2021

NtechLab
Partner Program

NTECH LAB

TECHNOLOGICAL PLATFORM FOR MULTI-OBJECT
VIDEO ANALYTICS AND BIOMETRIC IDENTIFICATION

TABLE OF CONTENTS

NTECH LAB

Technological platform for multi-object video analytics and biometric identification

The Global Video Analytics Market expected to reach USD 4.142 billion by 2026

▬

The Global Video Analytics Market was valued at USD 1.528 billion in 2020 and expected to reach USD 4.142 billion by 2026 and grow at a CAGR of 24.5% over the forecast period (2021–2026).

Analytics has enabled various end-users in the usage of specific data insights into actionable intelligence for numerous functions.*

24.5%
CAGR of the Global Video Analytics Market over 2021–2026

PARTNER WITH NTECHLAB
TO BECOME A PART OF THE FUTURE

Over the years of working with deep learning algorithms, we have discovered a wide range of possibilities that they open up. The prospects for their application are genuinely mind-blowing.

Our technology has been proven in many social and business industries as a highly effective tool for establishing reliable security and acquiring valuable business intelligence.

We strive to build the ultimate worldwide-accessible multi-object recognition network, making people's lives more convenient and safe.

Partner relationships are prioritized above all in our business model because we're convinced that joint expertise works best in the world of cutting-edge technologies.

NTECH LAB
Technological platform for multi-object video analytics and biometric identification

About NtechLab

NTECH LAB Technological platform for multi-object video analytics and biometric identification

NtechLab is your technological partner for fast sales, delivery, and deployment of high-quality computer vision solutions based on our platform: FindFace Multi.

FindFace Multi is a platform for multi-object video analytics and biometric identification

FindFace Multi is a builder of computer vision solutions that can be implemented at transportation infrastructure objects, banking and financial facilities, retail, safe and smart cities, manufacturing facilities, public gatherings, etc.

FindFace Multi is the global technological standard with the best-in-class algorithm*

NTECH LAB

Technological platform for multi-object video analytics and biometric identification

*NtechLab algorithms have earned the recognition of the professional community by holding leading positions in numerous independent competitions and testings: NIST 2021 and Deepfake Detection Challenge, Activities in Extended Videos Prize Challenge, Wider Face and Pedestrian Challenge, Emotionnet Challenge, Megaface Contest, IARPA

The leading world-class computer vision software development company

20+
countries around the globe

NtechLab algorithms have earned the recognition of the professional community by holding leading positions in numerous independent competitions and contests.

#1
in international ranking

NtechLab is represented by regional offices in Europe, Latin America, South-East Asia, the Middle East, and Russia. The company supplies its products to over 20 countries around the globe.

150+
world-class experts

Over 150 experts, including scientists, developers, engineers, and analysts, are constantly improving FindFace Multi by NtechLab.

400K+
customer cameras

Thousands of cameras connected to NtechLab's platform based solution globally. We continuously receive extremely positive reviews from our clients.

NTECH LAB

Technological platform for multi-object video analytics and biometric identification

The Best-in-Class Algorithm

Global technological standard: NtechLab algorithms have earned the recognition of the professional community by holding leading positions in numerous independent competitions and contests.

UNIVERSITY of WASHINGTON — **IARPA** BE THE FUTURE — EMOTIONNET CHALLENGE — **NIST** — **amazon** — ActEV | **CVPR** — **kaggle** — **NIST**

2015

Best accuracy of
face recognition

Surpassed Google
and other
competitors

2017

Best verification accuracy

Best identification speed

Best in emotion
recognition

2018

Best result in recognition
using databases of photographs
taken in uncontrolled environments

3rd place in pedestrian and bicyclist
recognition on videos from city
CCTV cameras

2019

2nd place in
action recognition
on video

2020

3rd place in
counterfeit
detection

2021

Best performance
in 7 independent
testings

The algorithm
established all-time
performance records
in 3 separate testings

NTECH LAB Technological platform for multi-object video
analytics and biometric identification

About
FindFace Multi

NTECH LAB

Technological platform for multi-object video
analytics and biometric identification

FindFace Multi is a technological platform for multi-object video analytics and biometric identification with a unique technological capabilities

Simultaneous multi-object recognition in real-time: faces, silhouettes, as well as vehicle models and license plate numbers

Data analysis from a real-time video stream

High speed and accuracy while working with large databases, unlimited number of dossier, search through the data base with billions of faces in less than 1 second

Creates individual profiles based on all personal identification events: one's face, silhouettes, vehicle model, and plate number

Scalability and fault-tolerance— capable of processing an unlimited number of video streams, ensuring smooth operation 24/7

High accurate recognition even in challenging conditions

NTECH LAB

Technological platform for multi-object video analytics and biometric identification

Face Recognition

- Silhouette
- Gender
- Age
- Emotions
- Clothing color

Vehicle Recognition

- Make
- License plate numbers
- License plate country, region
- Body type
- Body color
- CCTV cameras

99%

in face recognition and human detection including recognition in challenging conditions

98%

Accuracy of people/vehicle unique count

NTECH LAB

Technological platform for multi-object video analytics and biometric identification

male, 29
mask: no

TE 7379 38

color cloth,
top: white

smart, mercedes-benz,
white

Object Detection/Biometric identification – 99% accuracy in face recognition and human detection including recognition in challenging conditions.

Facial Hair — 87%
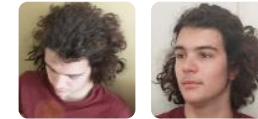
Head Tilt — 87%

Aging — 87%

Motorcycle Helmet — 87%

Viewing Angle — 87%

Face Mask — 87%

Headwear, Poor Lighting — 87%

Face Covering — 87%
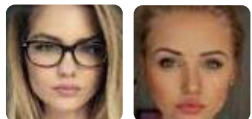
Glasses and Sunglasses — 87%

Blurry Image — 87%

Emotion recognition

Technological platform for multi-object video analytics and biometric identification

NTECH LAB

Analytical capabilities of NtechLab platform help government and commercial organizations make decisions about facility and event visitors based on accurate quantitative data.

PEOPLE COUNT

Passing through the camera's coverage area

ANALYSIS

Of the visitors' demographic structure

REGISTRATION OF REPEAT VISITS

Of each individual, and attendance analysis

Technological platform for multi-object video analytics and biometric identification

Business Capabilities

NTECH LAB

Technological platform for multi-object video analytics and biometric identification

Sell to small businesses & projects at national scale

Multi-object recognition opens new opportunities to solve a wide range of tasks in any industry where video analytics is necessary.

NTECH LAB

Technological platform for multi-object video analytics and biometric identification

TRANSPORTATION INFRASTRUCTURE

Passenger safety and comfort in airports, railway stations, subway, and other transportation facilities.

FINANCIAL INSTITUTIONS

Biometric identification and customer profile management systems to prevent losses due to fraudulent activities.

RETAIL SECTOR

Fraud detection, business optimization, and defining target audiences through monitoring of retail spaces.

SMART AND SAFE CITY

Multifunctional solution for state and municipal organizations, solving urban safety issues.

INDUSTRIAL FACILITIES

Management of access and employee movement in closed facilities and monitoring of the safety rules compliance.

PUBLIC EVENTS AND GATHERINGS

Strengthening security and improving the level of event organization and management.

Passenger safety and comfort in airports, railway stations, subway, and other transportation facilities

Zoning and monitoring of trespassing in restricted areas.

Passport control and biometric access to sterile zones.

Monitoring of arriving/departing individuals through points of entry at airports, railway stations, and ports.

Monitoring building entries and exits.

Passenger count in checkout areas utilizing silhouette recognition; monitoring of line formation.

Access to waiting areas and VIP lounges without an ID.

NTECH LAB

Technological platform for multi-object video analytics and biometric identification

15
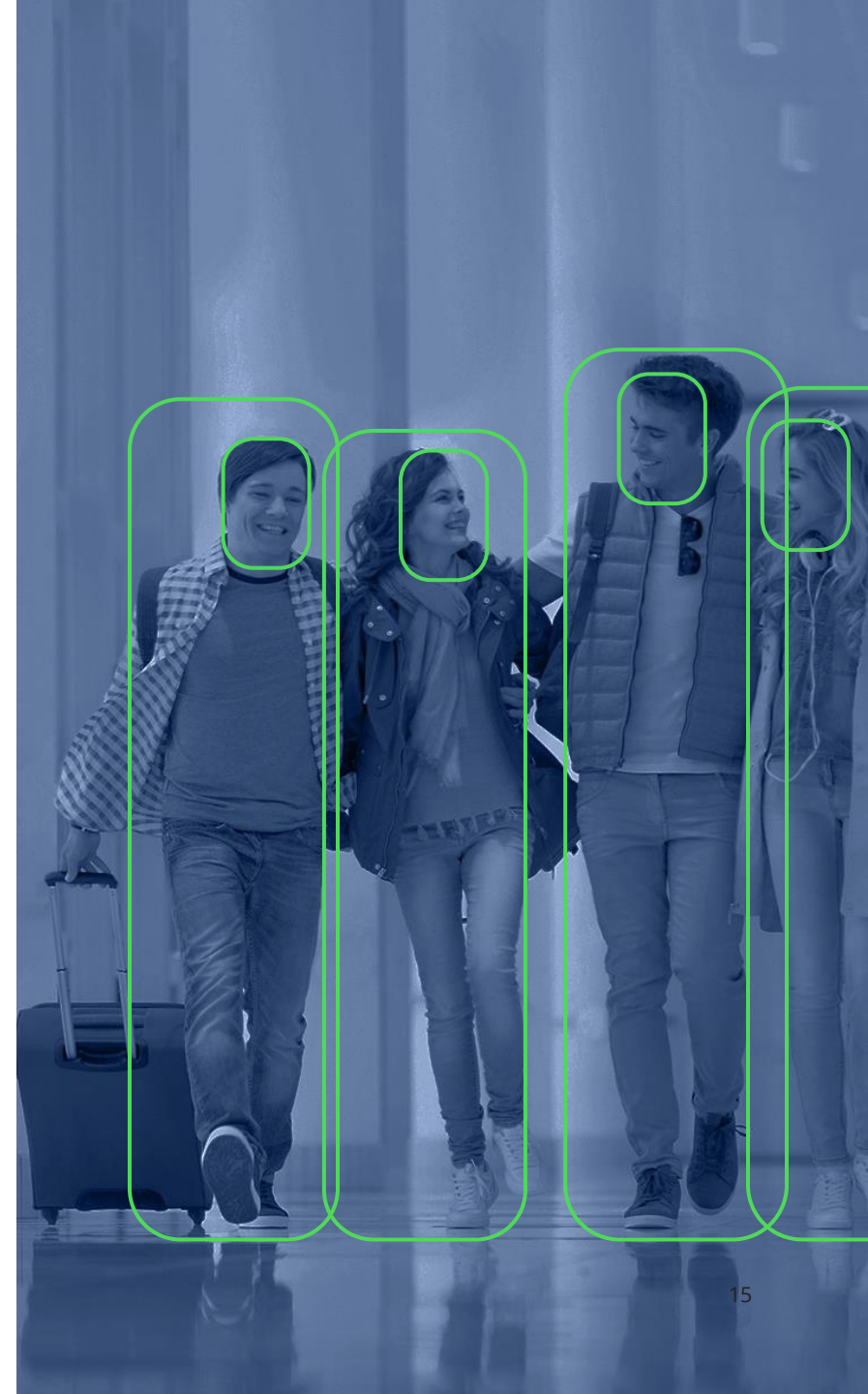
Biometric identification and customer profile management systems to reduce losses due to fraudulent activities

Biometric identification

Can be utilized in mobile application and within the branch location and considerably simplifie financial transactions and access to banking services.

Liveness

Protection against spoofing reliably differentiates a real-life face from an image of a face and guarantees that there is a real person in front of a camera, thus significantly reduces the risks of financial fraud.

Customer data

Identification of VIP clientele allows you to improve the quality of service and create highly-targeted offers and marketing campaigns.

Verification

user
Philipp Heymans

Mobile Bank

NTECH LAB

Technological platform for multi-object video analytics and biometric identification

Fraud detection, business optimization, and defining target audiences through monitoring of retail spaces

Identification of a customer with non-paying history; next time this customer visits any of the stores within the chain, security is immediately notified.

Determination of a gender and age; studying the traffic data allows you to learn more about your audience and create a unique, customized sale offer.

Customer behavior analysis allows you to adjust the inventory and product placement, plan marketing activities, and precisely predict store foot traffic for better shift scheduling.

Marla Singer
last visit: 21-08-15
status: restricted

98%

NTECH LAB

Technological platform for multi-object video analytics and biometric identification

Multifunctional solution for state and municipal organizations, solving urban safety issues

Security in an urban environment; crime prevention and assistance in solving crimes.

Smart bus stops to control offenses and analyze passenger traffic.

Tracing of missing persons using recognition of faces, silhouettes, vehicle models and license plate numbers.

Municipal utility services can oversee the process of city street cleaning, waste removal, and cleanliness upkeep in residential areas.

Security in places of public gatherings and events.

Fight against the spread of virus infections on streets and public places throughout the city.

NTECH LAB

Technological platform for multi-object video analytics and biometric identification

Management of access and employee movement in closed facilities and monitoring of the safety rules compliance

Access to facilities through face recognition only or through two-step verification (face recognition + keycard or code).

Monitoring of trespassing in restricted zones.

Monitoring the presence of personal protective equipment (masks).

Facility zoning: biometric control of employee access to secured areas.

NTECH LAB

Technological platform for multi-object video analytics and biometric identification

Strengthening security and improving the level of event organization and management

Recognition and identification of individuals from the existing watchlist

Rapid response to emergency situations during public gatherings

Identification of unlawful acts committed by event attendees

NTECH LAB

Technological platform for multi-object video analytics and biometric identification

Partner Program

NTECH LAB Technological platform for multi-object video
analytics and biometric identification

NtechLab opens the door to the future

We know the market: We constantly monitor the demand by working with top global analytical and market intelligence agencies and examine how the situation is changing, how new market niches are developing, and how the market shares of the key players are shifting.

Highest quality and maximum reliability: We guarantee our global technological standard to our partners and customers; our algorithm is the best in class.

Our product is optimized: It allows you to create complete solutions in the shortest time possible and with maximum flexibility.

The partner program allows you **to combine the advantages** of NtechLab products with your knowledge about the market and your business expertise.

Constant improvements: Regular customer feedback helps us continue platform development and remain at the top of new technologies and performance.

We sell with you: Our sales team and consultants around the globe, marketing staff, and tech support will work with you to attract the maximum number of clients to our business partnership.

Our technological platform is well adapted for market demand: You can easily find everything you need to build customer-ready video analytics and biometric identification solutions. Our technologies can be easily integrated into your existing products and be deployed on the client's site.

Who our partners are

SYSTEM INTEGRATORS

System Integrator is a company with extensive capabilities to integrate software and hardware into various systems. While leveraging on our platform, it handles equipment and supplements our software with a handful of integration services that fulfill the client's needs.

SOFTWARE VENDORS (ISV)

Independent Software Vendors deliver business solutions (software applications and/or services) under their own brand with NtechLab technology at the core. By incorporating NTechLab technology, they can achieve greater market penetration and deliver complete, differentiated products faster and at a lower cost.

HARDWARE VENDORS (OEM)

Hardware vendors are the companies that produce servers, surveillance, and access control equipment, data centers, etc. They can significantly benefit when offering software that is licensed and fully compatible with their equipment.

RESELLERS (VAR)

Value-Added Resellers sell mainly to private and public sector end-users directly. They commonly can extend the functionality of our software by getting their technical teams to develop additional modules to offer a complete solution for a client.

NTECH LAB

Technological platform for multi-object video analytics and biometric identification

Partnership structure

NTECH LAB

Product licenses	Dedicated NtechLab manager for partner	Market analytics and ready-to-go business plan	Business development support for each role on each stage of a sales cycle			
			Brand awareness & PR	Sales & customer communication support	Technical pre-sale support	Technical assistance with trouble-shooting

PARTNER

Integration, customization	Dedicated partner manager for NtechLab	Readiness to proceed with a business plan	Business development team				
			PR manager	Marketing manager	Sales team (customer account managers)	Software development team	Customer support team

NTECH LAB

Technological platform for multi-object video analytics and biometric identification

We will provide you with

Business development support for each role on each stage of a sales cycle

Brand awareness & PR
PR and brand awareness are essential parts of business development, so the NtechLab PR Team will be actively involved in supporting our joint sales activities. A joint PR plan will become a part of our collaboration.

Marketing & lead generation
NtechLab Marketing Team provides our partners with information about our marketing campaigns and plans to create co-marketing activities with lead generation as the primary goal. At the same time, we will be happy to take part in our partner's marketing activities and provide support in the form of presentations, demos, and marketing materials.

Sales & customer communication support
NtechLab provides qualified lead sharing: leads generated by our sales and marketing team get distributed among the partners according to their areas of expertise and region, which gives you an additional source of pipeline. At the same time, to help partners communicate with their customers, one of our experts can assist with client negotiations on your behalf and will help you deploy the software complex on any scale.

Pre-sale support
A consultation from our expert presale engineer will ensure that your project launches are smooth and optimized.

Technical assistance
We will provide you with any kind of technical assistance in troubleshooting, throughout the deployment.

Product licenses

NFR version of our software supports up to 3 cameras and is intended for internal use, demonstration purposes, and support.

Any number of trial licenses for your customers to demonstrate the functionality of our products or implement pilot projects.

Dedicated NtechLab manager for partner

A dedicated partner manager, who will become your single and permanent point of contact for collaboration, planning, project management, etc.

Market analytics and ready-to-go business plan

We work with market intelligence companies all over the world and provide our partners with not only technology but complete market vision and ready-to-go business plans that can be customized for each partner

NTECH LAB

Next step: become our partner

1

Contact your district partner manager:
Global
Latin America
Middle East
South-East Asia
CIS countries

2

Get a demo from our team, discuss opportunities

3

Create a business plan, pay partner fee and sign a contract

4

Our team will help create your annual business plan, including co-marketing and co-sales plans

5

Get technical, marketing, and sales training from our team

6

Implement your first project with our technical, marketing, and sales support

7

Let's do business together!

NTECH LAB

Technological platform for multi-object video analytics and biometric identification

Partner with us
To become a part of
the future

https://ntechlab.com/partners/

NTECH LAB

TECHNOLOGICAL PLATFORM FOR MULTI-OBJECT
VIDEO ANALYTICS AND BIOMETRIC IDENTIFICATION