



BUSINESS PROFILE

Hikvision AI CCTV & video analytics

Product supply and solution design for
authorised business partners

Malaysia, October 2026



Hikvision design and product supply

FST helps authorised system integrators and prime contractors across Malaysia assess requirements, design Hikvision solutions and source products. Founded in 1993.

30+

years of security
industry experience

2,500+

systems completed
in historical projects

~2,000

customer sites
in historical projects

Assessment, specification and supply

01 Review requirements

Review the project brief, site layouts, existing equipment and customer objectives.

02 Design & specify

Select compatible cameras, NVRs, analytics and software. Review BQ/BOM and tender specifications.

03 Size the system

Plan recording retention, storage, networks, PoE power and HikCentral licensing.

04 Quote & supply

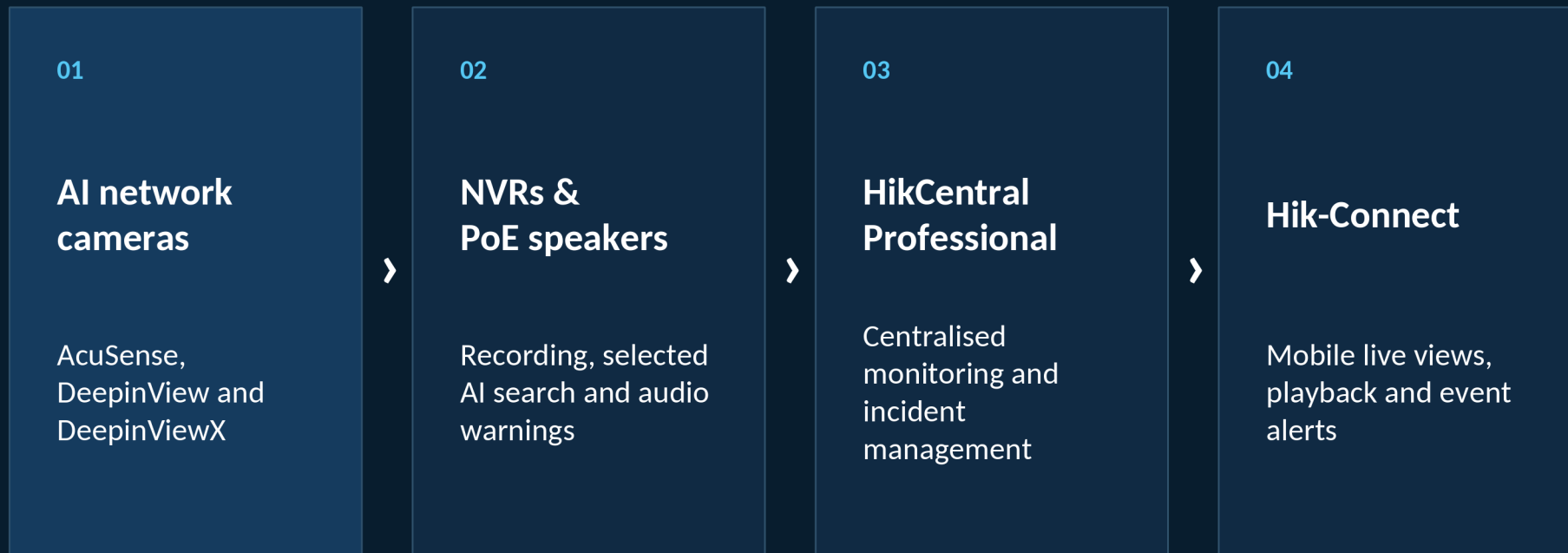
Provide project pricing and coordinate product supply. Minimum Hikvision order: RM10,000.



The appointed partner handles installation, commissioning, training, maintenance and end-customer support.

THE FST SOLUTION

Hikvision system components



Functions depend on models, firmware, licences and configuration

Detection and investigation applications

Select analytics for the site and required response. Availability depends on equipment, licences, camera positioning, lighting and configuration.

Perimeter & behaviour

Intrusion, line crossing, loitering and object detection

Vehicle analytics

ANPR, vehicle classification and traffic monitoring

Safety & PPE

Helmet and vest detection, smoking and restricted areas

Face analytics

Face capture, comparison and search where supported

People & occupancy

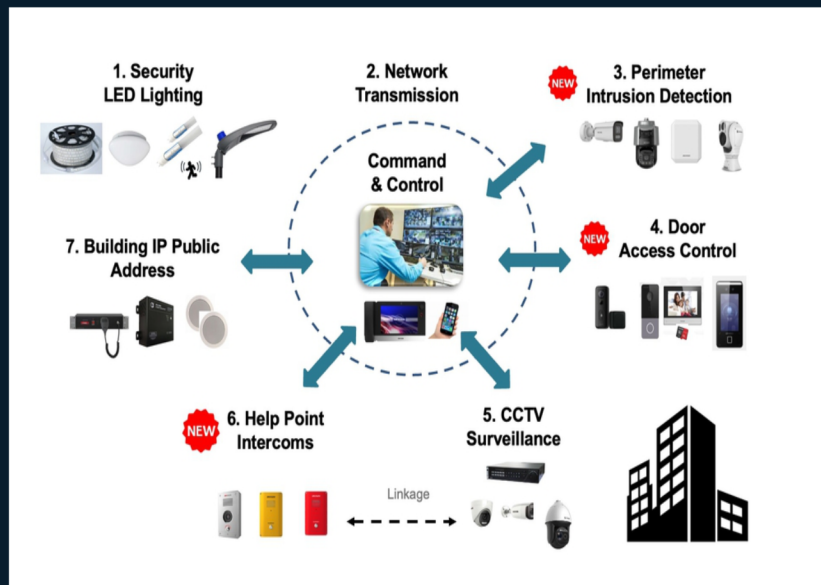
People counting, queues, occupancy and heat maps

AI video search

AcuSeek text search and AcuSearch target matching

Analytics are options across compatible solutions. AcuSeek and AcuSearch are not standard on every DeepinMind NVR.

Applications across Malaysian industries



01 Factories & warehouses

02 Offices & corporate buildings

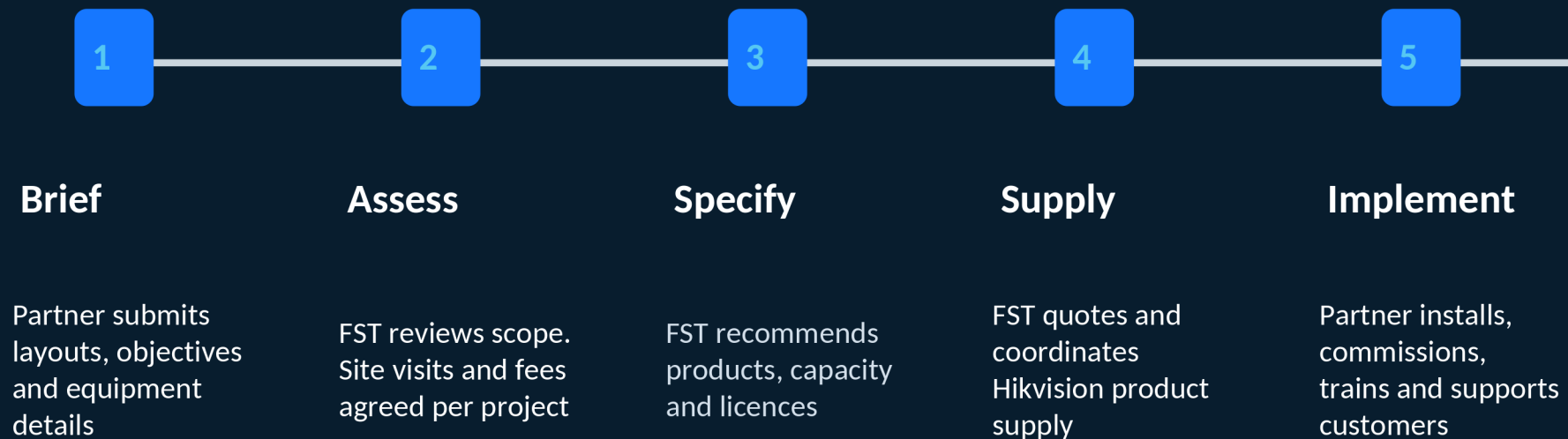
03 Manufacturing & workplace safety

04 Retail & commercial properties

05 Education, healthcare & public facilities

06 Critical infrastructure

FST support and partner responsibilities



Assessment and detailed design fees may apply. The partner retains final design validation and the end-customer relationship.

Planning guides for partner projects

SMALL

**4-16
cameras**

Small offices, shops, clinics
and warehouses

MEDIUM

**17-64
cameras**

Factories, offices, schools
and hotels

ENTERPRISE

**65+
cameras**

Large facilities, campuses
and multisite operations

Coverage

Authorised partners across East and West Malaysia

Capacity

Recording channels and simultaneous AI capacity need separate checks

Camera ranges are planning guides. Final capacity depends on coverage, retention, analytics, networks and expansion.

Selected previous installation projects



University Malaysia Sabah

Campus communications, CCTV and a command centre monitoring over 760 cameras.

New Straits Times Printers

CCTV, NVRs and command centres at four regional print factories and Bangsar HQ.

Tenaga Nasional Berhad

Advanced CCTV at the Prai Power Station, including the offshore cooling platform.



Arab Malaysia Bank

Integrated CCTV connecting 122 branches to the Kuala Lumpur customer care centre.

Sunway Hotels

Multiple hospitality facilities integrated into a central security command centre.

Past projects illustrate experience. FST's current services focus on partner design support and product supply.

WHY PARTNERS CHOOSE FST

Hikvision expertise and partner pricing

01 Hikvision expertise

Hikvision AI CCTV and intelligent video analytics expertise.

02 Specification support

Product compatibility checks, BQ/BOM review and tender-specification guidance.

03 Competitive pricing

Project quotations for genuine Hikvision products. Minimum product order: RM10,000.

04 Nationwide coverage

Online consultation and product-supply coordination across Malaysia. Delivery confirmed per order.



PARTNER PRICING & PROJECT ENQUIRIES

Your next Hikvision project

For pricing, send your model list or BQ/BOM, quantities, location and delivery date. For design, share the project brief and site layouts.

FST Security Systems

Phone / WhatsApp

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fstsecurity.com.my

Subang Jaya, Selangor, Malaysia

Authorised business partners only
Minimum Hikvision order: RM10,000

Partnership, pricing and project enquiries
fstsecurity.com.my/contact-us/

Office visits by appointment
Monday–Saturday, 9 am–6 pm

Assessment and design fees may apply.
Specialised or non-stock imports may
take approximately 6–8 weeks.
Quotations confirm lead times and terms.