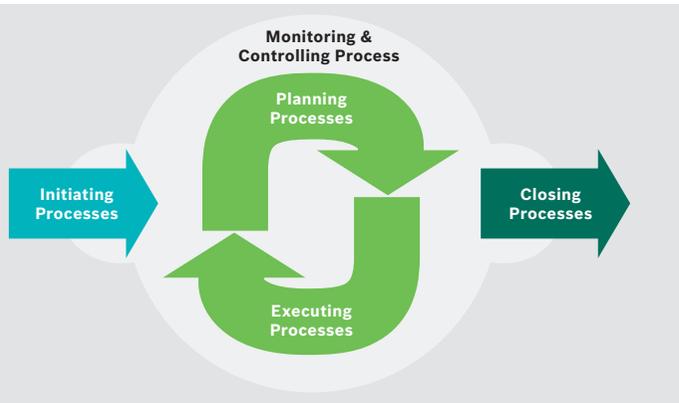


### Expert, reliable and responsible partner

Our ESB team consists of technical experts and project managers. They follow industry standards, they understand big projects and they know how to use common methods in managing them. Bosch guarantees compliance through the project life cycle and follows the Code of Ethics & Professional Conduct: honesty, responsibility, respect and fairness.



Anywhere, anytime, anyplace: ESB can tackle the challenges of complex projects. We support system integrators (and their customers) through a single point of contact. ESB has proved itself repeatedly, around the globe: for comprehensive details and references – just contact us or visit [boschsecurity.com](http://boschsecurity.com).

#### For all industries

- ▶ Airports with some of the highest passenger traffic in the world
- ▶ Metros with hundreds of stations
- ▶ Sport arenas and stadiums
- ▶ Some of the highest buildings in the world

#### For high complexity

- ▶ Handling many millions of visitors in one day
- ▶ Handling investments of several millions of EURs
- ▶ Covering >100 sites with >10.000 sensors in one single project
- ▶ Guarantee highest redundancy

#### Global reach

- ▶ Projects on all continents

#### A Tradition of Quality and Innovation

For over 125 years, the Bosch name stands for quality and reliability. Bosch is the global supplier of choice for innovative technology, backed by the highest standards for service and support.

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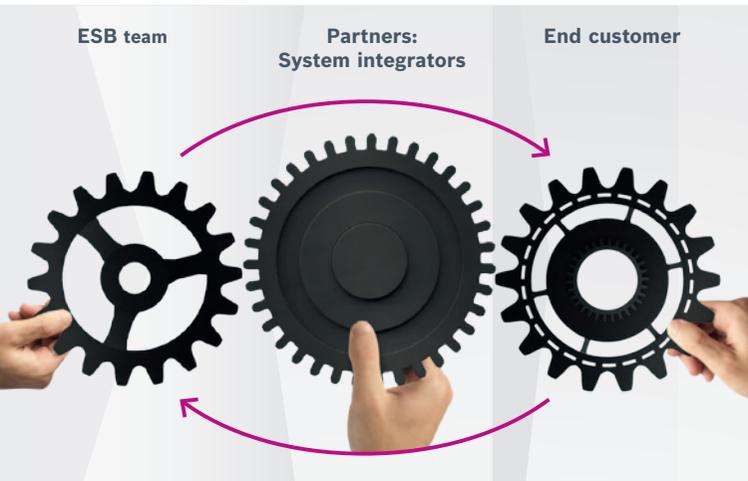
Engineered Solution Business

[boschsecurity.com](http://boschsecurity.com)

Professional services for your security and safety projects

# Engineered Solution Business

Bosch's Engineered Solution Business (ESB) helps in the planning, design, installation and commissioning of security systems. We work with and through our system integrators to help end-users all over the world get the best security and safety solutions for their needs.



Our main market is security systems for facilities that steadily or occasionally host large numbers of people: airports, train stations, stadiums, arenas, concert halls, museums, hotels, shopping malls, universities, industrial plants and office buildings. These facilities need protection against fire, vandalism and terrorism. They also sometimes need to keep track of who is inside and where they are, and to manage their evacuation in case of an emergency.

Given the size, complexity and high-visitor volumes of these facilities, this is clearly the most challenging sector of the security-systems market. These systems' capital costs can run into the millions of US dollars or Euros, they can involve thousands of cameras and other devices, and they can protect millions of people.

## Why Engineered Solutions?

Security systems are more complex than ever, with technical challenges and high demands for customization. They often must be integrated into other facility-management systems such as those for door control, heating, parking and elevators/escalators. Investments – and risks – are high, so customers insist on reliability, responsibility and expertise that Bosch can provide. If our partners need help with logistics, modifications of software or even of hardware – all of Bosch's know-how is accessible through a single ESB contact.

## In what sectors is the Engineered Solution Business active?

- |   |  |
|---|--|
|  Airports                |  Entertainment          |
|  Commercial buildings    |  Railways and metros    |
|  Correctional facilities |  Education              |
|  Energy and Utilities    |  Governmental buildings |

# Your benefits



## Support through all project phases

We support our partners through all project phases. First, we ensure a detailed, deep understanding of the end-user's needs and project design. This covers operating requirements, system specifications, hardware customization and special software features. Next we review possible customization, including Bosch hardware/software and third-party components. During installation, we support and troubleshoot for the system integrators both onsite and offsite. Finally, we support commissioning and then hand over to operating teams that handle maintenance and preventive maintenance. ESB's fees are based on the services offered and agreed.

## Superior, comprehensive portfolio

Bosch is one of the few security manufacturers that offers a full portfolio of video surveillance, intrusion and fire detection, access control, public address, evacuation systems and management software.

