How to demo **Dinion 2X and FlexiDome 2X analog cameras**

BOSCH

Purpose

This document describes how to set up and demonstrate Bosch Dinion 2X and FlexiDome 2X analog cameras. It includes:

▶ Demonstration scenario
▶ Equipment requirements
▶ Configuration instructions
▶ Recommendations on how to best demonstrate the camera's strengths

Key messages

The clearest images, day or night

Bosch Dinion 2X and FlexiDome 2X cameras bring the highest level of image quality to surveillance applications. Dinion 2X and FlexiDome 2X cameras are built on our innovative Dinion 2X Digital Signal Processor (DSP) technology. The Dinion 2X DSP works in combination with a wide dynamic range (WDR) CCD sensor to deliver the world's first 20-bit image processing for the CCTV market. Both our Dinion 2X and FlexiDome 2X solutions take advantage of this technology to provide excellent low light and WDR performance.

Remote control

Save time, effort and costs. Dinion 2X and FlexiDome 2X cameras can be configured and controlled remotely via the coax video cable. The unique Bilinx bi-directional communication system makes it possible to check status, change settings and even update firmware remotely.

Installed in an instant!

Dinion 2X cameras can be installed with the minimum of fuss. Pre-configured in the factory, they are easy to install 'out of the box'. Just attach a lens, mount, plug in, and they are operating immediately. FlexiDome 2X offers the extra convenience of a complete, aesthetic system complete with lens.

Reliability

Just as with all Bosch products, Dinion 2X and FlexiDome 2X cameras are rigorously tested to ensure they deliver reliable performance. Bosch cameras deliver the best value and exceptional quality; they give the best return on investment, saving customers money in the long term.

Equipment

The equipment for the demo is provided in a product suitcase, which contains:

▶ Two cameras
  - Dinion fixed-body LTC 0498/51 with LTC 3664/40 75-50 mm IR LTC 3674/20
  - FlexiDome 2X VDN-498V09-10
▶ Tripod / stand
▶ Autoblack chart
▶ Colorful toy (little demo duck)
▶ Bilinx tool – VP-USB
▶ BNC to connect to monitor
▶ Welder's glass
▶ USB stick / CD / DVD with video footage, pictures and documentation

We recommend you use either a UML-202-90 monitor or the 10.4" LED monitor. CRT monitors are also acceptable.

Demo 1: Image processing

Key message: see more clearly in harsh lighting conditions and reveal more detail in bright and shady areas of the same scene

The superior performance of Bosch cameras due to image processing is shown in the examples on the accompanying USB stick / CD / DVD.

What to demo	How to demo	Key points
20-bit image processing 15-bit image processing Highly sensitive CCD	PowerPoint of bars	Delivers superior WDR (Wide Dynamic Range). Handles difficult lighting conditions with ease
Dual exposure	High contrast scene	Long and short exposures combined by powerful DSP – selects best from both, resulting in single image that reveals details throughout entire scene

NB. 20-bit image processing is 32 times more powerful than 15-bit, which in turn is 32 times more powerful than typical 10-bit cameras.

Preset mode	Description
24-hour	Default installation mode provides stable pictures over a 24-hour period. Settings optimized for out-of-the-box installation
Traffic	Capture high-speed objects using default shutter in variable lighting conditions
Low light	Provides extra enhancement, such as AGC and SensUp, to make usable pictures in low light conditions
Smart BLC	Settings optimized to capture details in high contrast and extremely bright-dark conditions
Low noise	Enhancements set to reduce picture noise – useful for conditional refresh DVR / IP storage systems because less noise means less storage required
Analog systems	Use if camera connected to purely analog system (e.g. matrix switcher with VCR) or to a CRT monitor. Useful for evaluating / demonstrating camera when directly connected to CRT monitor

Demo 2: Ease of installation

Ease of installation is shown more clearly by demonstrating the fixed-body camera, so we recommend you use the Dinion unless your customer expressly asks for the FlexiDome. In both cases the features to be demonstrated are the same.

Key message: ease of installation / set-up

Use the steps below to guide you through the installation demo. Video clips covering many stages of the 'Ease of installation' demo can be found on the accompanying USB stick / CD / DVD.

What to demo	How to demo	Key points
Backfocus adjustment	Press and hold the Menu button to see the Install menu. Choose Lens wizard and select 'set back focus'. Unlock back focus ring and adjust	Ensures optimal focus in all lighting conditions. Only needs to be performed once at installation. Easy-to-use adjustment ring requires no special tools. No neutral density filter needed
Removable connectors	Show the removable connectors	Unique to Bosch cameras – zoom lens, camera, housing. No fiddling with cables
6 Modes to choose from	Exit the Install menu. Press and release the Menu button to see Main menu. Select 'Mode' and click through to show each mode. Go back to main menu to show some individual settings	6 preset modes (see table below) make it easy to match performance to your application. You can select a mode and adjust the settings to your exact needs
Instant view update	Make a change to any setting that produces a noticeable effect	Any change can be seen instantly. Many cameras require you to exit menu first before the result of any changes can be seen
Test Pattern Generator	In the Install menu, select the Test signals menu. Show some of the Test patterns	Test signals provide a simple way to check connection. Independent of the image quality
Notch filter	In the Install menu, select Connections	To prevent cross color effects or artifacts in the video. This can occur when scenes include closely spaced vertical lines such as window bars, drapes / blinds and some pavement patterns
Linelock options	In the Install menu, select the Synchronization menu	Important to ensure frame rates can be achieved. Some DVR / IP encoders need all cameras to be linelocked together to achieve full recording frame rates
Isolated mounting*	Take fixed-body camera out of box. Connect stand via the isolated mounting	Mounting helps prevent ground loops

* If you use the FlexiDome camera to give the demonstration, you can simply place it on the table. You will need to remove the cover to access the camera controls.

Demo 3: Real comparisons

Key message: overall superior performance of Bosch cameras

Video clips and photos for the 'Real comparisons' demo can be found on the accompanying USB stick / CD / DVD.

What to demo	How to demo	Key points
Real comparisons with competitors	Show video clips and photos. Point out our strengths versus competition. See the 2X powerpoint presentation.	Overall performance SmartBLC

Demo 4: Bilinx – remote configuration

Key message: handy remote configuration with extras

Use the steps below to guide you through the Bilinx demo. Video clips covering several stages of this demo can be found on the accompanying USB stick / CD / DVD.

What to demo	How to demo	Key points
Bilinx – remote settings	Connect camera to PC with Bilinx connector. Connect loop through with monitor. Open Bilinx application on PC	Easy to configure camera remotely. Bilinx has additional configuration options not supported on the camera itself
Cable compensation	Select Connection, Cable comp. Choose automatic	Cable compensation allows you to double the length of cable between the camera and the monitor (up to 1 km depending on cable type)
Save camera settings	Save settings	Settings can be saved and then uploaded to other cameras
Firmware updates	Show Firmware update option in menu	New firmware can be uploaded to all cameras in the field

Demo 5: Smart BLC

Key message: automatic image compensation in backlit scenes

Use the demo duck toy to demonstrate the benefits of Smart BLC. You can also find video clips illustrating this feature on the accompanying USB stick / CD / DVD.

What to demo	How to demo	Key points
Smart BLC	Hold the demo duck in front of a bright light (e.g. overhead light). Move the duck to different areas of the camera view	Don't have to set BLC area, camera adjusts automatically
Smart BLC	Show video clips	

Demo 6: Autoblack

Key message: reveal extra details

The Autoblack test chart included in the demo suitcase is specially designed to help you illustrate the benefits of our Dinion Autoblack feature.

What to demo	How to demo	Key points
Autoblack	Use test chart of crowd. In the Main menu, choose Enhance. Switch off and switch on Autoblack feature	Picks out details that cannot normally be seen. Even helps to penetrate mist and fog.

Demo 7: Privacy zones

Key message: up to four easily configurable privacy zones

This demo is easy to show the customer with the camera on a table. Follow the steps below to guide you through the Privacy zones demo. Video clips illustrating this feature can be found on the accompanying USB stick / CD / DVD.

What to demo	How to demo	Key points
Privacy zones	In the Install menu, choose Privacy masking, then Pattern. Activate one of the four masks and adjust it onscreen	Can set up to 4 mask areas. Easy to adjust size and position
Privacy zones	Show video clips	

Demo 8: Reliability

Key message: dependable performance and less maintenance

Build quality of the cameras is obvious – let your customer hold the camera(s). Various materials referred to in the steps below can be found on the accompanying USB stick / CD / DVD.

What to demo	How to demo	Key points
Reliability	Show Halt chamber pictures	Test till it breaks. Reduces maintenance costs
Impact resistance	Show Impact test video of FlexiDome. Tap the FlexiDome bubble with a pen	Tough, yet stylish
Production quality	Show video of production line	Every camera made to the same high standard. 3 year warranty

Demo 9: Shutter speed with auto iris lens

Key message: high sensitivity means fast image capture

Use the camera for this demo. You can also find video clips illustrating this feature on the accompanying USB stick / CD / DVD.

What to demo	How to demo	Key points
Automatic shutter with 2X-DYN technology	Default setting	CCD much more sensitive in low light than CMOS, allowing faster shutter speed with AI lens
Default shutter with XF-DYN	(Main menu, mode 2, select shutter) Show video clips	Better than progressive scan analog cameras
Shutter speed with AI lens	Show video clips	

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