

Date: 22 June 2021

Dear Professor Sampson,

Letter by email

I am writing on behalf of Hikvision to, first and foremost, congratulate you on your appointment as Surveillance Camera Commissioner (and Biometrics Commissioner too) in March.

I wanted to introduce myself as Hikvision's Marketing Director in the UK, and propose an introductory meeting with Gary Harmer our UK Sales Director and our Global & EMEA Directors of Cybersecurity Chuck Davis and Fred Streefland, in order to continue the productive relationship between your offices and the Hikvision team. As a market leader of surveillance equipment in the UK, Hikvision is in a strong position to support policy and projects your offices are working on.

For context, we previously met with both Tony Porter and Mike Gillespie (Cyber working party strand lead). Hikvision was a participant in Tony Porter's working group to create an industry code of practice, and we worked closely with Mike Gillespie as one of the key manufacturers helping to bring "Secure by Default" to market. It would be good to have an opportunity to discuss your future plans for these areas, including any opportunities where Hikvision can support you. We would also be happy to update you on Hikvision's developments more generally so we can continue to support your activities and ensure close and proactive communication continues between your two offices.

Moreover, you may be interested that Hikvision is rolling out a Cybersecurity Course for the security industry (including installers, integrators, partners, customers and employees). The course is intended to increase cybersecurity awareness within the industry, with online lectures being released over the coming months. It is vendor neutral, free of charge and an opportunity to provide the installers community with the knowledge to safely install the products of Hikvision and its competitors whilst guaranteeing absolute security to the end user. It would be helpful to tell you more about the logistics and benefits this educational programme can offer.

As background, Hikvision was established in the UK in 2014, and has grown substantially. It now has over 350 professionals, five branches and a dedicated R&D centre. The company is based in Uxbridge and has ambitious plans to increase its economic and community footprint in the years ahead. Hikvision works closely with public and private sector partners, as well as law enforcement organisations to provide surveillance products to make a positive

difference for society, safeguarding people and assets and combating crime and terrorism.

Underpinning our state of the art technology is a commitment to R&D, which has seen significant investment in recent years. This has led to an expanded product portfolio and innovation in the fields of artificial intelligence, machine learning, robotics and other emerging technologies.

Very much looking forward to hearing from you and getting a meeting in the diary.

Many thanks,
Justin