

Project Design: Streamlined

with Hik-Partner Pro Designer



Executive summary

Delivering high-performance AIoT security requires moving beyond hardware specifications to guaranteed system outcomes. This guidebook explores how Hik-Partner Pro Designer by Hikvision streamlines the complex journey from site survey to finalized quotation. By utilizing AI-powered simulation and integrated workflows, professionals can eliminate planning errors, manage client expectations and accelerate project delivery.



Contents

Introduction	3
What do end users need?	4
What issues do professionals face when seeking to deliver the best possible solution?	5
Hik-Partner Pro Designer: What is the new tool?	6
Hik-Partner Pro Designer: How does it work?	8
Hik-Partner Pro Designer: Key features	12
Hik-Partner Pro Designer: Key benefits	13
Behind the scenes of HPP Designer	14
Streamlining projects with HPP Designer	15
About asmag.com/ about Hikvision	16



3

Introduction

Modern video surveillance systems are becoming ever-more capable, thanks to AI-powered improvements in image quality and smart analytics. For organizations seeking the benefits of the latest AI, acquiring highly capable cameras is only one part of the puzzle, though. Even the best devices have to be placed perfectly and integrated into the system as a whole in the best-possible way to realize their full potential.

With Hik-Partner Pro (HPP) Designer, this is becoming much easier. The new tool, integrated in the HPP platform for security installers and integrators, enables professionals to move from abstract planning to high-precision, scenario-based design. Users of the feature start by uploading a floorplan of the project site that then turns into a virtual version of the project, including all available Hikvision products and visual representations of how they will perform once installed in the respective real-life scenario.

This guidebook for HPP Designer addresses what end users need, the issues installers and integrators face in delivering the best-possible results, as well as how the new, **free** tool fits into their workflow to streamline the process from pre-sales to ongoing management of finalized projects.

What do end users need?

The core functions of video surveillance systems have moved decisively beyond forensic investigations after a security event. It is no longer about security crews combing through hours of footage manually, hoping to find the moment when “it” happened. It is also no longer acceptable if the coveted footage is grainy, dark and of limited use.

Instead, end users need full visibility over their premises at all times, with every scene that was captured just a voice prompt away, as well as smart alerts and automated system responses. These requirements are regardless of scale of their deployment, whether they are operating a home security system, an installation in a small shop or a large-scale, integrated AIoT solution.

From our reporting and conversations with integrators, manufacturers and other security professionals, we have learned that end users increasingly require:



100% spatial coverage of the premises, empowering intelligent analytics that can follow persons of interest and reconstruct their paths and actions



The sharpest possible video footage, regardless of lighting conditions, empowering facial recognition, and object and behavioral detection



Clear expectations about total cost of ownership (TCO) and return on investment (ROI), to ensure they receive the best possible solution matching their budgets and needs

Importantly, end users want to base their purchasing decisions on more than just the spec sheets of individual products. System performance is key, and integrators need to demonstrate that the end result will match the requirements of the user before the first hole has been drilled into their wall.

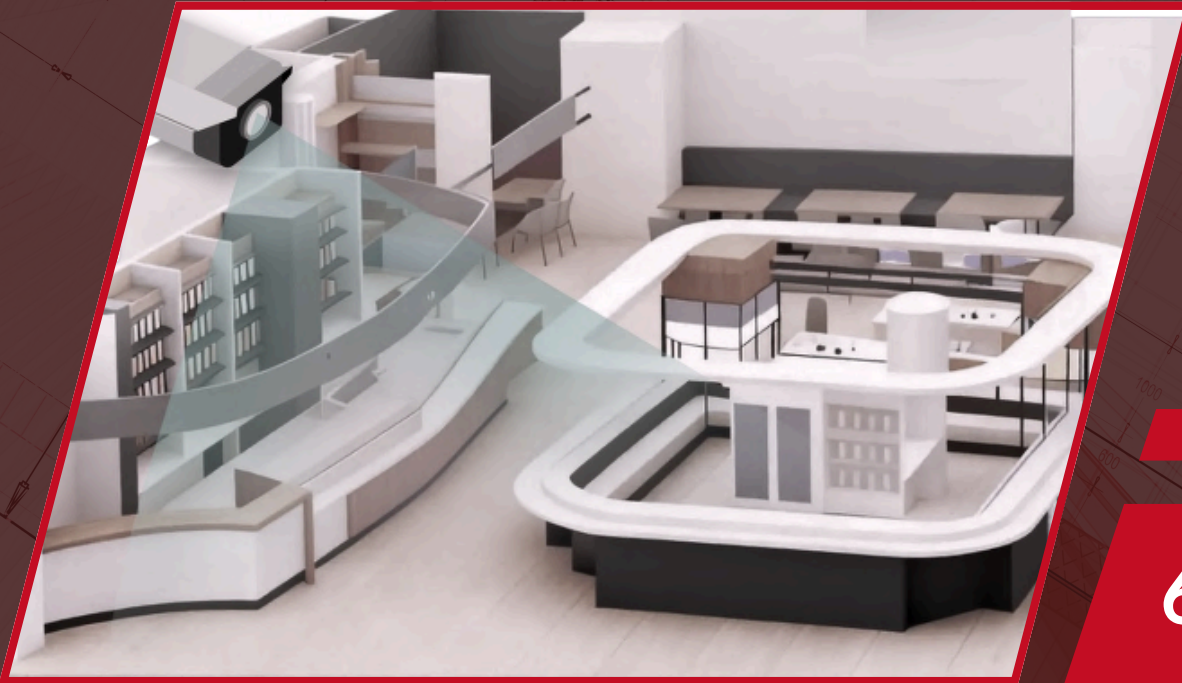
What issues do professionals face when seeking to deliver the best possible solution?

The challenge for integrators is twofold: They need to design the best possible system for their customers and communicate the ability of the new deployment clearly. This is key to managing customer expectations successfully and avoiding misunderstandings that could delay project finalization and incur additional costs for both sides.

Starting with a visit to the site and/or a detailed floor plan, integrators face several questions:

- How many and what types and models of camera are needed to deliver 100% visibility, eliminating any potential blind spots?
- What will the visible and operational result be? This includes the field of view for each camera and effective image clarity.
- What other devices and peripherals are needed, including POE switches, routers, data processing devices such as NVRs, DVRs and servers, as well as additional sensors for full AIoT integration?
- What is needed to connect the devices and create an efficient, comprehensive security solution? This includes not just cabling, but also the calculation of 2.4G and 5G signal strength considering walls and other features of the site that might affect wireless connectivity.
- What are the storage and bandwidth requirements of the project and how will they affect the client's bottom line?

Answering these questions manually or using disconnected tools might lead to a “siloe” planning process where critical details are lost in translation. Time, which is always critical in implementing new security projects, might be lost due to friction among disparate processes, such as writing quotations or ordering devices from distributors or resellers.



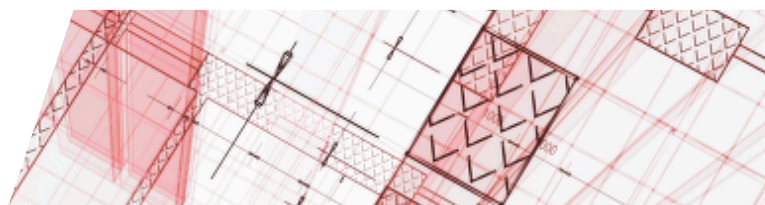
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Hik-Partner Pro Designer: What is the new tool?

HPP Designer is the official design tool developed by Hikvision, ensuring full compatibility with the company's ecosystem. This means users can access the most comprehensive and up-to-date database of Hikvision products, including cameras, recorders, accessories, and other system components.

As an all-in-one project design and quotation solution, it is available as part of Hik-Partner Pro, the service platform that enables Hikvision partners to manage everything from customer to stock management, orders to invoices, remote system health monitoring to maintenance schedules. Running the world's largest network of partners in the physical security industry, Hikvision has made HPP Designer available to its partners across all geographies for free.

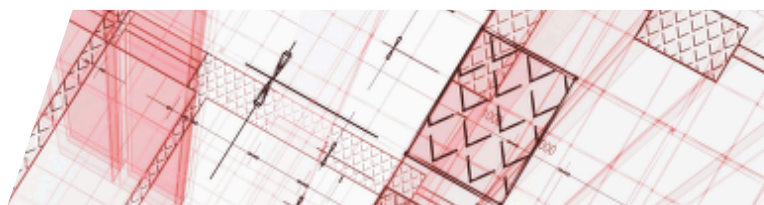
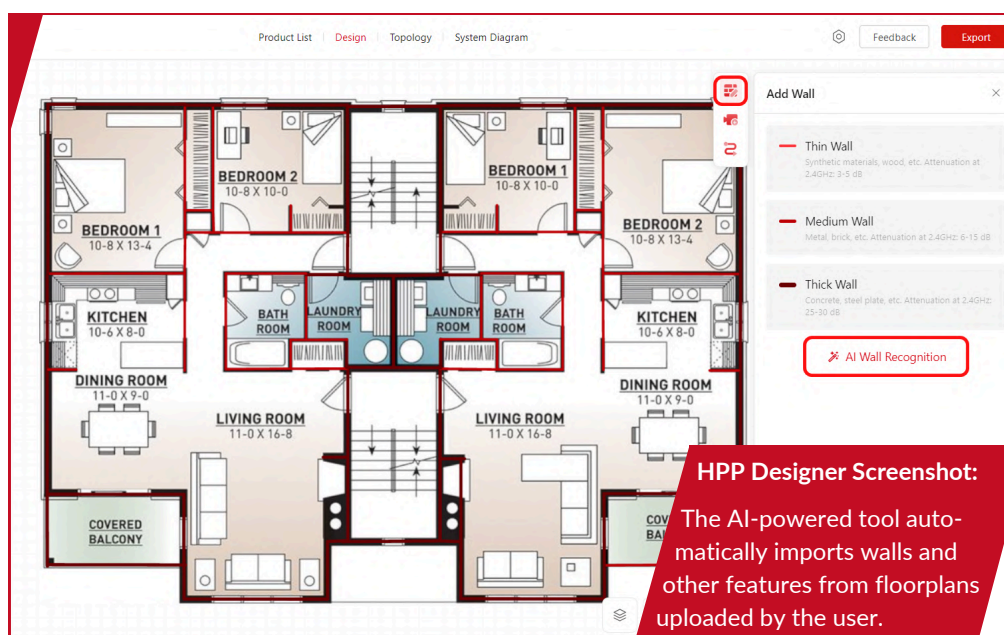
Because HPP Designer is directly maintained by Hikvision, all product specifications, parameters, and compatibility information are sourced from the official database. This ensures the highest level of accuracy and reliability, reducing the risk of design errors that may occur when using third-party tools with outdated or incomplete product data.



While integrators and installers previously relied on experience-informed guesswork or third-party tools for spatial project planning, they were often faced with the task of migrating projects from one platform to the other multiple times, or plugging the gaps between tools and platforms with manual calculation.

HPP Designer closes all crucial gaps between the initial site survey and the generation of a technical quotation for the client. Full integration into the Hikvision partner ecosystem enables them to skip several painstaking steps—manual floor plan preparation, site simulation, network planning, signal testing and visualization to create a presentation to clients—reducing lead times from days to minutes.

Integrators and installers can expect to be empowered by HPP Designer in their established workflows, while retaining full control over the process and their relationships with customers on the one hand and distributors, resellers and Hikvision on the other.



Hik-Partner Pro Designer: How does it work?

Procurement meetings have been successful, expectations are clear: It is time to plan the project beginning with a map of the site.

Security professionals proceed by accessing the Hik-Partner Pro Platform as usual. HPP Designer is seamlessly integrated into the platform, enabling them to accomplish the whole project planning process without friction.

► Floorplan Upload

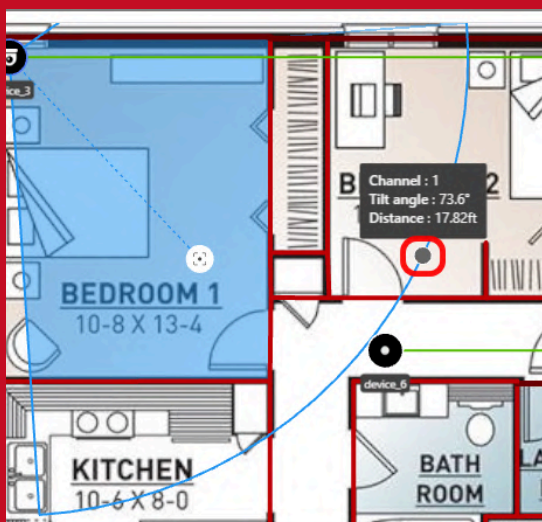
Concretely, that means Hik-Partner Pro users upload a floor plan of the site for indoor projects to the HPP online portal, or select a map for an outdoor project from integrated open-source data.

► ► AI-enabled Wall Detection

HPP Designer's built-in AI detects walls and other features relevant to the project, enabling users to get started right away.

They remain in full control, though. Walls can be added or altered as needed, for example in case the floor plan or map doesn't reflect the situation on the ground 100%. Alternatively, they can start with a blank worksheet and create the project from scratch.

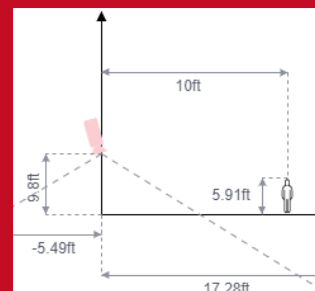
HPP Designer Screenshots:



HPP Designer simulates the effective image clarity of each camera placed in the virtual project. ►



The AI-powered tool generates visual representations of the field of view for each camera.



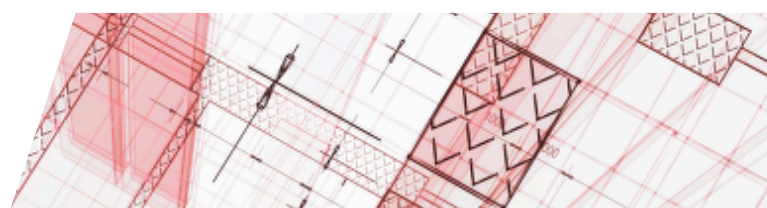
PPM Simulation

Target Position

Distance
10.16ft

PPF
95.04

Day - Ideal

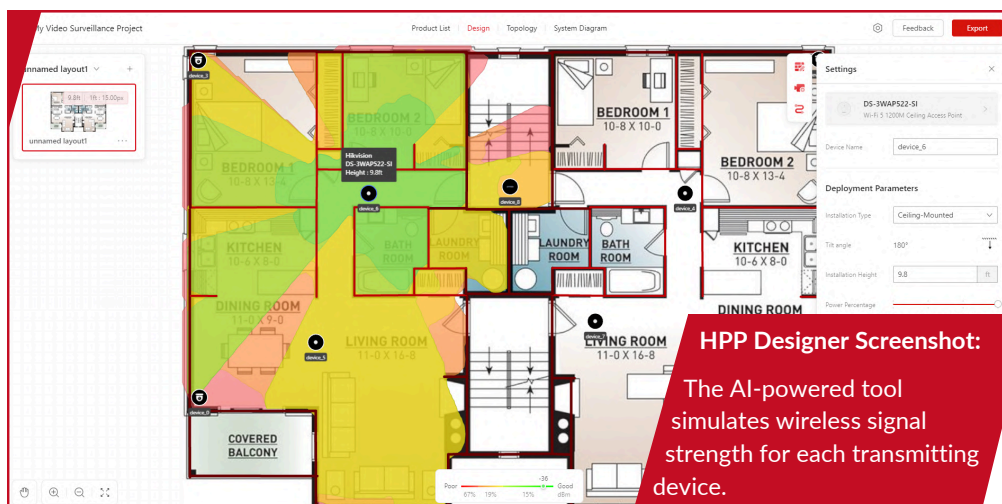


▶ ▶ ▶ Device Placement Simulation

Based on the full portfolio of Hikvision products, partners can virtually select devices and place them within the floor plan or the map. HPP Designer shows them the area covered by each camera in real time.

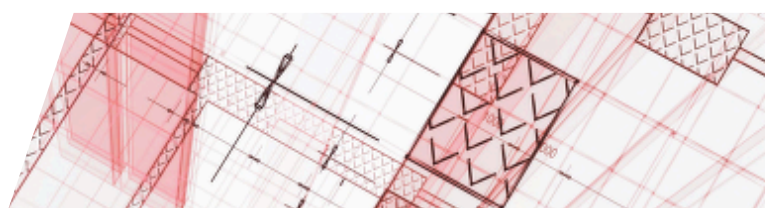
At this stage, HPP Designer also simulates the effective image clarity of each device, calculated in pixels per feet (PPF) or pixels per meter (PPM) when the focus is on objects anywhere in the frame, as well as through a visual representation.

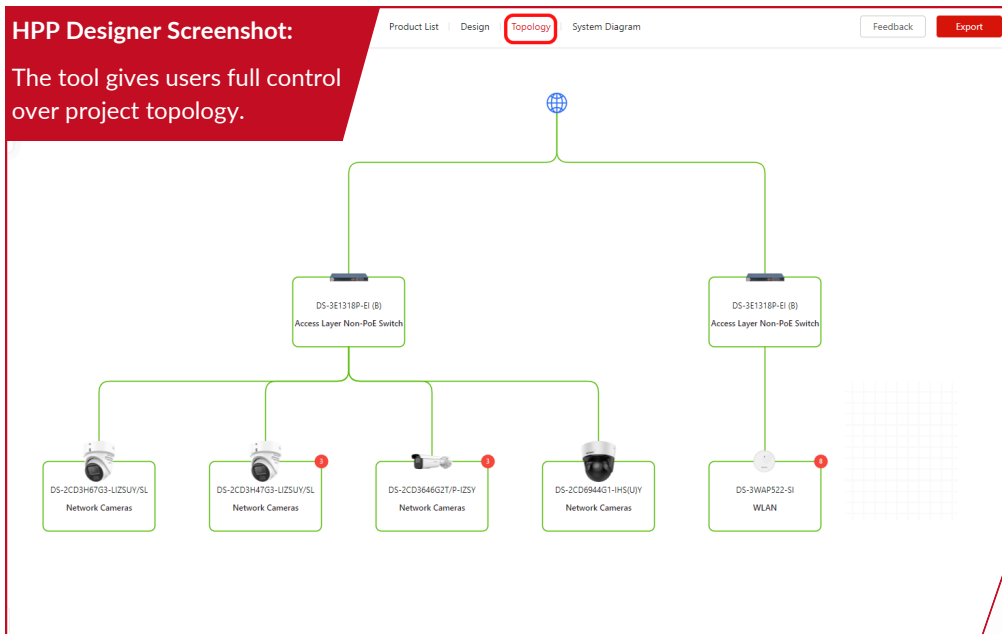
Partners can select mounting height and angle, as well as the lighting conditions expected at the site, enabling them to pick the camera that fulfills customer requirements most accurately.



Wireless cameras are the devices of choice in many security projects today, greatly simplifying cabling and maintenance.

HPP Designer can simulate expected signal strength based on the specifications of cameras and AP/routers, helping installers and integrators select the best-possible spots to place adjacent devices such as routers. Also here, they remain in full control over their project, as HPP Designer enables them to adjust signal strength settings of each device and the thickness of virtual walls.





►►►► Cabling & Topology

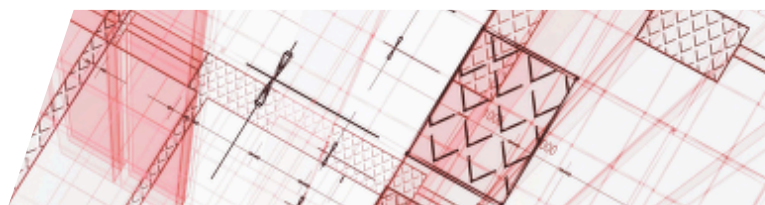
Meanwhile, as systems become more complex with every new possibility that arises, it is essential they're designed with focus on topology. HPP Designer automatically creates a topological representation of the project, enabling integrators to identify potential weaknesses at the earliest possible stage.

The time required for project planning is greatly reduced while accuracy is greatly increased. This eliminates the risk of human error and creates a streamlined, intuitive process. When installers arrive at the site to install real-life devices, there will be no surprises that force partners back to the drawing board.

►►►►► Quotation

Once everything is virtually in place, HPP Designer automatically generates a quotation, including all devices and cables at the length needed to connect them. Partners remain in control over pricing, as HPP Designer enables them to give percentage-based discounts for all items involved.

Partners can export the project with one click and share it with their client via email or the common messenger apps, including auto-generated design diagrams, product lists, topology diagrams, system diagrams and more.

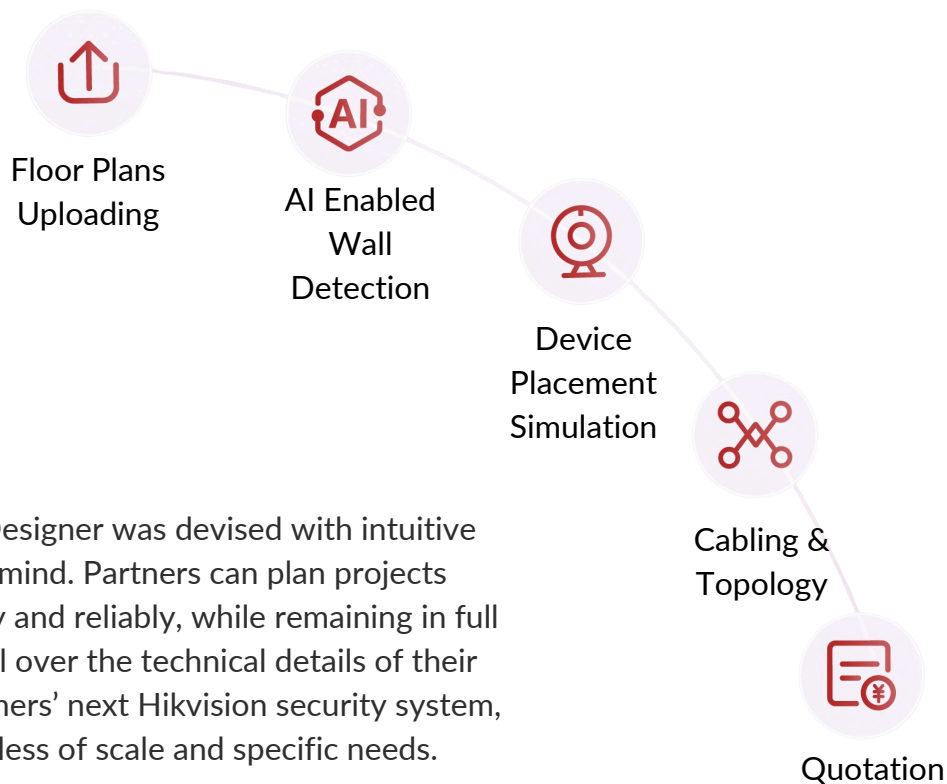


HPP Designer enables them to add their logo, ensuring clients understand they receive a comprehensive roadmap for putting their project in place from their trusted partner.

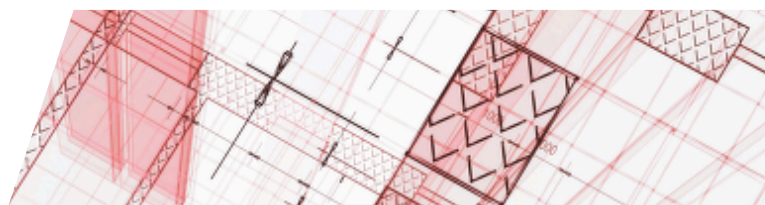
HPP Designer not only ensures end users receive the best possible new system in the shortest possible time, it also empowers integrators on their journey from a hardware provider to a strategic consultant for everything related to their customers' Hikvision security solution. It streamlines pre-sales, and eliminates friction and potential sources of planning error.

With HPP Designer, integrators and installers can focus on what really matters: Delivering future-ready security solutions to customers.

► ■ Reinventing the product planning workflow



HPP Designer was devised with intuitive use in mind. Partners can plan projects quickly and reliably, while remaining in full control over the technical details of their customers' next Hikvision security system, regardless of scale and specific needs.



Hik-Partner Pro Designer: Key features

-  **Support for indoor and outdoor designs:** Users can upload floor plans for indoor projects, or select maps for outdoor installations.
-  **AI-enabled wall detection:** The built-in AI of HPP Designer automatically identifies and traces walls. This eliminates the need for manual drawing, while allowing users to move directly to device placement.
-  **Real-time coverage & clarity simulation:** Partners can visualize the field of view of every camera and simulate image clarity based on PPM/PPF. This ensures customer requirements are met before physical installation.
-  **Smart wireless heatmaps:** HPP Designer simulates 2.4G and 5G signal strength across the whole site, accounting for signal attenuation caused by walls and other features. This allows for the optimized placement of wireless devices.
-  **Automatic topology & cabling maps:** Based on the placed devices, HPP Designer automatically maps out the system's logical architecture and calculates the required lengths for cabling, ensuring the backend infrastructure—like PoE budget and bandwidth—is correctly specified.
-  **Scalable project capacity:** Designed to handle diverse deployments, HPP Designer supports large-scale virtual deployments and multiple projects managed simultaneously within the same workspace.
-  **Professional, branded reporting:** With one-click export, HPP Designer generates a comprehensive design report and quotation. Partners can add their own company logo, providing a professional roadmap that enhances client trust and speeds up approval.
-  **Gateway to Value-Added Services:** Beyond the design phase, HPP Designer serves as the foundation for long-term revenue. Once a project is finalized and installed, it seamlessly transitions into the HPP ecosystem, enabling the easy setup of Value-Added Services such as remote health monitoring and cloud-based maintenance for the customer.



13

Hik-Partner Pro Designer: Key benefits

- Improved planning efficiency:** With a real-time, accurate product database and AI-powered analysis integrated into a unified platform, the tool enables a seamless transition from site survey to quotation, significantly shortening the project planning cycle.
- Reduced costs and error rates:** By minimizing inaccuracies and eliminating process gaps, the tool reduces rework and duplicated efforts, helping to effectively control project costs.
- Stronger solution competitiveness:** Leveraging AIoT-driven, scenario-based functionalities, SMEs can design more precise, efficient, and differentiated solutions, increasing their chances of winning bids.
- Faster return on investment:** By enhancing solution professionalism and improving project success rates, customers can accelerate the deployment of AIoT security projects and achieve faster business returns.

Behind the scenes of HPP Designer



asmag.com: What motivated Hikvision to design the new tool?

Hikvision: As demand for integrated AIoT solutions grows, installers need a single professional platform that connects site surveying, solution design, product selection, and quotation. However, existing third-party tools often rely on outdated data, provide inaccurate information, and lack the AI capabilities required for today's projects.

To address these challenges, Hikvision developed a proprietary, reliable platform that streamlines the entire workflow—from survey to quotation. Free, user-friendly, and professional, the tool helps installers improve efficiency, enhance service quality, and increase project win rates. It also reflects Hikvision's strategic shift toward digital transformation and stronger support for the SME market.



asmag.com: What are the most common pain points for SMEs?

Hikvision: SMEs and their installers typically face four major challenges:

- Fragmented processes: Surveying, design, product selection, and quotation are often disconnected, reducing efficiency.
- Reliance on manual or third-party tools: These can be costly, lack professionalism, and contain outdated or inaccurate product data, leading to errors and rework.
- Limited scenario-based matching: It is difficult to quickly generate tailored solutions for SME environments such as offices, retail stores, or farms.
- Insufficient AI support: Many tools lack the intelligence needed for AIoT-based analysis and solution optimization.

Together, these issues slow decision-making, increase project risk, and reduce competitiveness in the SME security market.



asmag.com: What tangible benefits does the new tool offer?

Hikvision: The new tool delivers measurable benefits in several key areas: Improved planning efficiency, reduced costs and error rates, stronger solution competitiveness, faster return on investment. It empowers SMEs and their installers to work more efficiently, compete more effectively, and unlock greater value in their AIoT security initiatives.



Project Design: Streamlined

with Hik-Partner
Pro Designer

HPP Designer marks a great step up in efficient security project planning. Available to Hikvision partners for free, the new feature complements the Hik-Partner Pro environment, ensuring that integrators and installers have all tools at hand that are needed for a successful Hikvision project.

Expect lead times to shrink significantly, as some of the most painstaking steps in pre-sales merge into one intuitive workflow. The immediate result will be an accurate, fast project quotation that gives clients an in-depth understanding of the benefits of their new security system.

Learn more about HPP Designer on the [Hikvision website](#)

Watch the HPP Designer [video presentation](#)

Download the Hik-Partner Pro App:



About asmag.com

asmag.com is a global online publication for physical security channel professionals: manufacturers, distributors and integrators. We provide the latest product and technology news in video surveillance and access control, in-depth market trend reports, and case studies for different verticals. Our services include targeted, measurable advertising solutions and live events that help our clients reach a qualified audience.

About Hikvision

Founded in 2001, Hikvision focuses on integrated security and scenario-based digitalization. Propelled by the AI-powered Internet of Things (AIoT), the company remains committed to serving various industries with its machine perception and artificial intelligence technologies. Guided by the core values of 'Professionalism, Reliability, and Integrity', Hikvision explores innovative ways to better perceive and understand the world. It empowers visionary decision-makers and practitioners to work together to enhance safety and advance sustainable development around the world. The company's business grows through technologies that are deeply rooted in innovation and an increasingly diverse range of AIoT products and solutions. With an open ecosystem, Hikvision is empowering the industry and advancing with its partners. The company currently provides products and services to over 180 countries and regions. In 2024, Hikvision's revenue was RMB 92.50 billion (USD 12.87 billion).