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## “Eye Connect” Showcased and Presented “the best practices” prevalent in the IP Industry

The “Eye Connect” event at Lavasa got good response from consultants and customers as it showcased and presented “the best practices” prevalent in the IP industry

● BY Editorial Team



**T**he “Eye Connect” as a focused end customer and consultant forum was conceptualized by the following seven vendors- leaders in their respective domains : Allied Telesis from IP ethernet switching platform, Molex-from a passive infrastructure domain, Milestone-leaders in Video surveillance management, Nettare –a leader in storage systems, Axis-leaders in IP cameras, Solus from access control and command center front and AllGovision –from video analytics front.

“There is need for all the key vendors to group together. It is always good for customers to have open platform so that they are not locked to just one vendor. Today we are talking about total solutions of camera, storage, networking devices, cables and so on. We want our customers to have the best choice. Allied Telesis is having the best networking solutions. We want to partner with the best. That’s why we formed the “Eye Connect”. This event “Eye Connect” is very useful to end-users to have better choice and better technologies,” said Fung Ming Yang, Managing Director, Allied Telesis.

“For the first time, seven of the leading OEM’s from specific domains in the IP industry came in together and have created a unique forum “Eye Connect” wherein they showcased and presented “the best practices” prevalent in the IP industry, all based on open standards, focusing in the large and growing enterprise IP based video surveillance market,” said Subhashis Gupta, Country Manager, India and SAARC, Allied Telesis.

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**Fung Ming Yang,**  
Managing Director, Allied Telesis





This has happened for the first time in India at "Eye Connect" event, where seven independent product companies showcased their solutions as a integrated solution package. It was showcased as a integrated approach with "Proof of concept" demo, said Sandesh Kaup, Country Manager, Milestone Systems.

"The industry is looking for more outcome based solutions than individually siloed solutions. To a large extent they have been able to show how seven partners can come together for a solution. This event is extremely helpful for clients to understand the total cost of ownership. They can predict and manage the staffing better," said Biju

Kadapurath, Director, PWC.

"This event is definitely very helpful as the entire Industry is moving to a solution based approach. This holistic approach to IP solutions is match with the needs of consultants and customers," said Bhaskar Basu, DGM, Development consultants.

This two night two day event in the scenic location of Lavasa was very well appreciated by the invited enterprise customer and consultant fraternity, joining in from various parts of the country. The event format ensured customers experience live -the entire solution of a large video surveillance network in an integrated

format, the kind of challenges that an enterprise faces while building a robust, scalable intelligent video surveillance network, how they could evade the issues, thus getting a clear understanding of the relevance of each of the best practices the vendors highlighted.

"Eye Connect" with its integrated solution approach has left a very strong impression on the customers and the consultants and there were some very solid takes for each of them from this two days forum. Also during the break and cocktail dinner sessions, the customers could exchange notes with the seven industry leaders.

