

Important Information on Sony Video Product Delivery Times

Dear Valued Sony Video Security Partner:

In July 2019, Bosch Building Technologies began to integrate the dedicated sales and marketing team for Sony video security products into its global sales organization. With the integration, Bosch Building Technologies aims to create synergies between its comprehensive Bosch branded security and safety portfolio and the current Sony video security portfolio.

At this time, we would like to inform you of possible impacts from the current corona virus situation in China. As a large number of the Sony cameras are produced in Shanghai, China, we expect that delivery times of Sony products will worsen. To minimize the impact on your operation, we offer Bosch cameras as an alternative and are dedicated to making any conversion from Sony to Bosch as seamless as possible. Therefore, we would like to introduce our Sony Video Security Program (SVSP) customers to the Bosch portfolio with the following measures:

- Continued support of existing Sony projects
- Assistance with cross references from Sony to Bosch camera model numbers
- Special discounts on Bosch cameras, when required, to match existing Sony Project Registration discounts
- Project engineering and design assistance
- Shoot outs with, and demos and training on Bosch products

With this, we hope to keep the impact on our customers as low as possible. We appreciate your consideration of the Bosch portfolio as an alternative.

As you may be aware, Bosch IP cameras use Sony image sensors and are among the best in the industry in imaging and overall quality. Built-in video analytics, intelligent bitrate management that reduces storage costs and bandwidth requirements, and a systematic approach that achieves the highest standards in data security provide added benefits for you and your customers. For details on the Bosch IP camera portfolio, download our [IP Video Product Overview](#).

To move forward with this offer and successfully protect your projects from delay, please continue to work with your local sales representative or contact us at SonyVideo.Security@us.bosch.com.

You can also visit the Bosch Booth at ISC West to meet with a Bosch Sony representative for assistance.

Thank you for your partnership over the years. We look forward to continuing our relationship through the Bosch organization.

Best regards,
Bob Gitre
National Sales Manager
Sony Video Security Products

Sony Video Security driven by Bosch

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