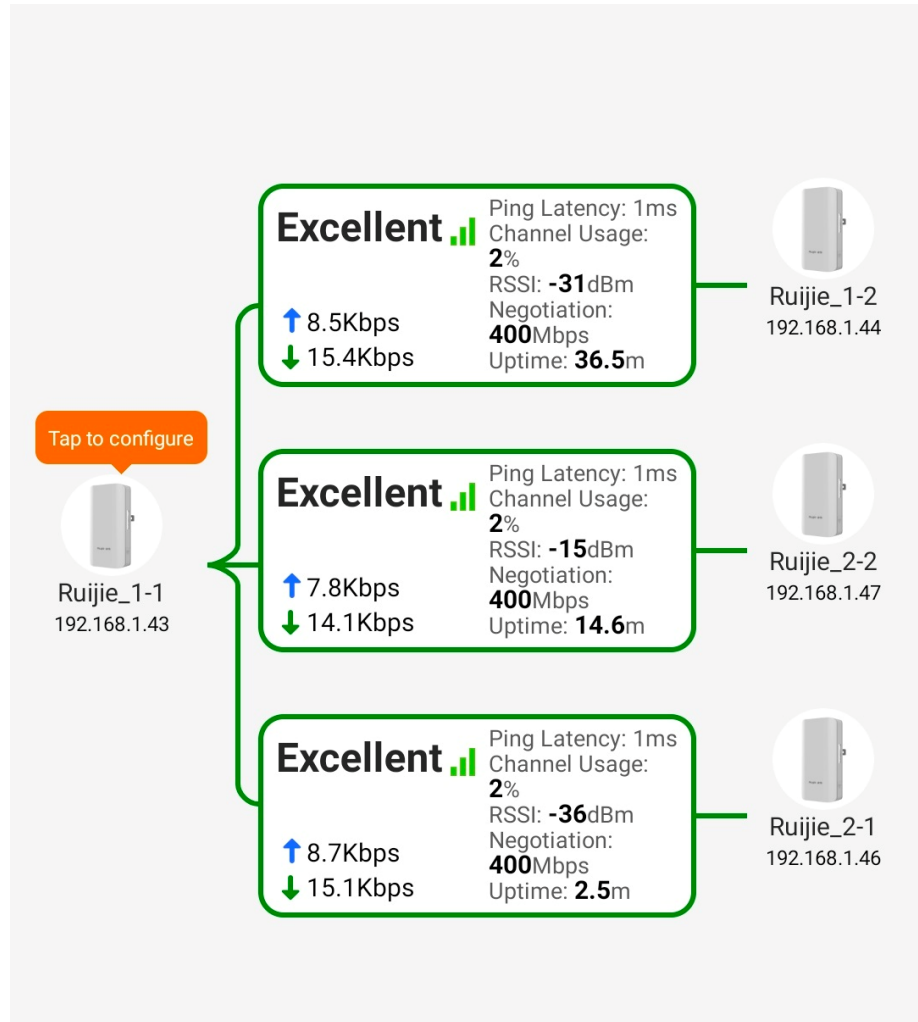
PTP Wireless Bridge for CCTV Solution



PTMP Wireless Bridge for CCTV Solution



PTMP Wireless Bridge Monitoring for CCTV On Smart Phone



PTMP Wireless Bridge for Elevator Solution



บริการออกแบบติดตั้ง
ระบบไร้สายกล้องวงจรปิดในลิฟต์

ระบบไร้สายสำหรับกล้องวงจรปิดในลิฟต์ By COM SAT 1 Solutions

Best Choice for CCTV

-- RG-ES200 Series Cloud-Managed Switch

RG-ES200 Series Switch



Once Onsite Business Fare



Camera / NVR
Recognition

Ports

4

8

16

24

16

24



PoE



Non-PoE



Unmanaged Switch Cost



Cloud Management



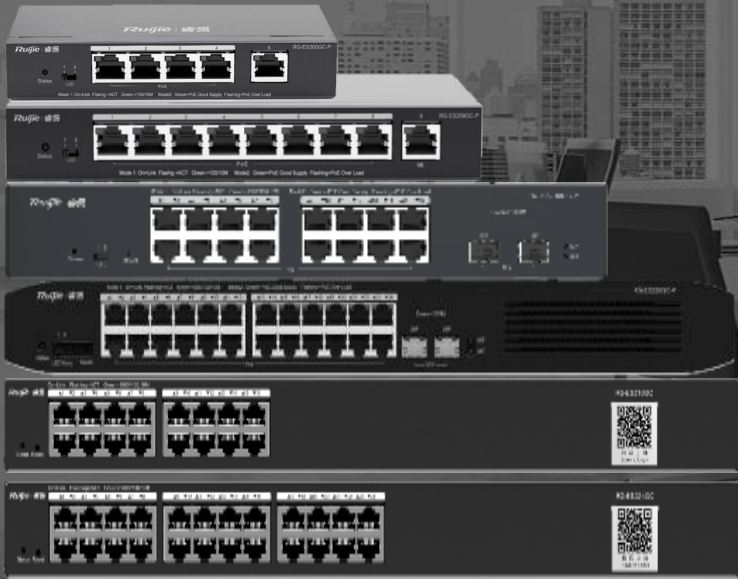
Auto Loop Prevention



Remote Reboot Camera



Long-distance PoE



RG-ES200 - Battle Card and Selling Words



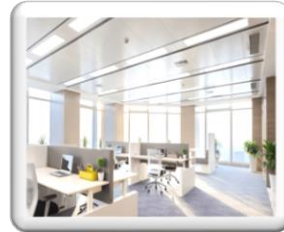
Hotel



Villa



Restaurant



SOHO Office



Products Mapping

Ruijie	TP-Link	D-Link	HPE
RG-ES205GC-P	n/a	n/a	n/a
RG-ES209GC-P	TL-SG108PE	DGS-1100-10MP	n/a
RG-ES218GC-P	TL-1218MPE	n/a	n/a
RG-ES226GC-P	n/a	DGS-1100-26MP	n/a
RG-ES216GC	TL-SG1016DE	DGS-1100-16	n/a
RG-ES224GC	TL-SG1024DE	DGS-1100-24	1620 24G (JG913A)

Advantages:

- Most Cost-effective cloud managed switch
- QR-Code quick setup, simplify projects deployment and save time
- Rich CCTV network designed features, such as camera detection, remote reboot, loop prevention and etc.
- 3 Years warranty

Selling Words

- Unmanaged switch add one time onsite fare, you can get the ES200 switch.
- ES200 is **the most cost-effective** compared with other brands with **free Cloud management** and **3 years warranty**.
- ES200 has **rich cloud features**, help SIs **save plenty time and maintenance expenses**.

SMB Scenario CCTV Projects

Scenario:



Office



Retails



Hotel



Shopping Mall

Project Size:

 2MP IP Camera ≤ 400 (Only CCTV System)

Access Switch:

RG-ES200 Series



Distribution Switch:

RG-NBS3100/3200 Series



Core Switch:

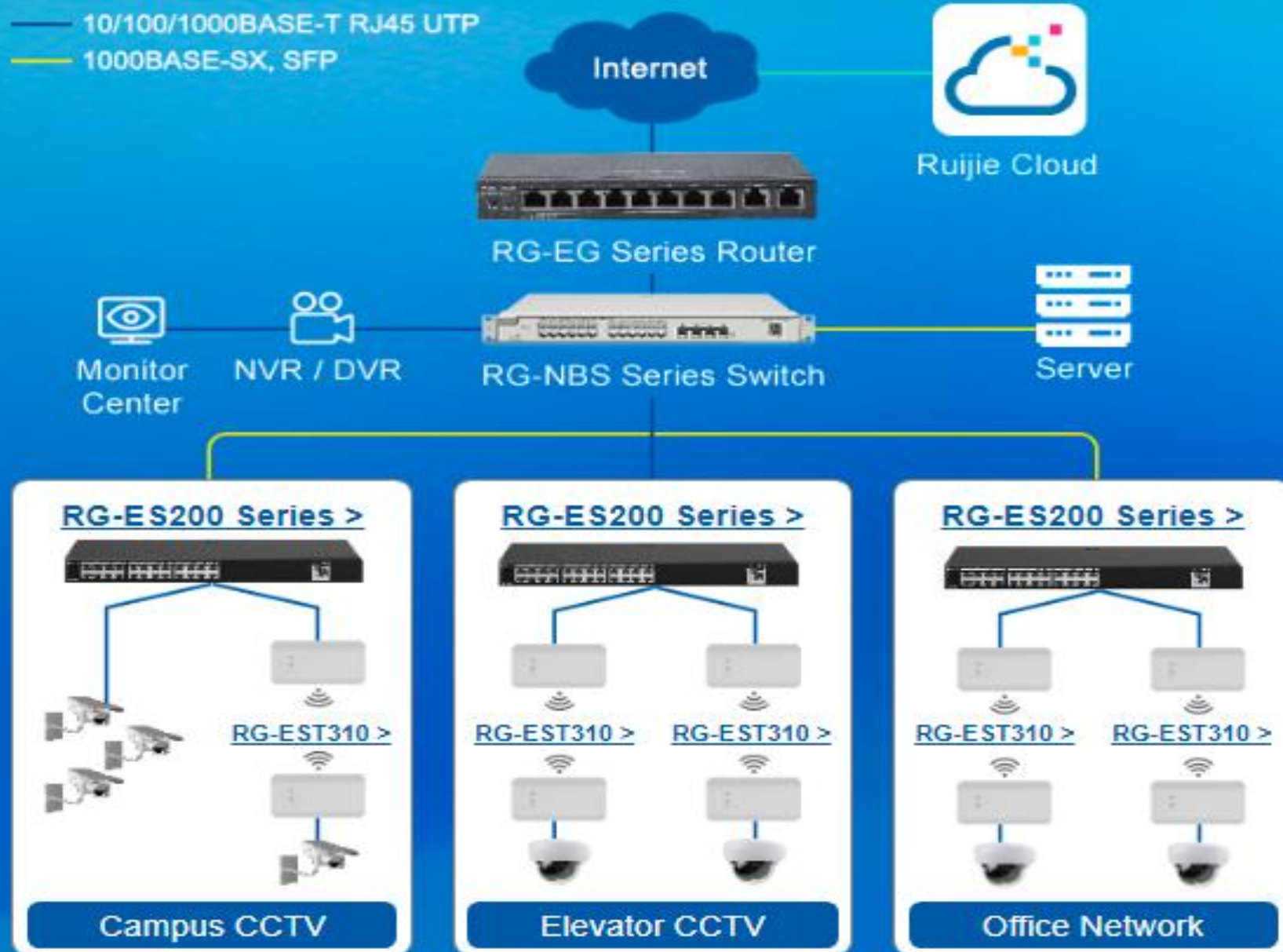
RG-NBS5100/5200 Series



RG-S5750-H Series



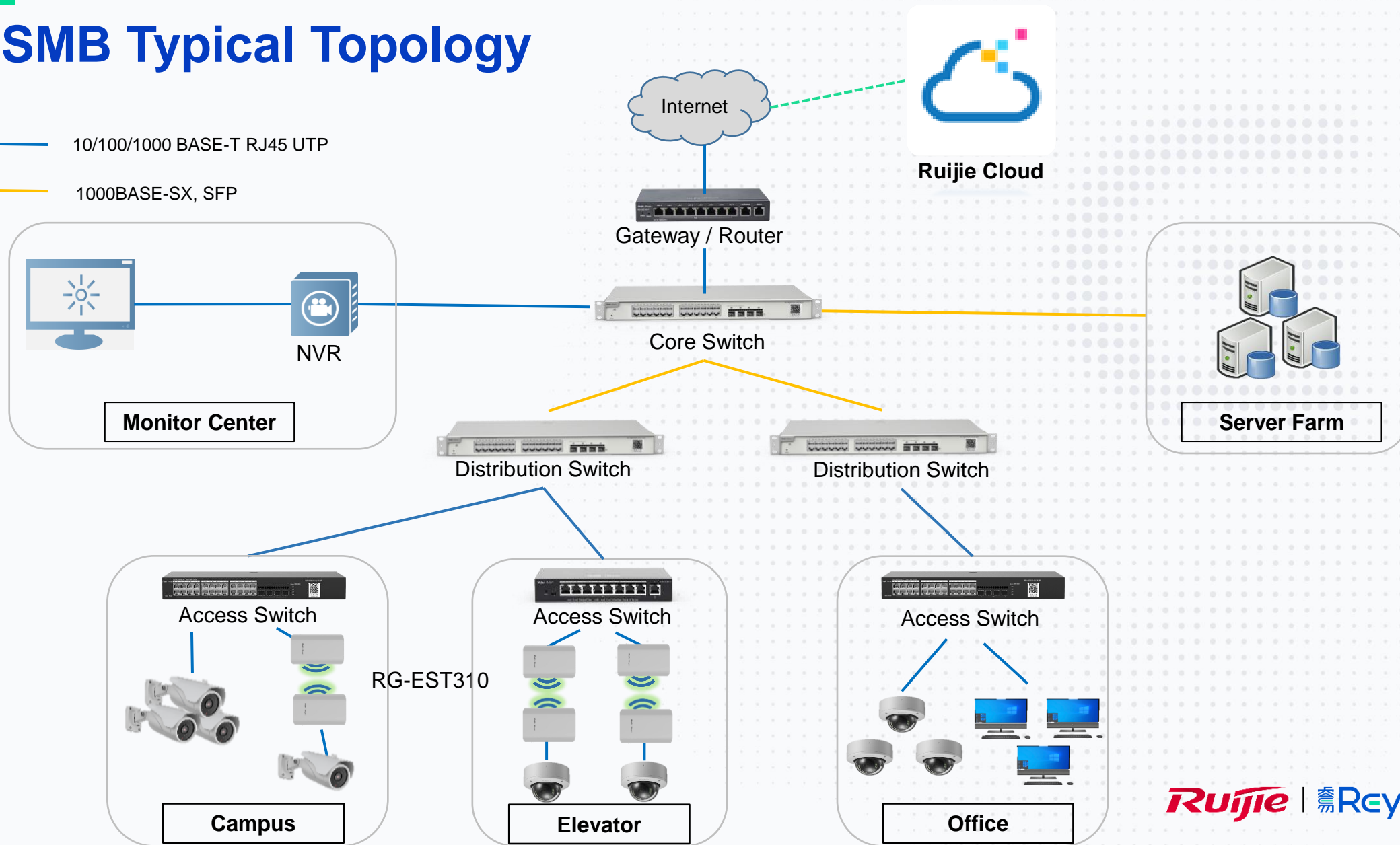
Topology CCTV IP Solution



SMB Typical Topology

— 10/100/1000 BASE-T RJ45 UTP

— 1000BASE-SX, SFP



Solution Benefits for End Users



Fair price replace unmanaged to cloud managed switch;



Protect users property and safety at any time;



250 meters PoE save cabling cost for end-users;



5GHz reduce interference and guarantee video quality;



Meet difference CCTV requirements in various scenarios.

Benefit for SIs



Multiple models optional of RG-ES200 series switch;



Cloud to remote troubleshooting and maintenance;



Mobile to set VLANs for different service traffic;



Easy deployment via Self-Organizing Network technology.

Enterprise Scenario CCTV Projects

Scenario:



Transportation



Convention Center



Manufactory



Office Block

Project Size:

 2MP IP Camera > 400 (Only CCTV System)

Access Switch:

RG-S2910 Series



Distribution Switch:

RG-S5750-H Series

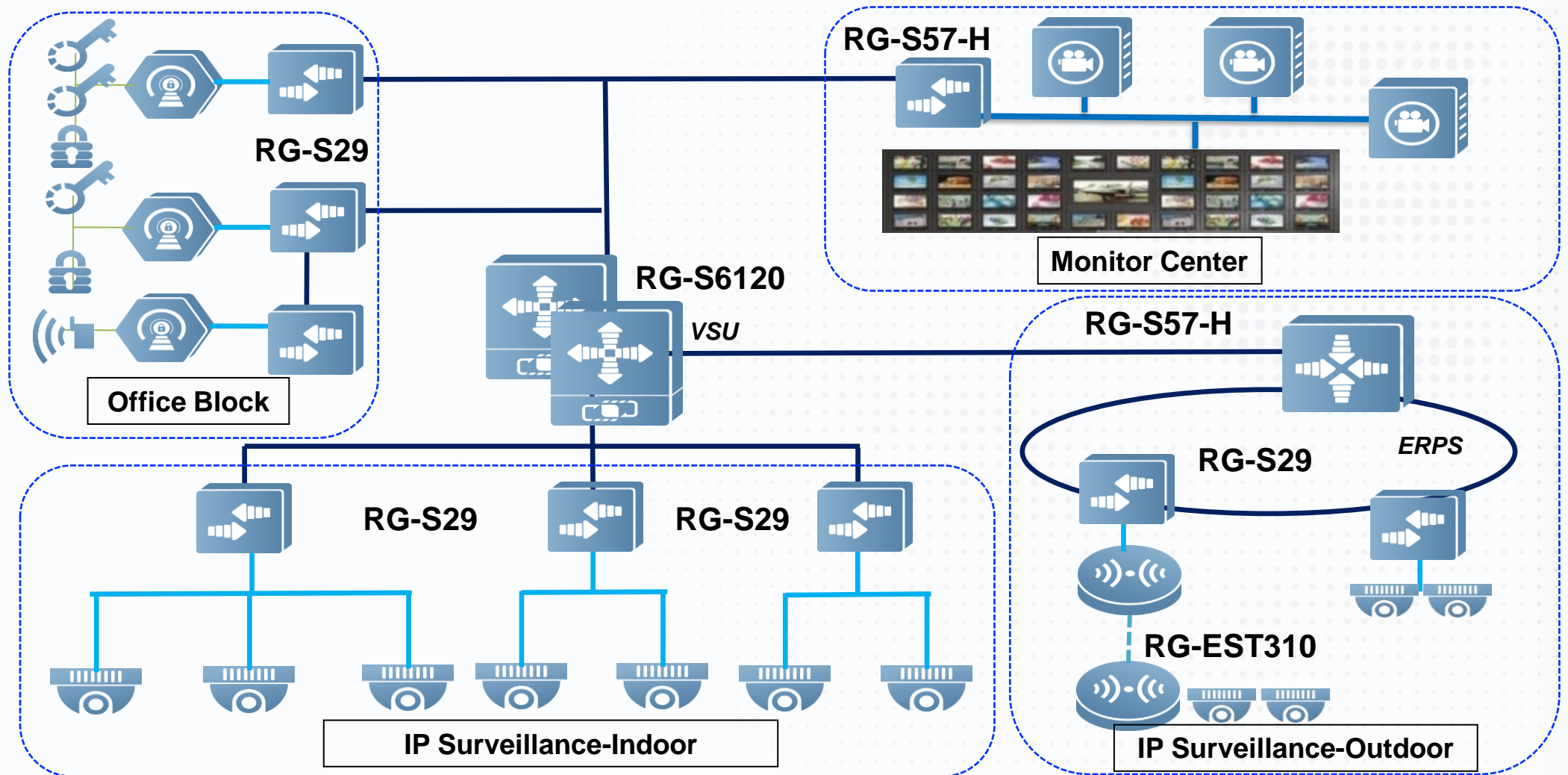


Core Switch:











RG-S6120 Series



Enterprise Typical Topology



IP Camera with NBS switches Reference Table

Model	Max 2MP IP Camera (Units)	Picture	Model	Max 2MP IP Camera (Units)	Picture
RG-NBS3100-8GT2SFP	50		RG-NBS3100-24GT4SFP	150	
RG-NBS3200-24GT4XS	280		RG-NBS3200-24SFP/8GT4XS	280	
RG-NBS3200-48GT4XS	280		RG-NBS5100-24GT4SFP	300	
RG-NBS5100-48GT4SFP	300		RG-NBS5200-24SFP/8GT4XS	400	
RG-NBS5200-24GT4XS	400		RG-NBS5200-48GT4XS	400	

Switches Model Selection in CCTV Projects

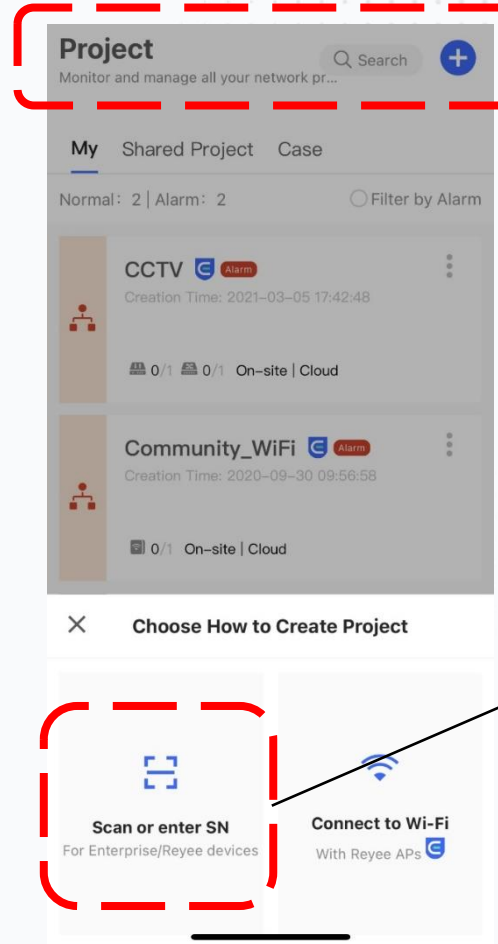
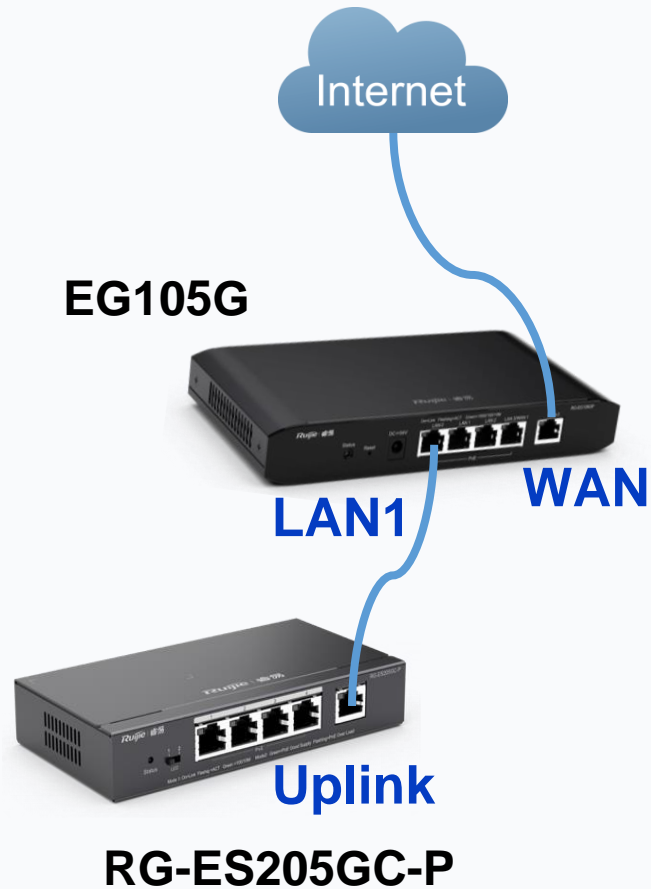
	Reyee Switch	Enterprise Switch	Core: Enterprise + Access: Reyee
Project Scenario	SMB Office, Retails, Hotel, Shopping mall	Transportation, Manufactory, Office block, Convention center	Luxury hotel, Shopping mall, Enterprise Office
2MP IP Camera (Only CCTV System)	≤400	>400	>400
SON			Reyee Switch Only
Scan QR-Code			
Camera Detection			
Remote Reboot			
Loop Prevention			
High Availability			
ERPS (Ring Topology)			
Layer 3 routing (OSPF, BGP, ...)			
Mobile APP Configuration		CLI based *Remote Reboot Only	Reyee Switch Only



Features and live demo in Smart Network for CCTV

- ◆ **QR-Code Provisioning**
- ◆ **Loop Prevention**
- ◆ **IP Camera Detection**
- ◆ **Remote Reboot**
- ◆ **Long-distance Transmission**

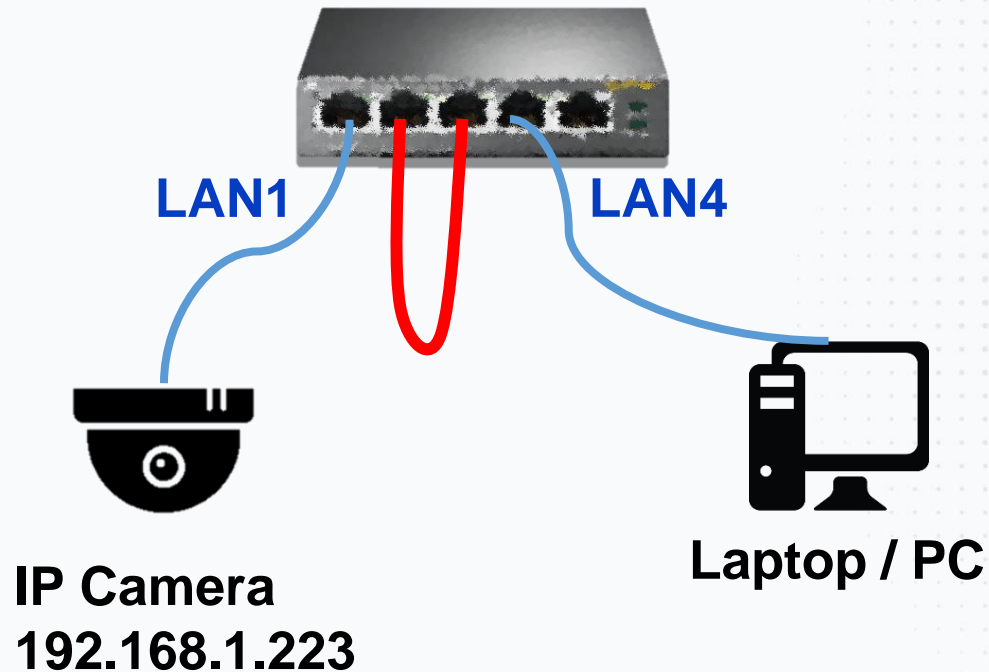
QR-Code Provisioning Demo



- ① Power up devices first and finish cable connection
Open mobile phone camera
brief introduce the demo devices.
- ② **Scree share by mobile phone.**
Create a new project
- ③ Please Scan the QR-code of ES205GC-P

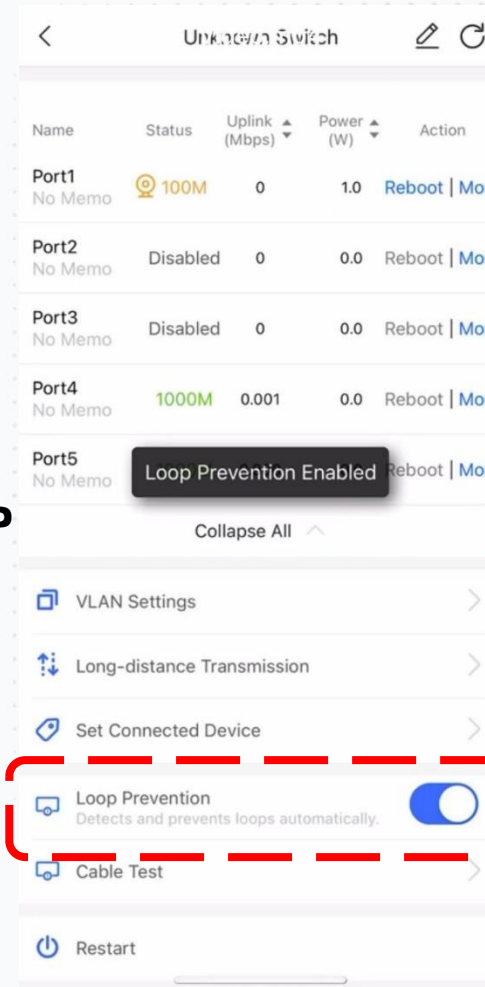
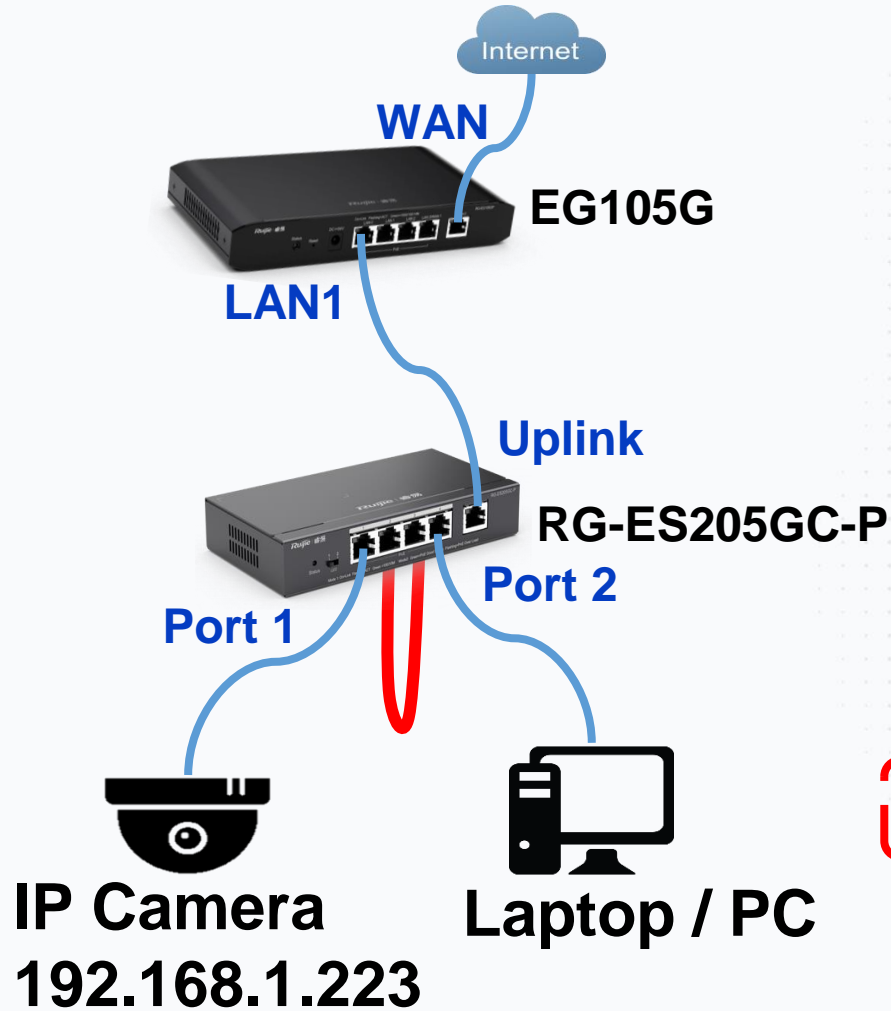
Loop Prevention Demo – Part 1

Unmanaged PoE Switch



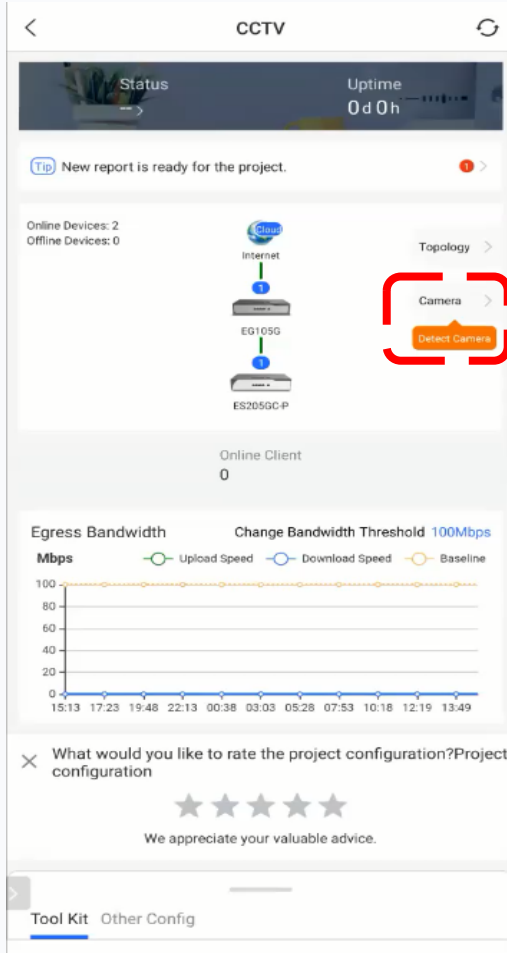
- ① Check the Static IP of IP Camera
- ② Change Laptop / PC to the same subnet as IP Camera, **don't input gateway IP.** Login Camera monitor page
- ③ Laptop connect to Internet via Wi-Fi
- ④ Open mobile phone camera face to demo device, stop laptop screen sharing.
- ⑤ Make loop
- ⑥ Mobile phone face to Camera monitor page, all image get stuck

Loop Prevention Demo – Part 2



- ① Move the IPC and PC to ES200 switch
- ② Share laptop screen. Login IP camera.
- ③ Share mobile phone screen Go to APP, in switch page
- ④ Enable Loop Prevention
- ⑤ Make Loop
- ⑥ Share laptop screen again, check the camera monitor

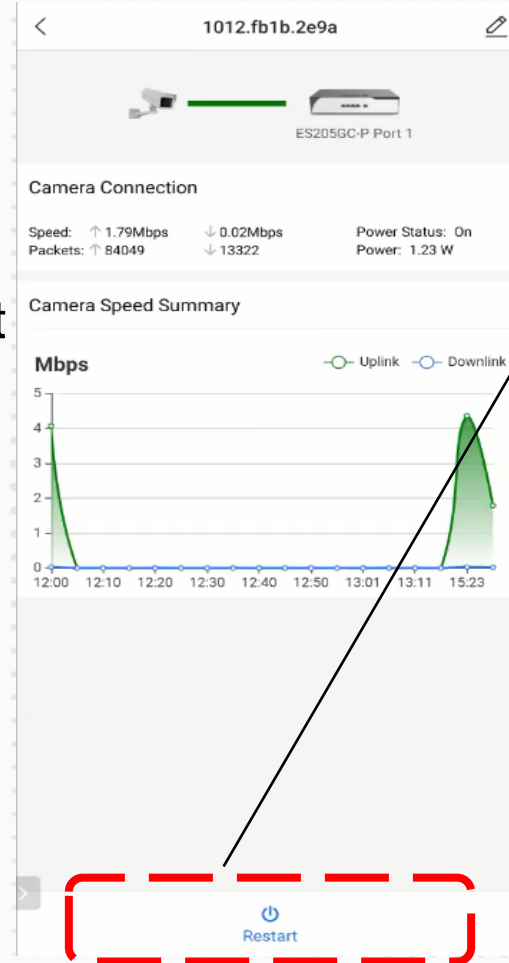
IP Camera Detect & Remote Reboot Demo



① Click Camera to detect

② Monitor Traffic

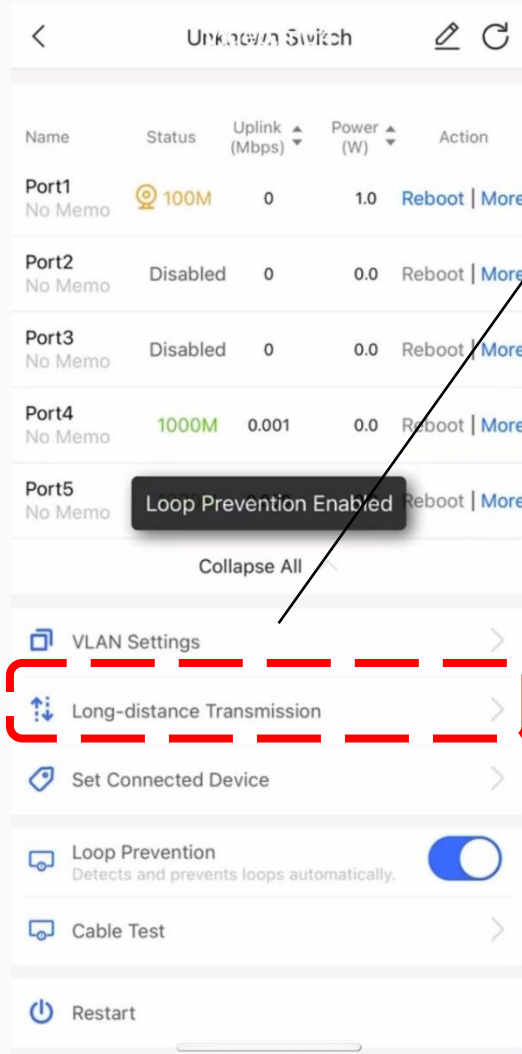
③ Real topology



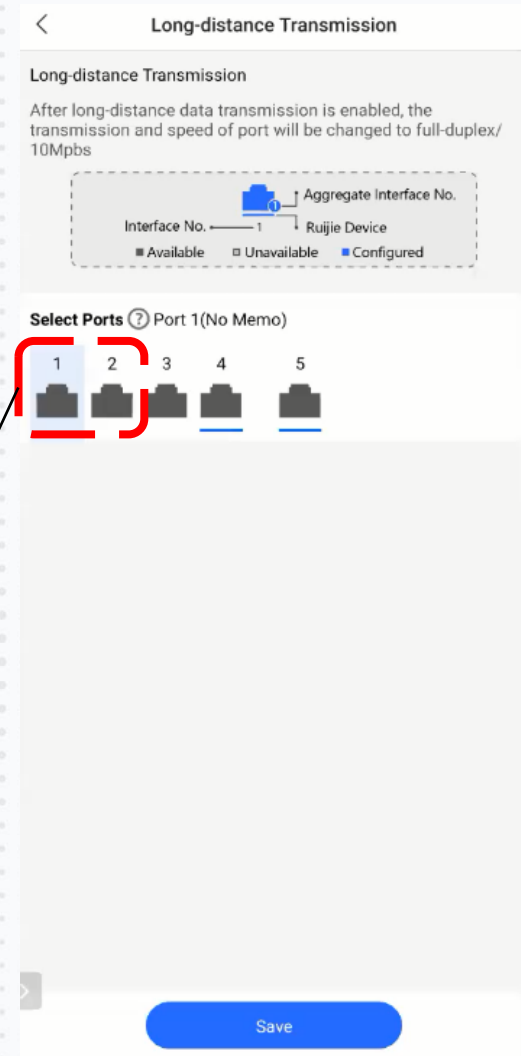
④ Reboot camera

⑤ **Go to mobile zoom.** Mobile camera face to switch ports LED indicator, off and on.

Long-distance Transmission Demo



- ① Share mobile screen.
Choose Long-distance feature
- ② Choose the port extend long distance
- ③ Check the port speed to 10M
- ④ Share laptop screen.
Check the IP camera still alive.

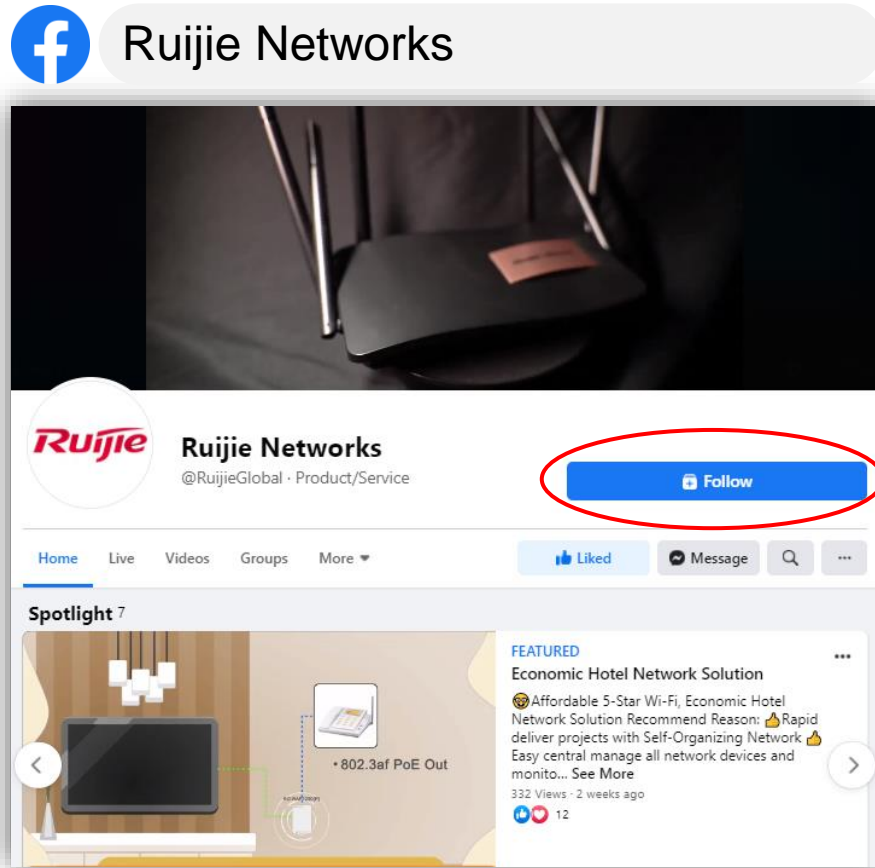


Advanced Experience

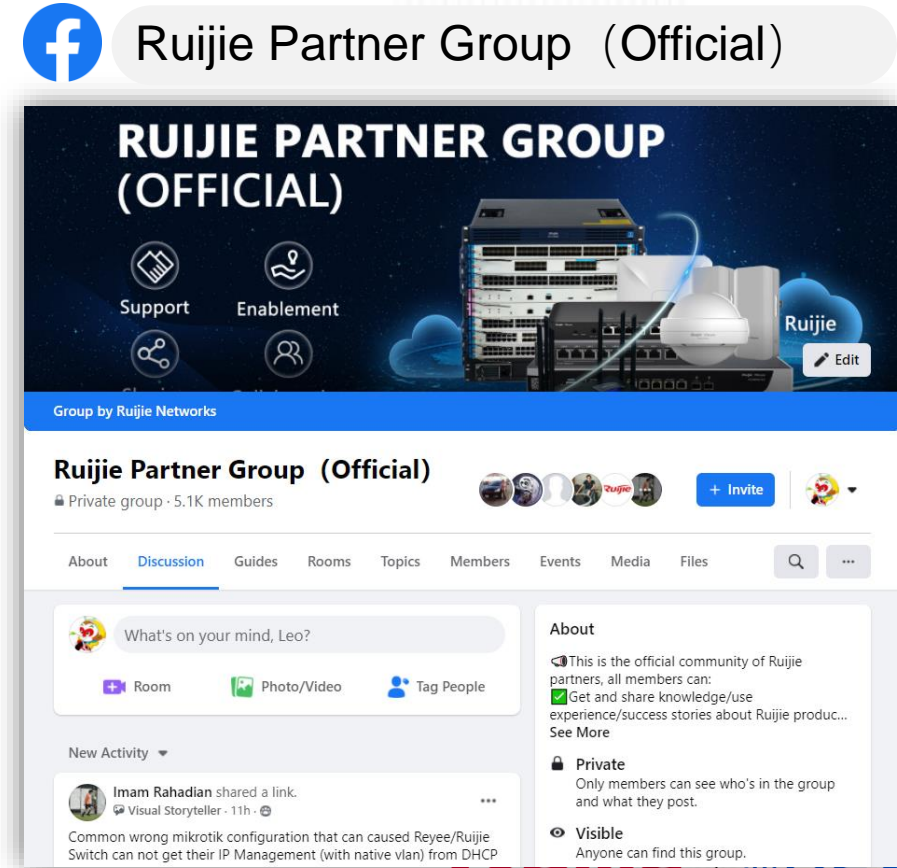
**Let participants experience
all the features**

Join Ruijie Facebook Official Community

Step1: Follow Ruijie Home Page
[For news on exciting products](#)



Step2: Join Official Partner Group
[To discuss with Ruijie customers](#)



Promotion:
ส่งซื้อสินค้าในงาน

รับฟรี เสื้อโปโล
Ruijie Reyee Thailand Club

สอบถามข้อมูลราคาสินค้า:

LINE: CHANPEN-RAJA



สมาร์ตเน็ตเวิร์ค สำหรับงานกล่องวงจรปิดแบบมืออาชีพ 22-06-64 / 10:00-11:30



Survey Link
รับเอกสารและคลิป



ติดต่อสินค้า สมัครตัวแทนจำหน่ายทางไลน์

CHANPEN-RAJA



Thanks

สอบถามข้อมูลราคาสินค้า
สมัครตัวแทนจำหน่ายทางไลน์

CHANPEN-RAJA

**Authorized Dealer
Ruijie Product @Thailand**