

Milestone Solution Design

Training Class Agenda



Note: This class can be in-person or online. For the online class, please see the list of technical requirements below.

Target Audience

The target audience includes security and surveillance professionals who have the direct responsibility to design Milestone surveillance systems, as well as technical sales professionals who want to better understand and position the Milestone advanced platform for their customers.

Class Description

The Milestone Solution Design class uses a combination of online tools and cloud labs to help you learn how to design a Milestone XProtect® VMS to specifications. During the class, you will play the role of a Design Engineer for a video management software integration company called Techsmart.

This class provides students with the knowledge and skills to design XProtect VMS systems that effectively support customer surveillance objectives. This class is designed to empower our partners to use Milestone design resources to consistently meet customer needs and exceed their expectations.

A professional facilitator guides students and provides topical expertise as well as Milestone best practices.

Attending this class helps prepare students to take the [Milestone Certified Design Engineer \(MCDE\) online assessment](#).

The course duration is two full working days, 9:00 AM to 5:00 PM, with a total seat time of 12 hours.

Prerequisites

We strongly recommend students complete the [Milestone Design Engineer Learning Path](#) before attending the class.

The [eLearning](#) section of the [Milestone Partner Learning Portal](#) provides additional [Role-Specific Learning Paths](#).

Class Materials

Each student will receive the following downloadable material in class:

- Milestone Solution Design Student Handbook

Technical Requirements

The following technical requirements are recommended to maximize the online class experience:

- Internet access
- 1Mbit/s available download and upload bandwidth
- Internet latency of 900 or less (700 or less is recommended; see details below)
- Headset or speakers (microphone is recommended)
- 17-inch monitor or larger
- Internet browser, such as Chrome or Edge; Firefox browser is NOT supported

To check your internet latency:

- Launch this test lab: <https://labondemand.com/Launch/122B02AA>
- Hover your mouse pointer over the data bars at the top of the lab window.



- A latency of 700 or less is recommended for online classes.
- A latency of 700-900 will have slow interactions with the online labs. We recommend finding an alternative internet connection for a better class experience.
- A latency of 900 or more does not meet the requirements. The online labs will be slow to respond and disrupt your learning. Find an alternative internet connection.

To check your connection to the Adobe Connect classroom:

- Go to https://milestonesys.adobeconnect.com/common/help/en/support/meeting_test.htm
- Select Run Diagnostic Test.

Class Learning Objectives

By the end of this class, you will be able to:

- Collect a customer's surveillance objectives by asking design related questions and translate them into technical design requirements
- Create design specifications by recognizing Milestone hardware components, design installation types, and software product capabilities
- Produce hardware calculations using Milestone design tools to see a full list of hardware recommendations for a desired solution design
- Complete the solution design process and submit a winning bid to your customer by accessing Milestone design support resources

Agenda (2 days)

Day 1:

- Milestone Solution Design Scenario
- Defining Surveillance Objectives
- Performing a Site Survey
- Identifying Milestone Architecture
- Determining Milestone Products
- Identifying Milestone Installation Types
- Determining Cybersecurity Risks

Day 2:

- Working with Milestone Design Resources
- Updating the Milestone Solution Designer
- Determining Workstation Specifications
- Locating Milestone Design Support Resources

Hands-on Activities

Milestone Solution Design Scenario

- Introduction to the Hardware Specification Worksheet
- Performing a Site Visit

Milestone Solution Design Fundamentals

- Identify Milestone System Architecture and Clients
- Selecting XProtect Products
- Comparing XProtect Products
- Identify Milestone System Installation Types
- What is Social Engineering?

Milestone Solution Design Resources

- Milestone Partner Portal Access
- Updating the Milestone Solution Designer (Online Tool)
- Determining Workstation Recommendations

Milestone Solution Design Support

- Locate Milestone Design Support Resources