IPTECHVIEW™

Camera-to-Cloud Video Surveillance Platform Comparison

Camera-To-Cloud Video Surveillance Platform Solutions Comparison

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Disclaimer: * This document has been prepared with the intent to provide potential customers with an overview of our software in comparison to those of competitors. Information regarding features and pricing was sourced from publicly available materials as of January 2024. Please note that such details, including prices and software capabilities, are subject to change. This document is provided for informational purposes only, and we cannot guarantee its current accuracy. We recommend that buyers conduct their own research and consult directly with vendors for the most up-to-date information. As the creators of a competitive solution, our views may inherently carry biases, and we acknowledge that our analysis may not encompass all available information on competing products

Executive Summary

The Cloud Video Surveillance and Camera-to-Cloud market is rapidly growing due to the cost-effectiveness, user flexibility, scalability, and simplified management of such solutions. IPTECHVIEW's Product Management team analyzed various market players to stay current and support their partners in delivering long-term value to customers. This comparison includes pioneers, new market entrants, and rapidly growing solutions due to significant VC investment.

The document includes competitive pricing intelligence, however it is important to notice that pricing is very fluid and depends on promotions and individual project negotiations and therefore should only be considered as reference pricing.

Key Findings and Differntiators on the Evaluated Platforms

Arcules: Offers a unified cloud-based video surveillance and analytics platform that emphasizes support for in-camera analytics, a wide variety of cameras using a bridge device, and a camera-to-cloud solution with AXIS cameras. It has a strong emphasis on in-camera AI support. A comparison reveals IPTECHVIEW's advantages in supporting more direct-to-cloud vendors, a remote maintenance grade central management and system health monitoring, lower licensing costs, and broader device support for non camera edge devices and other systems like cloud managed POE or routers.

AVA Security (now Avigilon Alta): Focuses on advanced analytics and intelligence features mainly with Avigilon cameras. IPTECHVIEW demonstrates comparable capabilities with added benefits by supporting a more variety of cloud-direct brands and by integrating a true remote management platform that goes beyond proprietary cameras. Prices are similar with the IPTECHVIEW subscription model being simpler.

Eagle Eye Networks: Known as a pioneer in early cloud storage and cloud VMS, offers remote access and scalability but requires bridge devices. The advantage is they provide access to a broad range of cameras. However, this makes the solutions lumpy because bridges come in increments of 8 or 16. Bridges also unify and lower the video quality. In Camera-to-Cloud, there is more freedom to choose the resolution of each camera. Bridges also add a single point of failure and AI is limited to the AI in the bridge chiposet. IPTECHVIEW matches Eagle Eye’s offerings with added benefits in ease of use, more flexibility for power users on multi-monitor workstations, and richer and broader camera-to-cloud device support & integration. IPTECHVIEW also offers a somewhat lower cost.

Genetec Stratocast: Leverages cloud technology for central access and scalability. They offer cloud-direct drivers for several cameras similar to IPTECHVIEW but require the loading of new separate firmware on these devices. IPTECHVIEW utilizes Open VPN tunnels that can be configured with its provisioning tool on the fly and therefore, is much easier to install. IPTECHVIEW also offers additional features like AlarmReady ™, a universal alarm system Integration, Recent Activity, and a more flexible and powerful player for loss prevention users. IPTECHVIEW presents a competitive alternative to Genetec with similar features at a more attractive price point.

SPOT AI: Aims to transform existing IP security cameras into innovative AI-powered systems. The product is based on its AI bridges that take regular ONVIF cameras, and the cloud enables them. They also have a minimal proprietary line with a couple of cloud-direct cameras. IPTECHVIEW offers comparable analytics and cloud features, a cutting-edge central remote management solution that is much more scalable and does not have the limitations of a bridge device. Pricewise, SPOT AI lures with free cameras but then charges a license fee that more than offsets the camera price.

Verkada: Provides an all-inclusive platform with proprietary hardware and software. IPTECHVIEW competes with a multi-vendor approach, offering flexibility and cost advantages. Verkada requires expensive proprietary cameras that support in-camera Face Recognition. IPTECHVIEW currently only supports Face Recognition on certain specific cameras that can provide Face Recognition Vectors. (For IPT2.0 we plan FR after in camera face detection which will give us parity.)

YourSix: Delivers a unified video surveillance and access control platform emphasizing ease of integration but limited mainly to AXIS cameras. IPTECHVIEW showcases similar capabilities with the added benefit of supporting a wider range of devices at a lower cost and a much broader approach including central management for the entire project including all edge devices and criticsal infrastructure.

Introduction

Camera-to-cloud security cameras today are expected to become one of the fastest growth markets in business security cameras due to simplifying and reducing installation cost, access and flexibility for users, scalability, and simpler management.

Ideally, integrators can specialize in one primary product line to simplify the training of their sales and tech teams. Even when new cloud solutions simplify things, for the reseller/technology partner, there will always be an initial commitment in time and resources to become proficient on every platform. This means that the selection process merits a deeper analysis of the value proposition and technology before deciding which solution to choose. In addition to features, resellers & technology partners also need to evaluate how selling a particular platform will give them flexibility, what position they will be in, and what economic advantages the solution will have.

This document was created by the IPTECHVIEW Product Management team to analyze the market for our development team. This will ensure we stay current and help our partners see how our solution will provide their customers' long-term value and what it means for their own business.

We selected the following players because they were either pioneers that we followed, new companies that we have seen develop solid competitive products, solutions that gained a lot of market share, or solutions that we know just got a lot of VC money and are growing. The products we selected for this analysis against IPTECHVIEW are :

- ARCULES
- AVA Security (now Avigilon Alta)
- EAGLE EYE NETWORKS
- GENETEC Stratocast
- SPOT-AI
- VERKADA
- YOUR SIX

Evaluation Criteria

The final evaluation of all the different Video Management System (VMS) cloud solutions will always depend on specific use cases, customer requirements, budget considerations, prior equipment installed in the field, compliance & regulations, and individual preferences.

Different cloud-based VMS solutions may excel in other areas, and what works best for one organization may be a better choice for another.

Our goal was to make a comprehensive summary based on the criteria we believe are most relevant for normal small-to-medium-sized businesses (25-500 employees) and multi-site and enterprise businesses with 100-10,000 locations and up to 100,000 cameras. These are where we see the current upper capacity limits for IPTECHVIEW, with the overall platform designed to handle one million cameras at this time.

Comparison Methodology

We position and show the highlights of every product first so that our team and customer can assess their full value independently. Then we compare them against IPTECHVIEW on a one-by-one basis.

Lastly, we compared each product line's basic and most standard 4-6 MP basic single camera cost, a full one-year subscription/licensing, and other relevant and comparable costs for comparable cloud retention times.

Arcules

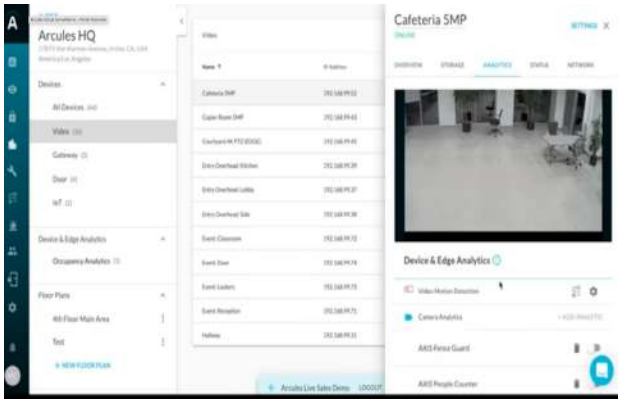
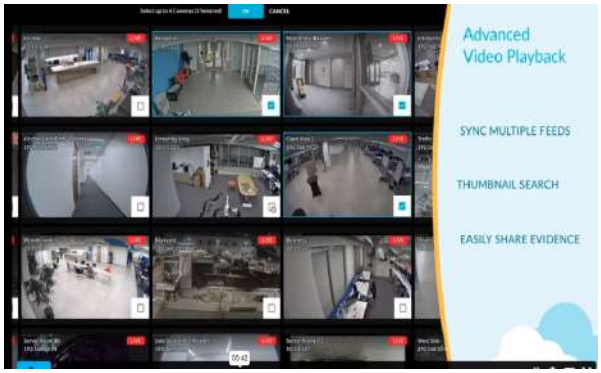
About Arcules. It is a Canon Group company that offers a simple and unified cloud-based video surveillance, access control, and analytics platform. They provide a Video Management System (VMS) platform that leverages cloud technology to deliver scalable, flexible, and feature-rich video surveillance capabilities. Company size: 51-200 employees, Headquarters: Irvine, California, Founded: 2017. Arcules' VMS platform is designed to operate in the cloud, offering the benefits of scalability, accessibility, and ease of management.

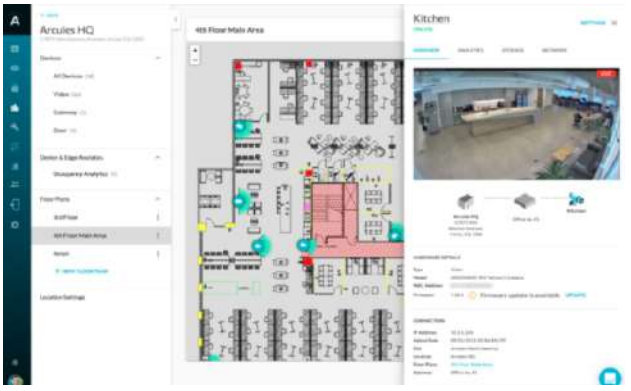
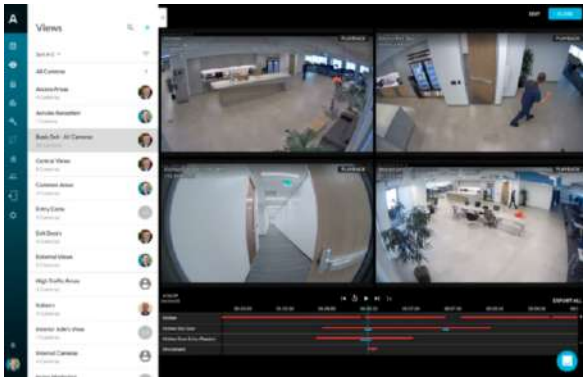


- Camera Enrollment. Cloud-based video surveillance solution with an emphasis on scalability and ease of use. Arcules platform supports direct cameras Canon, Axis, Bosch, Hanwa, Flir, MOBOTIX, and Sony and more than 6,000 other models using a gateway
- Cybersecurity. It prioritizes cybersecurity in its camera-to-cloud solutions to ensure the protection of data, prevent unauthorized access, and maintain the integrity of its cloud-based video surveillance platform. Compliance with relevant privacy and data protection regulations is addressed.
- Form Factor Offerings. Video security licenses (for recording in camera) are offered for 1 year, 3 years, and 5 or longer years.
- Other devices supported. They integrate with several security solutions, including Cloud Access Control Systems (Feenics, Imron, Genea), Environmental Sensors (Halo IOT – Vape, THC & Gunshot Detection), Central Monitoring Systems (IMMIX), and Milestone XProtect.
- Installation. Arcules' platform offers an intuitive interface for users to easily navigate, manage cameras, and review video footage.
- Storage options. Cloud storage and edge storage (Edge Cloud stores videos locally on the gateway, sending only metadata to the cloud. Remote view, and playback from the edge to the cloud to you).
- Analytics. This platform incorporates advanced analytics and intelligence features including object detection, motion sensing, and other smart functionalities that enhance the ability to monitor and

analyze video footage. Heatmaps, people counting features along with Arcules Business Analytics to turn video data into actionable insights. Also interwork with on-Camera Video Analytics (Occupancy Counting, Thermal Monitoring, Loitering, etc).

- ONVIF/RTSP Support. Yes with the use of their gateway.
- Features offered

Camera View	Locations
	

Floor Plans	Basic Set of Cameras
	 b

- Prices

Product	Years	MSRP	VAR
VMS License*	1 Year	$321	$241
Cloud Storage* (30-day retention)	1 Year	$211	$158
Camera**	-	$620	$465
Total 1 year	1 year	$1,152	$864
Total 3 years***	3 years	$2,216	$2,061

* Company offers VAR discount of 25% in licenses
** No hardware offered by Arcules. For comparison purposes, we are using a Mobotix Move camera Mx-VB2A-5-IR-VA 5 Megapixel Network IR Vandal Bullet Analytics Camera with 25% discount
*** Considering 5% discount additionally for multi-year

Feature	arcules	IPTECHVIEW™
Camera Enrollment	Arcules platform supports direct cameras Axis, Bosch, Canon, Flir, Hanwha, MOBOTIX, and Sony and more than 6,000 other models using a gateway	MOBOTIX, Axis, and Universal cameras are supported in Cloud direct mode (all NDAA compliant). Also, some popular non-NDAA-compliant cameras like HiKvision & LTS can be used with a security gateway.
Form Factor Offering	1-3-5 years licenses	1-3-5 years licenses with 30-60 days of additional cloud storage
Other devices supported	Integrates with several security solutions, including Cloud Access Control Systems (Feenics, Imron, Genea), Environmental Sensors (Halo IOT – Vape, THC & Gunshot Detection), Central Monitoring Systems (IMMIX), and Milestone XProtect.	Integration with IPTECHVIEW ecosystem like access control systems and environmental sensors from Kentix, DrayTek routers and switches, Fanvil's intercoms, IPTECHVIEW LTE gateway, and 3CX and Epygi IP PBXs among others.
Installation	Available in the cloud immediately after the camera connects to the broadband	Preconfigured cameras (Axis, Mobotix, Universal) are available in the cloud immediately after the camera connects to the broadband, to review footage and configure settings. The configuration file is available for download for use with previously purchased cameras.
Visualization	Web	Cloud-based via Web
Storage options	Cloud retention 30, 60, 90,..365 days	Edge recording in SD card (offered 128GB with the camera and expandable to 512GB). Cloud retention is offered for 30, 60, 90,..365 days.
Analytics	Object detection, motion sensing. Heatmaps, people counting. Also interwork with on-Camera Video Analytics (Occupancy Counting, Thermal Monitoring, Loitering).	Smart intrusion prevention, cross line, intrusion enter/leave area detection. Based on target classification. Intelligent People counting analytics, Crowd Density Monitoring, Vehicle Analytics, License Plate Recognition, Heat Maps, Floor Plans, Cross Products Insight.
Onvif support	The Arcules system supports thousands of cameras. If the IP camera is ONVIF conformant, it will work with Arcules with the use of a gateway.	Yes, using IPTECHVIEW CAMGate
Price per license (VMS+30CL)	$44/month/camera	$15/month/camera

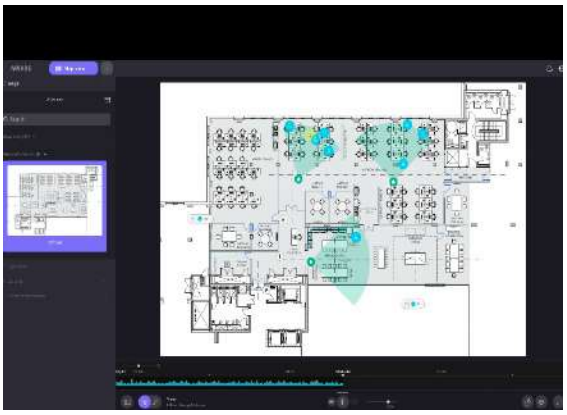
AVA Security (now Avigilon Alta)

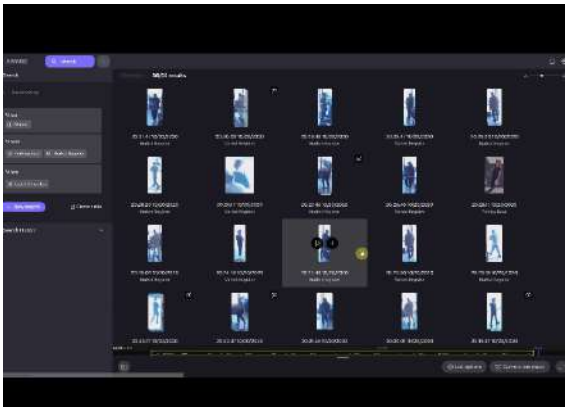
About Avigilon Alta. It is a solution to provide video security and analytics solutions through its Video Management System (VMS) that incorporates advanced analytics and intelligence features to enhance the capabilities of video surveillance. The portfolio of cloud-native video security is now part of the Avigilon security suite, under Avigilon Alta. Avigilon is a comprehensive suite of end-to-end video security products and services, that has flexible, modular layers of security, through fixed video, advanced analytics, and smart access control systems.



- Camera Enrollment. It offers cloud-based video surveillance solutions with a streamlined process for enrolling Avigilon Ava cameras into their platform. With the use of a gateway, it supports a wide range of IP cameras from various manufacturers: (Axis, Sony, Panasonic, Bosch, etc.).
- Cybersecurity. Avigilon prioritizes cybersecurity in its camera-to-cloud solutions to ensure the protection of data, prevent unauthorized access, and maintain the integrity of its cloud-based video surveillance platform.
- Form Factor Offerings. Video security licenses (for recording in camera) are offered for 1 year, 3 years, and 5 or longer years with cloud storage for 30 days or 60 days additional storage.
- Other devices supported. Integrates third-party sensors for additional environmental insights and ONVIF-compliant talk-down speakers for intrusion deterrence. Includes Open API for limitless integration potential. Alta's platform was designed to integrate with access control systems, alarms, and other security devices from the Motorola solutions ecosystem. Avigilon Alta is built on open API standards to support limitless integration with all the tools needed.
- Installation. Ava Security's platform likely offers an interface that is easy to navigate, allowing users to manage cameras, review footage, and configure settings with ease.
- Storage options 30 days retention with onboard storage and connected to cloud connector.

- Analytics. Alta's VMS incorporates advanced video analytics capabilities. This includes features such as object recognition, facial recognition, people counting, and other intelligent analytics. Additionally, they claim to have Real-time alerts for a proactive response, Easy search, End-to-end intelligence, AI-powered notifications, expanded objects classification, LPR, Facial recognition, and Occupancy analytics.
- ONVIF/RTSP Support. Deploy directly with Avigilon cameras or use one of the Alta Cloud Connectors (gateway) to connect to ONVIF third-party cameras adding AI analytics and local storage.
- Features offered.

MapView with SmartPresence™	Video View with SpotLight
	

Timeline with SmartPresence™	Fast Investigation with SmartSearch™
	

- Prices

Product	Years	MSRP	VAR
VMS License*	1 Year	$179	$134
Cloud Storage (30 days retention)*	1 Year	$179	$134
Camera	-	$529	$370
Total 1 Year	1 Year	$887	$638
Total 3 Years	3 Year	$1,550	$1,134

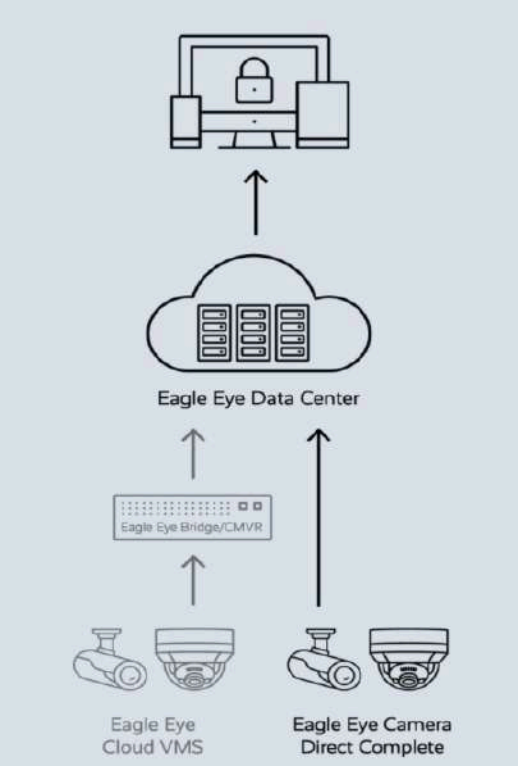
* Company offers VAR discount of 25% on licenses
** We are considering the AVA camera COMPACTDOME-W-5MP-30 5MP dome camera and considering 30% discount to partners
*** 3% discount is offered by the manufacturer for multi-year

Feature	AVIGILON	IPTECHVIEW™
Camera Enrollment	Cloud Direct mode only supports Avigilon Ava cameras. It supports a wide range of IP cameras from various manufacturers: (Axis, Sony, Panasonic, Bosch, etc), using an Alta Cloud connector.	MOBOTIX, Axis, and Universal cameras are supported in Cloud direct mode (all NDAA compliant). Also, some popular non-NDAA-compliant cameras like HiKvision & LTS can be used with a security gateway.
Form Factor Offering	1-3-5 years licenses with 30-60 days of additional cloud storage	1-3-5 years licenses with 30-60 days of additional cloud storage
Other devices supported	Integrates third-party sensors for additional environmental insights and ONVIF-compliant talk-down speakers for intrusion deterrence, Access control systems, alarms, and other security devices from the Motorola solutions ecosystem. It uses a different software called Alata Cloud-Based Access Control.	Integration with IPTECHVIEW ecosystem like access control systems and environmental sensors from Kentix, DrayTek routers and switches, Fanvil's intercoms, IPTECHVIEW LTE gateway, and 3CX and Epygi IP PBXs among others.
Installation	Avigilon's platform likely offers an interface that is easy to navigate, allowing users to manage cameras, review footage, and configure settings with ease. Only for preconfigured Avigilon Ava cameras.	Preconfigured cameras (Axis, MOBOTIX, Universal) are available in the cloud immediately after the camera connects to the broadband, to review footage and configure settings. The configuration file is available for download to be used with previously purchased cameras.
Visualization	Requires software Alta Aware that is backed up in the cloud. It looks like it's cloud-based on mobiles, but we couldn't find it on the web.	Cloud-based via Web
Storage options	30-day retention with onboard storage and connected to a cloud connector.	Edge recording in SD card (offered 128GB with the camera and expandable to 512GB). Cloud retention is offered for 30, 60, 90,..365 days.
Analytics	Detect and classify anomalies based on perimeters and behaviors. Differentiate between people, vehicles, and other objects. Map movement across your sites. Find people and filter by apparent gender and clothing color. Locate vehicles based on type, color, or license	Smart intrusion prevention, cross line, intrusion enter/leave area detection. Based on target classification. Intelligent People counting analytics, Crowd Density Monitoring, Vehicle Analytics, License Plate Recognition, Heat Maps, Floor Plans, Cross Products Insight.

Feature	AVIGILON	IPTECHVIEW™
	plate. Match against a reference image for people or vehicles.	
Onvif support	With the use of one of the Alta Cloud Connectors (gateways).	Yes, using IPTECHVIEW CAMGate
Price per license (VMS+30CL)	$29.83/month/camera	$15/month/camera

Eagle Eye Networks

About Eagle Eye Networks. It is a company that specializes in cloud-based video surveillance solutions offering a Video Management System (VMS) designed to provide businesses and organizations with scalable and accessible video security. Eagle Eye Networks is known for its cloud-based approach to video surveillance, enabling remote access to video feeds, easy scalability, and centralized management of multiple locations.



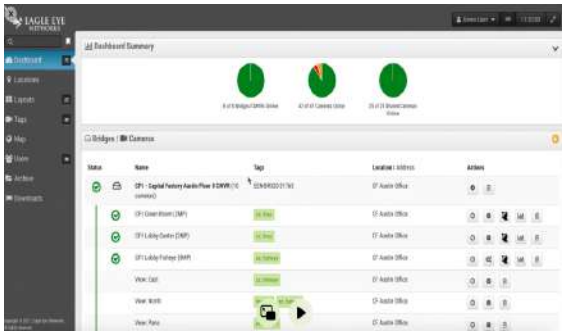
The cloud-based nature of the system often allows for easy scalability, accommodating businesses of various sizes. Users can add or remove cameras and features as needed. The VMS is likely designed to be accessible from various devices, including smartphones and tablets. This allows users to monitor their video feeds on the go.

- Camera Enrolment. It supports a wide range of IP cameras from various manufacturers using the Eagle Eye Bridge appliance that helps with camera enrollment acting as a gateway between cameras and the cloud service. Alternatively, Eagle Eye cameras have native integration with Eagle Eye's cloud platform, allowing direct enrollment without the need for a bridge. Camera Direct Complete, is the name of the solution using no bridge, where no more than four cameras are recommended per location. The camera direct access only can be used with new cameras provisioned by Eagle Eye Networks.
- Cybersecurity. They employ encryption protocols to secure data transmission between cameras and cloud servers. Other than this, they have authentication, physical security measures, and regular updates and patching.
- Form Factor Offerings. EEN Offers different possibilities - Edge-based, cloud-based, data visualization, customizable rules, and alerts. Video security licenses (for recording in camera) are offered for 1 year, 3 years, and 5 years in 3 plans: Standard (100 users/10GB cloud recording per account), Professional (1,000 users, 5GB per account), and Enterprise (unlimited users, 10GB per account).
- Other Devices supported. EEN platform is designed to support other devices and technologies to enhance their overall surveillance ecosystems like video encoders and decoders, Access controls,

IoT devices, Mobile devices, and third-party integrations. After the merger with BRIO, their focus seems to now be the access control product.

- Installation. The VMS from Eagle Eye Networks is designed with a user-friendly interface and simplified setup processes.
- Storage options. It offers flexible storage options like cloud storage, local storage, hybrid, and retention plans. Cloud recording is offered based on the resolution (SD/Analog, 1MP, 2 MP, 3MP, 4 MP, 5 MP, and >5 MP).
- Analytics. This includes features such as motion detection, object recognition, and other intelligent analytics to enhance the capabilities of the surveillance system. Eagle Eye includes a Restful API for integration with both third-party and custom applications.
- ONVIF/RTSP Support. The Eagle Eye Cloud VMS works with a wide variety of IP cameras as well as analog cameras with the use of a bridge.
- Features offered

Smart Video Search	Map View
	

Videowall	Video Dashboard
	

- Prices

Product	Years	MSRP	VAR
VMS License (EN-M10-12 Management)	1 Year	$89	$66
Cloud Storage (30 days retention 4MP)* EN-HD1-D30-12	1 Year	$267	$200
Camera**	-	$440	$330
Total 1 year	1 year	$796	$596
Total 3 years***	3 years	$1,454	$1,090

* Company offers VAR discount of 25% on licenses
** For comparison purposes we are using an Eagle Eye Networks DB10 4MP Indoor/Outdoor IR Bullet IP Camera considering 25% discount
*** Considering 5% discount additionally for multi-year

Feature	EAGLE EYE NETWORKS	IPTECHVIEW™
Camera Enrollment	A range of Eagle Eye camera options, including dome, turret, and bullet cameras.	MOBOTIX, Axis, and Universal cameras are supported in Cloud direct mode (all NDAA compliant). Also, some popular non-NDAA-compliant cameras like HiKvision & LTS can be used with a security gateway.
Form Factor Offering	1-3-5 years licenses	1-3-5 years licenses with 30-60 days of additional cloud storage
Other devices supported	EEN partners with several leading technology companies, providing integrations with mission-critical apps, such as point-of-sale, access control,	Integration with IPTECHVIEW ecosystem like access control systems and environmental sensors from Kentix, Draytek routers and switches, Fanvil's intercoms, IPTechView LTE gateway, and 3CX and Epygi IP PBXs among others.
Installation	The VMS from Eagle Eye Networks is designed with a user-friendly interface and simplified setup processes.	Preconfigured cameras (Axis, MOBOTIX, Universal) are available in the cloud immediately after the camera connects to the broadband, to review footage and configure settings. The configuration file is available for download to be used with previously purchased cameras.
Visualization	Web and Eagle Eye Viewer Mobile Application for iPhone and iPad (no Android)	Cloud-based via Web
Storage options	It offers flexible storage options like cloud storage, local storage, hybrid, and retention plans from 30 to 365 days.	Edge recording in SD card (offered 128GB with the camera and expandable to 512GB). Cloud retention is offered for 30, 60, 90,..365 days.
Analytics	Line Crossing, Intrusion Detection, Loitering, Camera Tampering, Object Counting, and License Plate Recognition	Smart intrusion prevention, cross line, intrusion enter/leave area detection. Based on target classification. Intelligent People counting analytics, Crowd Density Monitoring, Vehicle Analytics, License Plate Recognition, Heat Maps, Floor Plans, Cross Products Insight.
Onvif support	Yes using Eagle Eye Bridge	Yes, using IPTECHVIEW CAMGate
Price per license (VMS+30CL)	$30/month/camera	$15/month/camera

Genetec Stratocast

About Genetec This is a well-known provider of security solutions, and Stratocast is their cloud-based VMS system that makes the adoption of network video security solutions easy and allows you to connect to your business wherever you go. Using the Microsoft Windows Azure cloud-computing platform, Stratocast eliminates the need for on-site servers. As a result, installation time is reduced and you can begin monitoring your premises quickly.

It provides video monitoring, recording, and management features with a focus on simplicity and scalability. Genetec has more than 1800+ employees worldwide.



- Camera Enrollment. Genetec supports a wide range of industry-leading cameras, from well-known manufacturers like Hanwa, Vivotek, Axis, MOBOTIX, iPro, and Bosch. High Availability and Scalability allow customers to enroll and record as many cameras as needed without impacting the service as there are no constraints limiting the maximum amount of data.
- Cybersecurity. Security is crucial for us at every level of development and operations. Genetec praises its platform as Secure by Design.
- Form Factor Offerings. Options for 1 to 3 Years are available on 3 options: Basic (5FPS), Standard (10FPS), and Premium (15FPS)
- Other devices supported. Encoders, cloud and storage devices, intercoms, video surveillance equipment, and access control hardware
- Storage options. Recordings from 7 days, 14, 21, 30, 60 and 90 days retention.
- Installation. With no servers to install or update, easily connect your cameras to the Stratocast system and be ready to go in under 3 clicks.
- Analytics. Motion Detection, people and vehicle detection, and object tracking.
- ONVIF/RTSP Support. With their product Omnicast they can offer hybrid recording, seamlessly combining on-premise and cloud storage on different ONVIF platforms.
- Features offered

Smart Video Search	Map View
	
Videowall	**Video Dashboard**
	

- Prices

Product	Years	MSRP	VAR
VMS License*	1 Year	$84	$63
Cloud Storage (30 days retention)*	1 Year	$192	$144
Camera**	-	$620	$465
Total 1 Year	1 Year	$896	$672
Total 3 Years***	3 Year	$1407	$1055

* Company shows monthly price per camera with 1280x720 resolution and 60 days retention @ $29.95, so the recording 30 days retention only license was assumed at $7 per month. VAR discount is supposed at 25% on licenses

** For comparison purposes we are using a Mobotix camera Mx-VB2A-5-IR-VA 5 Megapixel Network IR Vandal Bullet Analytics Camera with a 25% discount

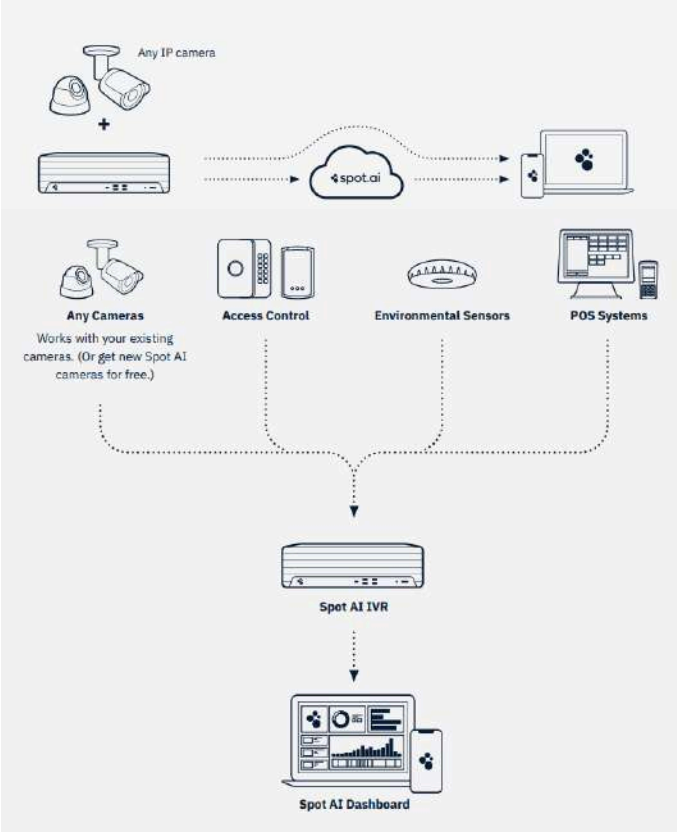
*** We did not find multi-year discounts and we assume it at 5%

Feature	Genetec™	IPTECHVIEW™
Camera Enrollment	It supports a wide range of industry-leading cameras, from well-known manufacturers like Hanwha, Vivotek, Axis, MOBOTIX, iPro, and Bosch	MOBOTIX, Axis, and Universal cameras are supported in Cloud direct mode (all NDAA compliant). Also, some popular non-NDAA-compliant cameras like HiKvision & LTS can be used with a security gateway.
Form Factor Offering	Options for 1 to 3 Years are available on 3 options: Basic (5FPS), Standard (10FPS) and Premium (15FPS)	1-3-5 years licenses with 30-60 days of additional cloud storage
Other devices supported	Encoders, cloud and storage devices, intercoms, video surveillance equipment, and access control hardware	Integration with IPTECHVIEW ecosystem like access control systems and environmental sensors from Kentix, DrayTek routers and switches, Fanvil's intercoms, IPTECHVIEW LTE gateway, and 3CX and Epygi IP PBXs among others.
Installation	With no servers to install or update, easily connect to the Stratocast system	Preconfigured cameras (Axis, MOBOTIX, Universal) are available in the cloud immediately after the camera connects to the broadband, to review footage and configure settings. The configuration file is available for download to be used with previously purchased cameras.
Visualization	Web-based	Cloud-based via Web
Storage options	Recordings from 7 days, 14, 21, 30, 60 and 90 days retention.	Edge recording in SD card (offered 128GB with the camera and expandable to 512GB). Cloud retention is offered for 30 ,60 ,90 ,..365 days.
Analytics	Motion Detection, people and vehicle detection, and object tracking.	Smart intrusion prevention, cross line, intrusion enter/leave area detection. Based on target classification. Intelligent People counting analytics, Crowd Density Monitoring, Vehicle Analytics, License Plate Recognition, Heat Maps, Floor Plans, Cross Products Insight.

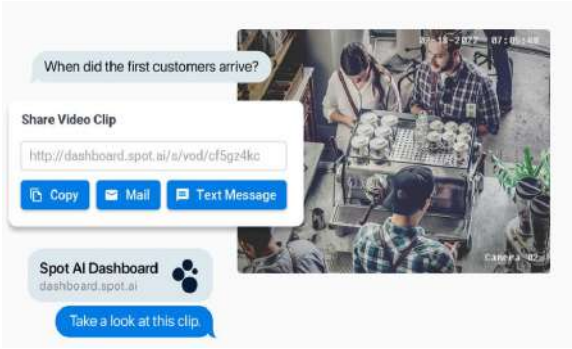
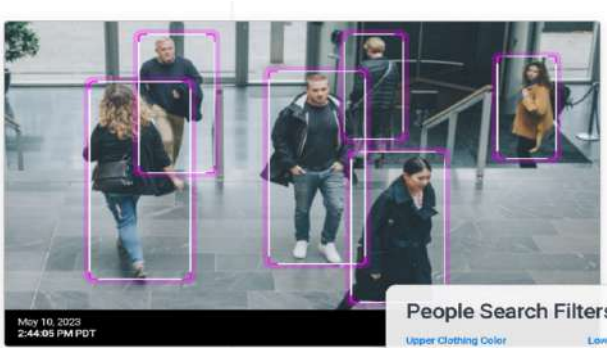
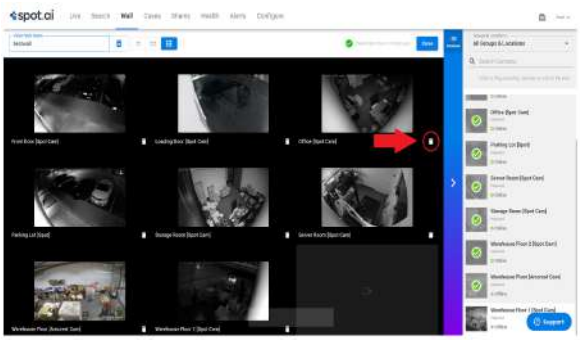
Feature	Genetec	IPTECHVIEW™
Onvif support	Yes, using Omnicast they can offer hybrid recording, seamlessly combining on-premise and cloud storage on different ONVIF platforms.	Yes, using IPTECHVIEW CAMGate
Price per license (VMS+30CL)	$23/month/camera	$15/month/camera

SPOT AI

About Spot AI. AI-powered video intelligence software like Spot AI works with existing IP security cameras, eliminating the need for additional hardware expenses. The software integrates with current camera systems to analyze raw footage and improve business operations. Spot AI is trying to help convert America's 70 million OLD cameras into SMART AI cameras, hence the name Spot AI.



- Camera Enrollment. Resolution - Up to 5MP. Audio Capability. Video Walls. SpotCast. Multicam Search. Video Annotation and collaboration. Save, download, and share videos with 1 click
- Cybersecurity. AES - 256 Encryption. SSO Integration. 1 - click compliance reports. Audit Log. SOC2 Type II. Annual Penetration Test. HIPAA Complaint
- Form Factor Offerings. Video security licenses are offered for 3, 5, and up to 10 years with 30 and 90 days retention. They do have Core and Pro Packages.
- Other devices supported. 100+ Camera brands. Access controls. Vape Sensors. Environmental Sensors. POS
- Installation: SPOT AI verification. Physically connect the Spot AI Appliance and cameras. Log in to the Spot AI Dashboard and create a location
- Storage options. 30, 60, and 90 days.
- Analytics. AI Search, including Vehicle and People Analytics, tracks the health and status of all your cameras. Search - People, Vehicle, Forklift Detection. Search - LPR. Attribute Search. People Search. Intelligence Dashboard - People and Vehicle Presence/Absence; People and vehicle counts.
- ONVIF/RTSP Support. No details about supporting it
- Features offered

Share video footage	Video people search filters
	
Videowall editable	**Intelligent Dashboard**
	

- Prices

Product	Years	MSRP	VAR
VMS License (Core package)*	3 Year	$216	$130
Cloud Storage (30 days retention-Pro package)*	3 Year	$324	$195
Camera**	-	$90	$68
Total 1 Year***	1 Year	$270	$182
Total 3 Years	3 Year	$630	$415

* The company shows the price per 3 Years/8 cameras including the camera prices, we extrapolate for 1 camera project. VAR discount is 40% on licenses
** The camera price starts at $90 MSRP considering 25% discount for VARs
*** We divided 3 years by 3, and we considered that it was offered a 5% discount for a multi-year

Feature	spot.ai	IPTECHVIEW™
Camera Enrollment	The camera connects to Intelligent Video Recorder IVR. These are similar to NVRs, but have Processing Units built in that allow for AI processing at the edge, as well as in the cloud. The IVR is the one that handles the connection to the cloud	MOBOTIX, Axis, and Universal cameras are supported in Cloud direct mode (all NDAA compliant). Also, some popular non-NDAA-compliant cameras like HiKvision & LTS can be used with a security gateway.
Form Factor Offering	3-5-10 years license with 30 and 90 days retention.	1-3-5 years licenses with 30-60 additional cloud storage
Other devices supported	100+ Camera brands. Access controls. Vape Sensors. Environmental Sensors. POS	Integration with IPTECHVIEW ecosystem like access control systems and environmental sensors from Kentix, DrayTek routers and switches, Fanvil's intercoms, IPTECHVIEW LTE gateway, and 3CX and Epygi IP PBXs among others.
Installation	Physically connect the Spot AI Appliance and cameras.	Preconfigured cameras (Axis, MOBOTIX, Universal) are available in the cloud immediately after the camera connects to the broadband, to review footage and configure settings. The configuration file is available for download to be used with previously purchased cameras.
Visualization	Web-based	Cloud-based via Web
Storage options	30, 60 and 90 days.	Edge recording in SD card (offered 128GB with the camera and expandable to 512GB). Cloud retention is offered for 30,60,90,..365 days.
Analytics	AI Search, including Vehicle and People Analytics, tracks the health and status of all your cameras. Search - People, Vehicle, Forklift Detection. Search - LPR. Attribute Search. People Search. Intelligence Dashboard - People and Vehicle Presence/Absence; People and vehicle counts.	Smart intrusion prevention, cross line, intrusion enter/leave area detection. Based on target classification. Intelligent People counting analytics, Crowd Density Monitoring, Vehicle Analytics, License Plate Recognition, Heat Maps, Floor Plans, Cross Products Insight.
Onvif support	No details about supporting it	Yes, using IPTechView CamGate
Price per license (VMS+30CL)	$15/month/camera	$15/month/camera

Verkada

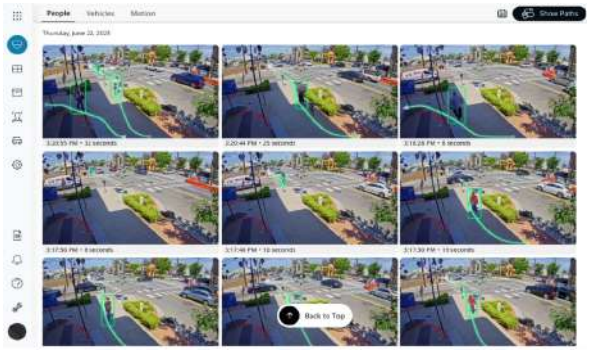
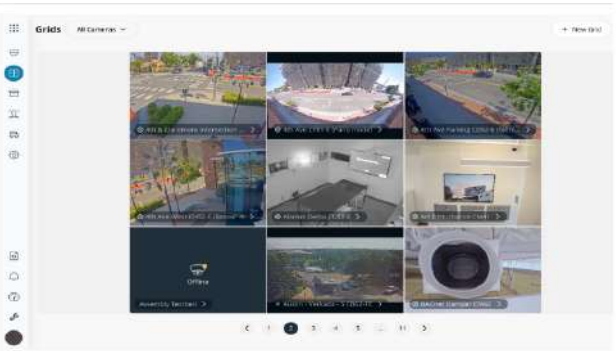
About Verkada. This is one of the pioneers that brought cloud-based security camera systems and related solutions to the market. Verkada provides a comprehensive platform that includes hardware, software, and cloud services for video surveillance and security. Verkada was founded in 2016 and the company's headquarters is located in San Mateo, California, United States.

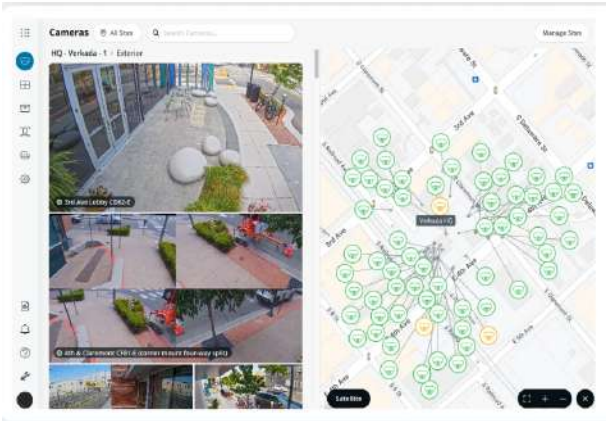
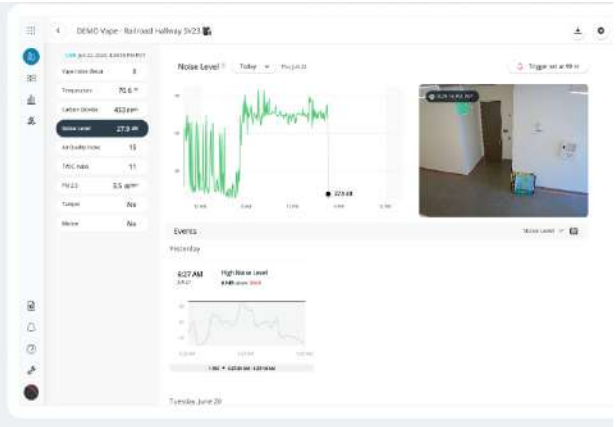
- Camera Enrolment. Verkada's cameras are designed to be connected to the cloud, allowing users to access and manage their video feeds remotely. Their platform only supports Verkada cameras (different models: Bullet, Mini, Dome, Fisheye, and PTZ).



- Cybersecurity. Verkada places a focus on security and privacy, implementing measures to secure the video data and ensure that access is granted only to authorized personnel. Durable Design. Tamper Detection. Encryption in Transit. Minimal Network configuration. Cloud Managed. No Port - Forwarding. AWS Security Measures. At-Rest Encryption. Automatic Cloud Backup. Local Data Residency. Application Security: Single Sign on. Multi-Factor Authentication. Role-Based Access control. Audit Logs. Automatic Software updates. Regular Penetration Testing. Vulnerability Disclosure Program. Compliance and Security Regulations: SOC 2 compliance. HIPAA. PCI. GDPR. UL. NDAA. FEPRA
- Form Factor Offerings. Video security licenses (for recording in camera) are offered for 1 year, 3 years, and 5 years. All Verkada's cameras record in "adaptive quality," capturing both standard and high-quality streams. Standard quality (SQ) video is stored in the camera up to the amount of retention purchased. The amount of high-quality video stored will depend on the amount of motion detected by the camera over time.
- Other devices supported. Verkada's platform is designed to integrate with other security and IT systems. This includes integration with Schlage and Engage gateway access control systems, Verkada's SV environmental sensors, Verkada's intercoms, Verkada's alarm sensors, hub, paging, and LTE gateway.

- Installation. Verkada's cloud-based software connects products and enables users to effortlessly manage physical security as the products are pre-configured and available in the cloud immediately after the camera connects to the broadband.
- Storage Options. Onboard storage and Maximum SQ onboard retention. Verkada offers licenses for extended cloud storage for 1 year with retention of 60, 90, and up to 365 days.
- Analytics. Verkada offers different possibilities: People Analytics, Vehicle Analytics, Face Recognition, License Plate Recognition, Floor Plans, Cross Products Insights, Gender Appearance, and Person of Interest notifications.
- ONVIF/RTSP Support. None known.
- Features offered:

Motion Search	Live viewing
	

System health monitoring	Cross - products Insights
	

- Prices

Product	Years	MSRP	VAR
VMS License*	1 Year	$199	$169
Cloud Storage (60 days retention)*	1 Year	$199	$169
Camera**	-	$1,399	$979
Total 1 year	1 year	$1,797	$1,317
Total 3 years***	3 years	$2,533	$1,942

* 1 Year VMS includes 30 days recording in camera. 60 Days of retention is equivalent to 30 cloud days. Company offers VAR discount of 15% on licenses.

** Company offers 30% discount on camera hardware .

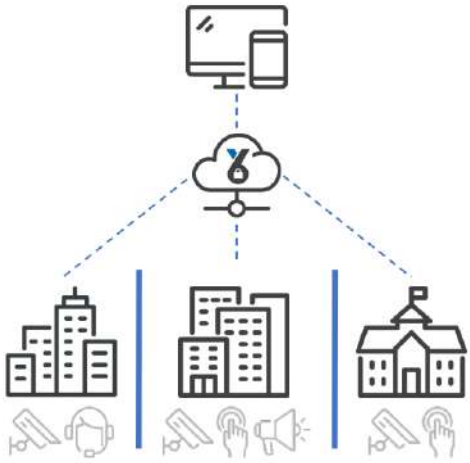
*** Considering 5% discount additionally for multi-year.

Feature	Verkada	IPTECHVIEW™
Camera Enrollment	The platform only supports Verkada cameras (different models: Bullet, Mini, Dome, Fisheye, and PTZ).	MOBOTIX, Axis, and Universal cameras are supported in Cloud direct mode (all NDAA compliant). Also, some popular non-NDAA-compliant cameras like HiKvision & LTS can be used with a security gateway.
Form Factor Offering	1-3-5 years licenses	1-3-5 years licenses with 30-60 days of additional cloud storage
Other devices supported	Integration with Schlage and Engage gateway access control systems, Verkada's SV environmental sensors, Verkada's intercoms, Verkada's alarm sensors, hub, paging, and LTE gateway.	Integration with IPTechView ecosystem like access control systems and environmental sensors from Kentix, Draytek routers and switches, Fanvil's intercoms, IPTechView LTE gateway, and 3CX and Epygi IP PBXs among others.
Installation	Available in the cloud immediately after the camera connects to the broadband	Preconfigured cameras (Axis, Mobotix, Universal) are available in the cloud immediately after the camera connects to the broadband, to review footage and configure settings. The configuration file is available for download to be used with previously purchased cameras.
Visualization	SaaS / Web (any device)	Cloud-based via Web
Storage options	Cloud retention 60, 90, 365 days	Edge recording in SD card (offered 128GB with the camera and expandable to 512GB). Cloud retention is offered for 30, 60, 90,..365.
Analytics	People Analytics, Vehicle Analytics, Face Recognition, License Plate Recognition, Floor Plans, Cross Products Insights, Gender Appearance and person of interest	Smart intrusion prevention, cross line, intrusion enter/leave area detection. Based on target classification. Intelligent People counting analytics, Crowd Density Monitoring, Vehicle Analytics, License Plate Recognition, Heat Maps, Floor Plans, Cross Products Insight.
Onvif support	No	Yes, using IPTECHVIEW GAMGate
Price per license (VMS+30CL)	$33/month/camera	$15/month/camera

YourSix

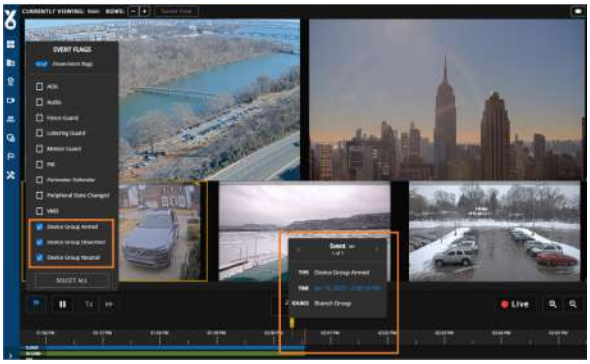
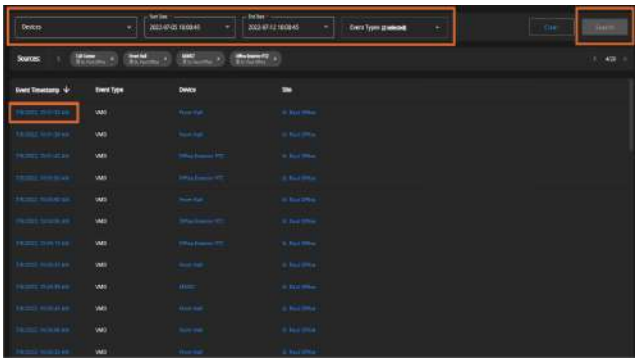
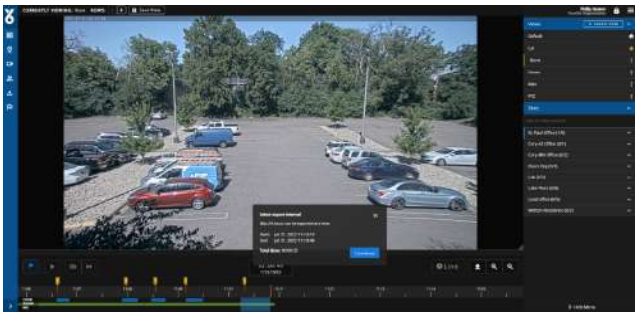
About YourSix. It is a company providing innovative, cloud-based software that delivers a single unified platform for commercial physical security. Its cloud-native Y6OS platform empowers the seamless convergence of video surveillance, access control, audio technologies, sensors, AI and video monitoring. It ranks No. 2756 on the 2023 Inc. 5000, its annual list of the fastest-growing private companies in America with 194% growth in the Security Area. It is located in Roseville, MN. Company Size: 11-50 employees, founded in 2015.

- Camera Enrollment. It offers a straightforward process for enrolling cameras into its platform. It typically involves creating an account, configuring cameras to meet compatibility requirements, connecting them to the network, and enrolling them via the platform's setup tools.
- Cybersecurity. Cameras in the network. have everything in AWS, everything is encrypted. video stored amazon s3 using s3 encryption.
- Form Factor Offerings. Base license for 1 year, 3 year,s or 5 years. Cloud storage is from 3 days to 365 days.



- Other devices supported. It only works with Axis cameras - door stations, radars, IO Modules, multi-sensors.
- Installation.: Easy to integrate, o3c software, each device has an authentication key which is paired with the platform.
- Storage options. Stored on AWS system with 1-year and 3-year storage per device option.
- Analytics. Axis devices expect bodycam, ACAP Platform, object analytics, LPR, People counting, and loitering.
- ONVIF/RTSP Support. None known.

- Features offered.

Device Group Events	Event Log
	
Full - screen Timeline	**Export Function for Integrators**
	

- Prices

Product	Years	MSRP	VAR
VMS License*	1 Year	$192	$134
Cloud Storage (30 days retention)*	1 Year	$120	$84
Camera	-	$875	$612
Total 1 Year	1 Year	$1,233	$862
Total 3 Years	3 Year	$1903	$1,581

* Company offers VAR discount of 30% on licenses
** For comparison purposes we are using a Axis P1467-LE-5MP camera and we considered 30% discount for partners
*** 6-7% discount is offered by the manufacturer for multi-year

Feature	YourSix	IPTECHVIEW™
Camera Enrollment	Only Axis cameras are supported in Cloud direct mode	MOBOTIX, Axis, and Universal cameras are supported in Cloud direct mode (all NDAA compliant). Also, some popular non-NDAA-compliant cameras like HiKvision & LTS can be used with a security gateway.
Form Factor Offering	1-3-5 Years licenses with 3 to 365 days of cloud storage	1-3-5 years licenses with 30-60 days of additional cloud storage
Other devices supported	It only works with Axis cameras - door stations, radars, IO Modules, multi-sensors.	Integration with IPTechView ecosystem like access control systems and environmental sensors from Kentix, DrayTek routers and switches, Fanvil's intercoms, IPTECHVIEW LTE gateway, and 3CX and Epygi IP PBXs among others.
Installation	Easy to integrate, o3c software, each device has an authentication key which is paired with the platform.	Preconfigured cameras (Axis, Mobotix, Universal) are available in the cloud immediately after the camera connects to the broadband, to review footage and configure settings. The configuration file is available for download to be used with previously purchased cameras.
Visualization	Web-based	Cloud-based via Web
Storage options	Stored on AWS system with 1-year and 3-year storage per device option.	Edge recording in SD card (offered 128GB with the camera and expandable to 512GB). Cloud retention offered for 30 ,60, 90,..365 days.
Analytics	Axis, new devices and bodycam expected to be added, ACAP Platform, object analytics, LPR, People counting, and loitering.	Smart intrusion prevention, cross line, intrusion enter/leave area detection. Based on target classification. Intelligent People counting analytics, Crowd Density Monitoring, Vehicle Analytics, License Plate Recognition, Heat Maps, Floor Plans, Cross Products Insight.
Onvif support	None Known	Yes, using IPTECHVIEW CAMGate
Price per license (VMS+30CL)	$26/month/camera	$15/month/camera

Other Solutions

Cloud-to-camera video surveillance is the future, and most manufacturers are feeling the need to catch up and are starting to offer their solutions.

AXIS with **On Cloud,**

Hanwha with **Hanwha Vision**

Mobotix white labeled Eagle Eye as **Mobotix Cloud**

The challenge of these solutions is that they typically only work well with the primary vendor. While they may offer token compatibility over cameras over Onvif, this typically is not enough to provide a good multi-vendor user experience. The result is that the system becomes somewhat of a single vendor lock-in, which is in the best interest of the selected primary vendor.

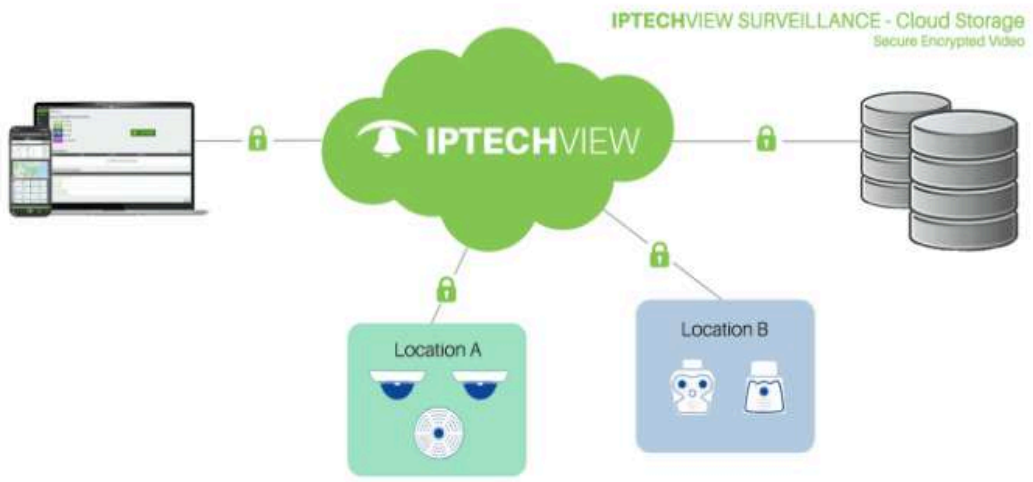
Hardware vendors are not always the best in software, and it takes years to build out the right feature set that users, technology partners, and resellers need. Training, servicing, and general acquisition of all the core competencies required to run a worldwide platform will also take a while.

Technology Partners and Resellers need to look real hard at what platform will truly serve their own needs and provide them the flexibility and competitive edge to grow their own business as well as to buil out their own resilience with a strong recurring business model that is also based on their own services as opposed to only being a reseller or agent of a manufacturer.

IPTECHVIEW

About IPTECHVIEW. IPTECHVIEW is a partner-centric cloud video surveillance (VSaaS) for business security cameras that provides an easy-to-use yet comprehensive surveillance solution that can scale from small to large multi-site enterprise projects. It is designed not to lock users into a single vendor and also provides integrators with a comprehensive and secure remote management platform that makes the installation, remote management, and health monitoring of business security camera solutions quick and easy.

- Camera Enrollment with our provisioning tool, and **Just Cameras and Cloud ™** technology enables customers to connect smart cameras with IPTECHVIEW's cloud storage system with no local support needed. Integrators get a central management platform for all projects and can select different levels of cloud features. IPTECHVIEW's state-of-the-art cloud storage means customers no longer need local storage like servers with local hard drives or NAS. IPTECHVIEW features single sign-on and two-factor authentication and makes user privilege management easy.



The solution is multi-vendor with several options for each product category. The business security cameras supported are AXIS, MOBOTIX, IPTechView Universal, a lower-cost NDAA-approved OEM cameras

- Cybersecurity. Security is built-in. All our smart cameras ship pre-configured to their private accounts. All data is transferred encrypted over tunnels to each user account on our secure encrypted servers. No ports are opened on firewalls, keeping the user protected and making

deployment easy and safe for the IT department. Cameras can be monitored and managed 24/7 or in 'privacy mode' except when requested maintenance.

- Form Factor Offerings. Video security licenses (for recording in camera) are offered for 1 year, 3 years, and 5 years or longer with cloud storage for 30 days, 60,...365 days additional storage.
- Other devices supported. IPTECHVIEW was created to view more than cameras. It can access many other IP devices like access control, video door stations, communications, paging, or environmental sensors from different vendors, minimizing vendor lock-in and providing access to the best in each field to future-proof your solution. They selected certified top brands of cameras, different access control and IoT vendors, routers, and PoE switches to create a more logical ecosystem.
- Installation. The cameras ship pre-configured. Once the wiring is in place, deployment is simple, lightning-fast, and inexpensive. Updates are provided automatically over the cloud. Post-sales maintenance & management can be provided remotely to eliminate or reduce travel costs and enable much faster service. Inexpensive remote maintenance plans and hardware warranty included in the subscription eliminate unexpected expenses.
- Storage options with 30, 60, and 365 days retention plus edge storage at the camera.
- Analytics. Smart intrusion prevention, cross-line, and intrusion enter/leave area detection based on target classification. Intelligent People counting analytics, Crowd Density Monitoring, Vehicle Analytics, License Plate Recognition, Heat Maps, Floor Plans, and Cross-Product Insight.
- ONVIF/RTSP Support. The platform is designed from the bottom up so you can scale, operate in an expanding multi-vendor space, access data, and control different technology solutions. Fewer apps, less learning for users. Simpler, easier, and more economical to support. IPTECHVIEW stands for one system for secure remote IP technology access and remote support for all your IP solutions.

- Prices

Product	Years	MSRP	VAR
VMS License*	1 Year	$120	$90
Cloud Storage (30 days retention)*	1 Year	$60	$45
Camera	-	$249	$176
Total 1 Year	1 Year	$429	$311
Total 3 Years	3 Year	$591	$560

* Company offers VAR discount of 30% on licenses
** We are considering the IPTechView Universal Camera U1-BLT-5F28 camera. 30% discount to partners
*** 5% discount is offered for (3 years) license

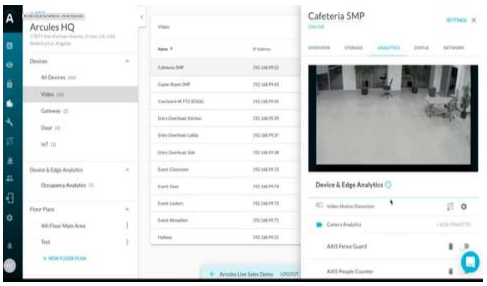
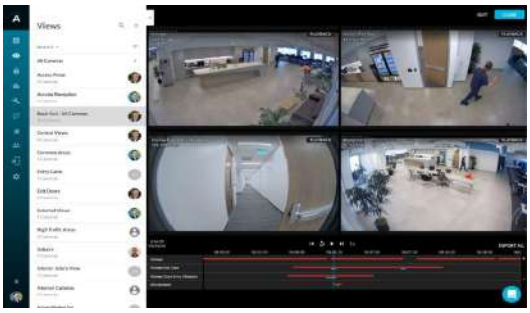
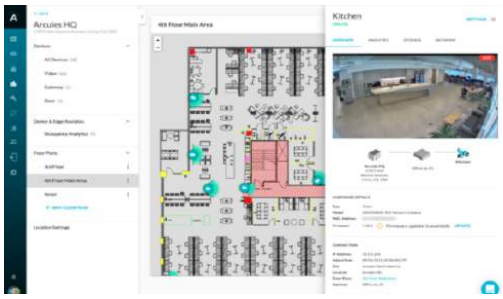
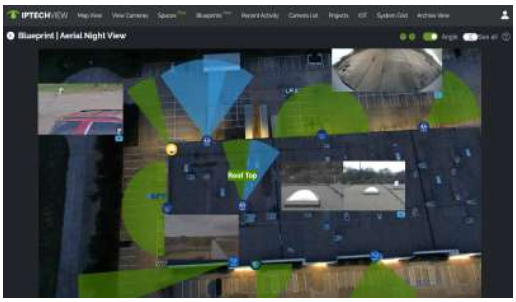
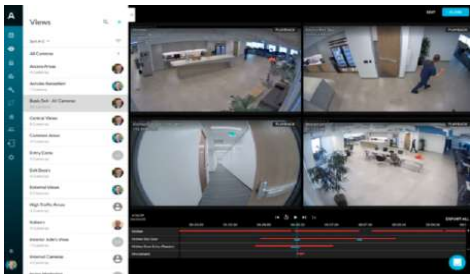
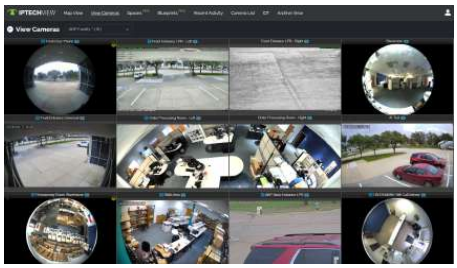
Comparative Table

Feature	arcule	AVIGILON	EAGLE EYE NETWORKS	Genetec	spot.ai	Verkada	YOURSIX	IPTECHVIEW
Camera Enrollment	Direct Axis, Bosch, Canon, Flir, Hanwha, MOBOTIX,, and others using a gateway	Cloud-direct - only Avigilon Ava cameras. Axis, Bosch, Panasonic, Sony, and etc using an Alta Cloud connector	Eagle Eye cameras only - dome, turret, and bullet cameras	Axis, Bosch, Hanwha, iPro, Vivotek, and more	Resolution - Up to 5MP. Audio Capability. Video Walls. SpotCast. Multicam Search. Video Annotation and collaboration.	Verkada cameras only - bullet, mini, dome, fisheye, and PTZ	Only Cloud-direct Axis cameras	Cloud-direct and NDAA-compliant Axis, MOBOTIX, and UNIVERSAL cameras. Non-NDAA compliant cameras Hikvision & LTS with security gateway
Form Factor Offering	1, 3, 5 year licenses	1, 3, 5 year licenses + 30-60 days of additional cloud storage	1, 3, 5 year licenses	1-3 years on 3 options: Basic (5FPS), Standard (10FPS), and Premium (15FPS)	3, 5, 10 year license with 30 and 90 days of retention	1, 3, 5 year licenses	1-3-5 Years licenses with 30 to 365 days of cloud storage	1, 3, 5 year licenses + 30-365 days of additional cloud storage
Other devices supported	Cloud Access Control Systems, Environmental Sensors, Central Monitoring Systems, and Milestone XProtect	Integrates third party sensor for additional environmental insights and ONVIF-compliant talk-down speakers for intrusion deterrence, access control systems, alarms, and other security devices from the Motorola solutions ecosystem.	EEN partners with several leading technology companies, providing integrations with mission-critical apps, such as point-of-sale, access control	Encoders, cloud and storage devices, intercoms, video surveillance equipment, and access control hardware	Have limited direct cameras 2 models. Gateway based 100+ camera brands.	Integration with Schlage and Engage gateway access control systems, Verkada's SV environmental sensors, Verkada's intercoms, Verkada's alarm sensors, hub, paging, and LTE gateway.	Only works with Axis door stations, radars, IO modules, and multi sensors	Axis, Mobotix, NDAA and IPTECHVIEW ecosystem - access control system and environmental sensors, routers and switches, intercoms, LTE gateway, and PBXs
Installation	Available in the cloud after camera connects to the broadband	Avigilon's platform allows users to manage cameras, review footage, and configure settings with ease. Only for preconfigured Avigilon Ava cameras.	The VMS from Eagle Eye Networks is designed with a user-friendly interface and simplified setup processes.	With no servers to install or update, easily connect to the Stratocast system	Physically connect the Spot AI Appliance and cameras.	Available in the cloud after camera connects to the broadband	Easy to integrate, o3c software, each device has an authentication key which is paired with the platform.	IPTECHVIEW Ready TM Plug and View ready solution. Available in the cloud after camera connects to the broadband
Visualization	Web	Requires software Alta Aware that is backed up in the cloud. It looks like it's cloud-based on mobiles, but we couldn't find it on the web.	Web and Eagle Eye Viewer Mobile Application for iPhone and iPad (no Android)	Web	Web	Saas/Web (any device)	Web	Cloud-based via web App for iPnone and Android planned Q4-24

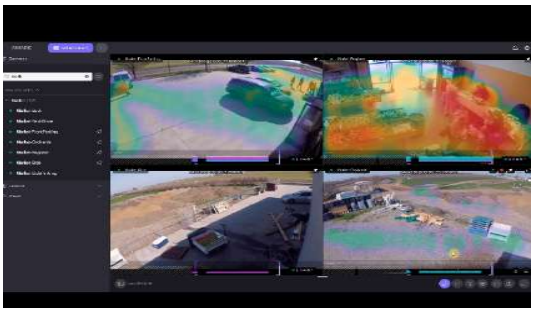
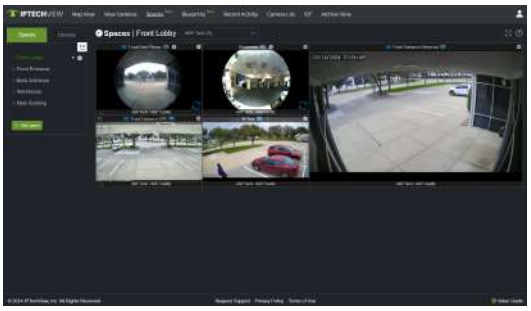
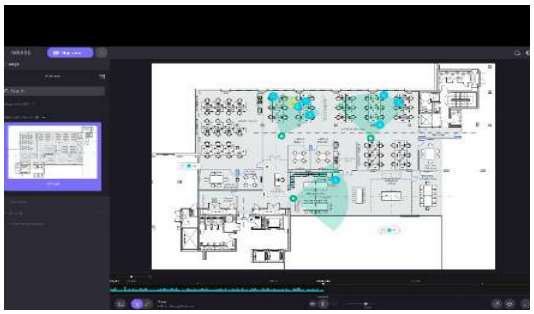
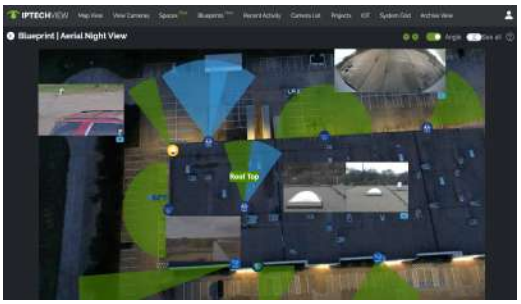
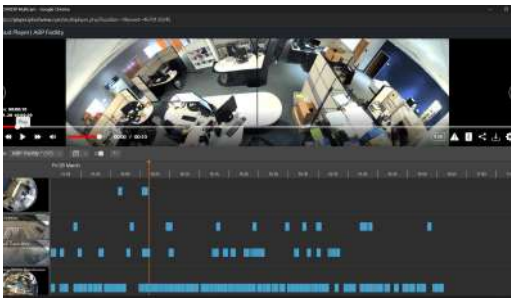
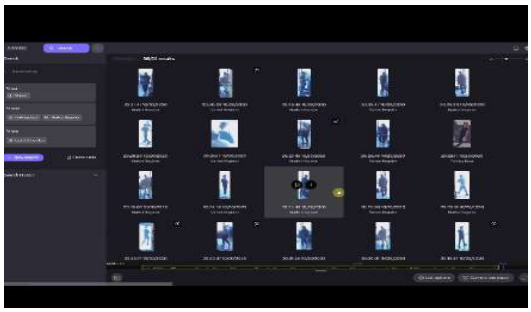
Feature	arcule	AVIGILON	EAGLE EYE NETWORKS	Genetec	spot.ai	Verkada	YourSix	IPTECHVIEW
Storage options	30, 60, 90, 365 days	30 days with onboard storage and connected to a cloud connector	It offers flexible storage options like cloud storage, local storage, hybrid, and retention plans from 30 to 365 days.	7, 14, 21, 30, 60, and 90 days retention	30, 60, 90 days	60, 90, 365 days cloud retention	Stored on AWS system with 1-year and 3-year storage per device option.	Edge recording in SD card with cameras 128GB expandable to 512GB. Cloud retention offered for 30 ,60, 90,..365 days.
Analytics	Object detection, motion sensing, heatmaps, people counting, occupancy counting, thermal monitoring, loitering	Detect and classify anomalies based on perimeters and behaviors. Differentiate between people, vehicles, and other objects. Map movement across your sites. Find people and filter by apparent gender and clothing color. Locate vehicles based on type, color, or license plate. Match against a reference image for people or vehicles.	Line Crossing, Intrusion Detection, Loitering, Camera Tampering, Object Counting, and License Plate Recognition	• Motion Detection, people and vehicle detection, and object tracking.	AI Search, including Vehicle and People Analytics, tracks the health and status of all your cameras. Search - People, Vehicle, Forklift Detection. Search - LPR. Attribute Search. People Search. Intelligence Dashboard - People and Vehicle Presence/Absence; People and vehicle counts.	People Analytics, Vehicle Analytics, Face Recognition, License Plate Recognition, Floor Plans, Cross Products Insights, Gender Appearance and person of interest	Axis, new devices and bodycam expected to be added, ACAP Platform, object analytics, LPR, People counting, and loitering.	Supports all in-camera analytics. IPTECHVIEW Universal cameras include motion sensing, intrusion, people and vehicle detection, face detection and more. LPR and FR available as add-on options. Customer Dockers AI solutions can be integrated. Easy visualiztion of al AI Tags on Timeline with advanced search filters.
Onvif support	Yes, with use of a gateway	With the use of one of the Alta Cloud Connectors (gateway)	Yes, with use of Eagle Eye bridge	Yes, using Omnicast they can offer hybrid recording, seamlessly combining on-premise and cloud storage on different ONVIF platforms.	N/A	Not known	Not known	Yes, with IPTECHVIEW CAMGate
Price per license (including 30 day Storage)	$44/month /camera	$29.83/month/cam	$30/month/cam	$23/month/cam	$15/month/cam Not including Camera License which is charged extra.	$33/month/cam	$26/month/cam	Starting from $15/month including 30 Day retention. Pro upgrades available for AI and longer retention times.

Visual Comparison

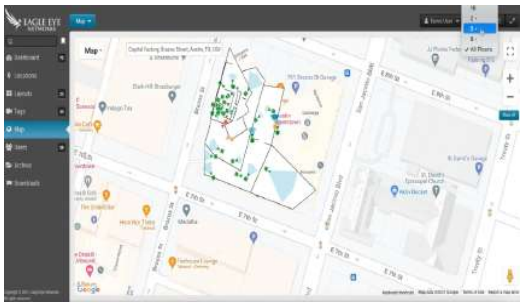
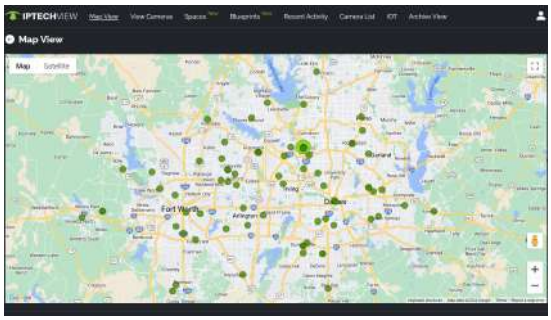
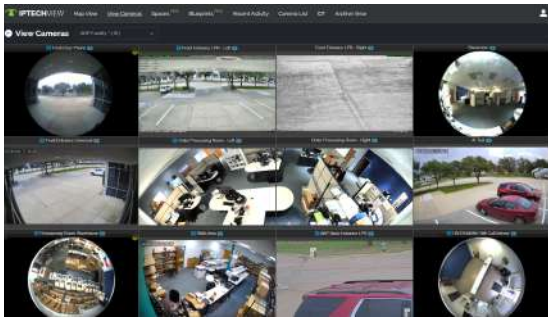
ARCULES vs IPTECHVIEW

	ARCULES	IPTECHVIEW
Camera View		
Video Playback		
Floor Plans		
Basic Set of Cameras		

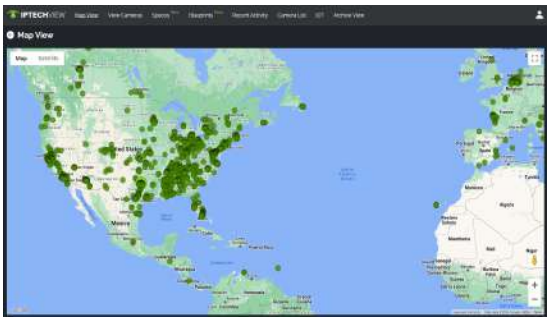
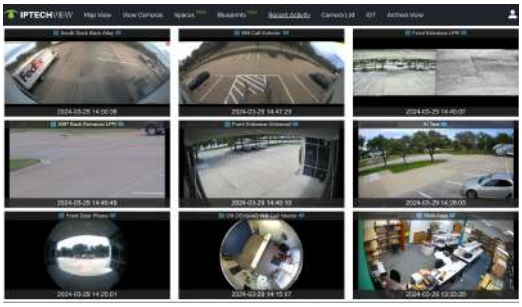
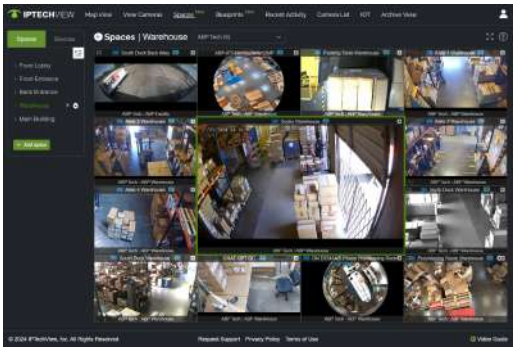
AVIGILON ALTA vs IPTECHVIEW

	AVA SECURITY - (AVIGILON ALTA)	IPTECHVIEW
Video Playback		
Floor Plans		
Timeline		
Smart Search		

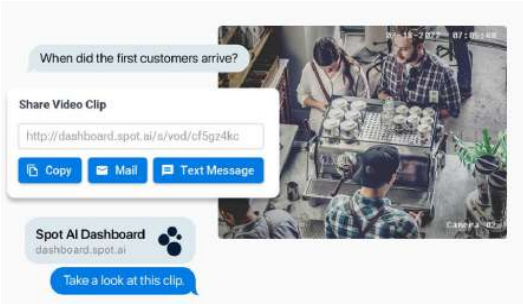
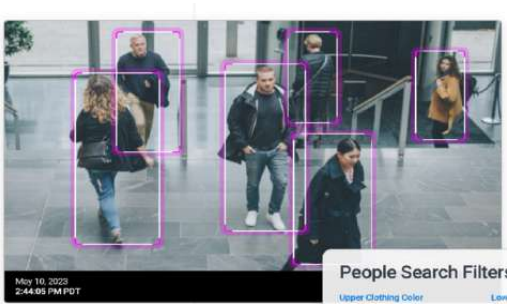
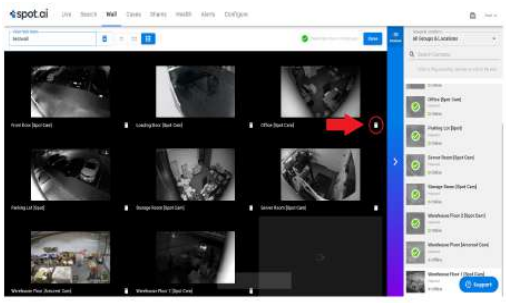
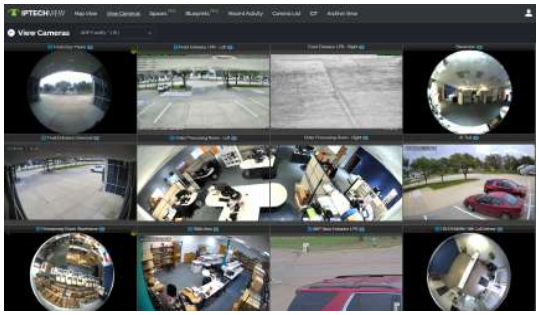
EAGLE EYE vs IPTECHVIEW

	EAGLE EYE	IPTECHVIEW
Video Search		
Map View		
Video Dashboard		
Video wall		

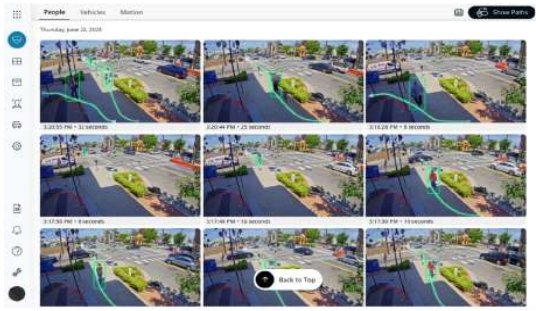
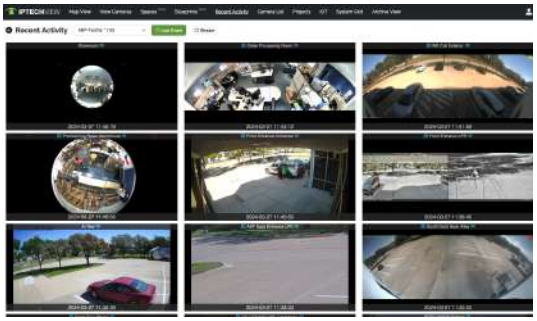
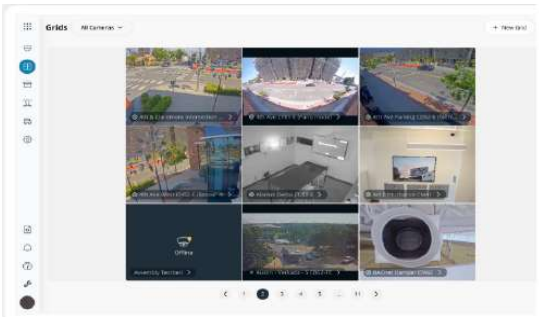
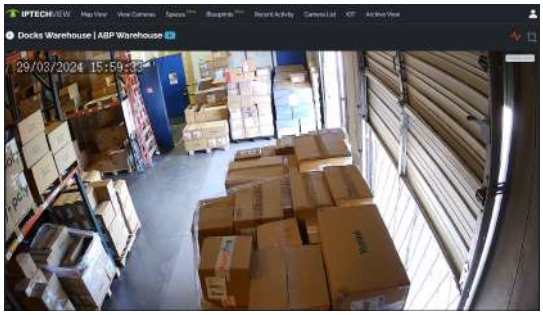
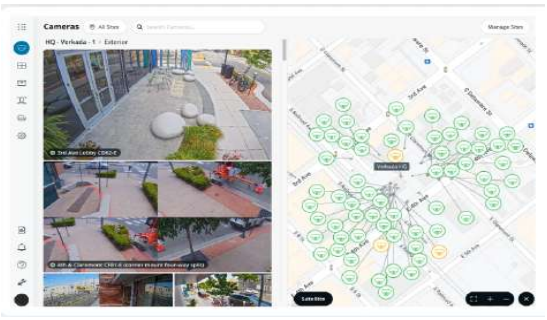
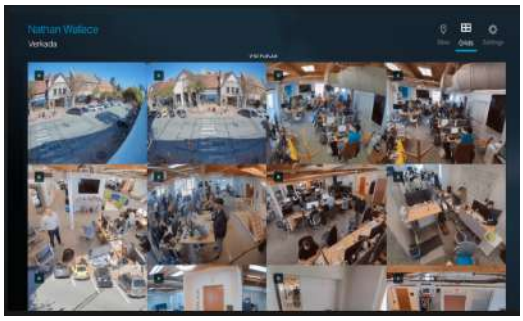
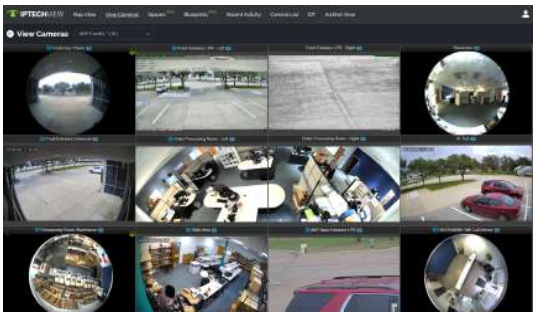
GENETEC vs IPTECHVIEW

	GENETEC	IPTECHVIEW
Video Search		
Map View		
Video Dashboard		
Video wall		

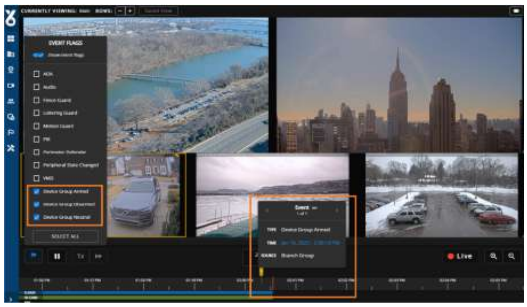
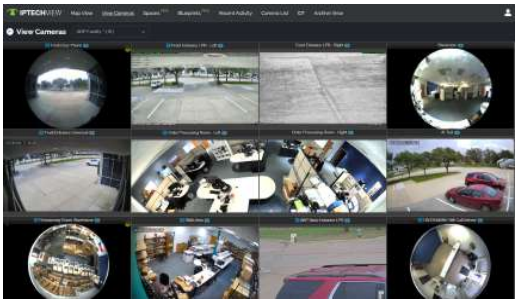
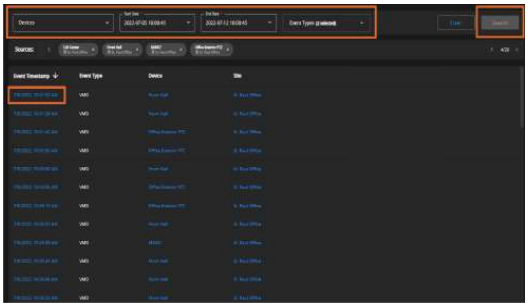
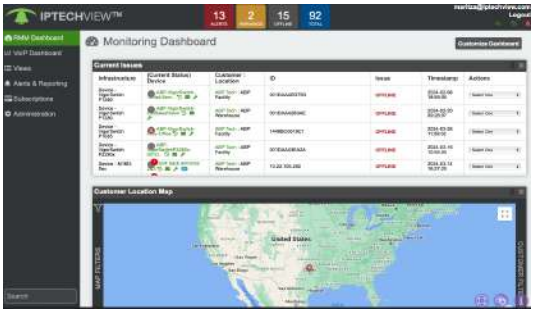
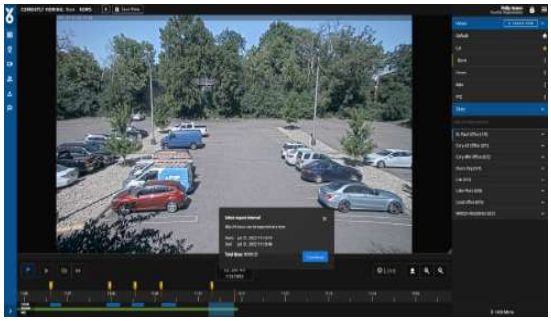
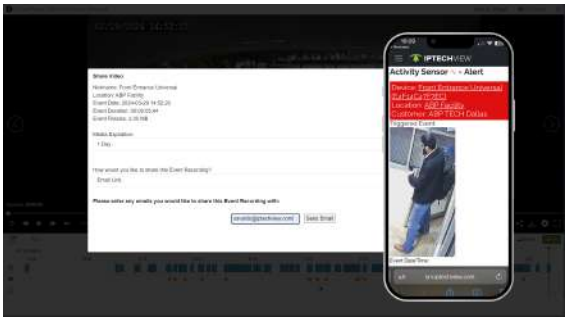
SPOT AI vs IPTECHVIEW

	SPOT AI	IPTECHVIEW
Share video footage		
Video People Search Filters		
Video Dashboard		
Video wall		

VERKADA vs IPTECHVIEW

	VERKADA	IPTECHVIEW
Motion search		
Live viewing		
System health Monitoring		
Video wall		

YOURSIX vs IPTECHVIEW

	YOURSIX	IPTECHVIEW
Device Group Events		
Event Logs		
Full Screen Timeline		
Export Function		

Other IPTECHVIEW Product Highlights

Cloud-Managed Live Video Stream Decoder



Designed so that users of IPTECHVIEW can effortlessly see 24/7 live video streams of compatible cameras to any monitor or TV, without needing a PC. With ist sleek and elegant design, it seamlessly integrates into any environment. Although IPTECHVIEW SURVEILLANCE is a cloud-based platform this unit performs its day-to-day visualization as a local device and with local direct connection to the cameras. This reduces bandwidth consumption and provides viewers with high-quality and low-latency video streams.

The IPT-CAMViewer-ONE is a true cloud-managed plug-and-play decoder appliance. The unit comes preconfigured and can be adjusted and set up over IPTECHVIEW SYSTEM's remote management interface. Admins can configure grid layout for all their CamViewers remotely. The device will then operate like a local system, connect the cameras, and show local video streams at up to 30FPS for up to 24 simultaneous video feeds.

Connecting Existing Cameras to the IPTECHVIEW - Cloud for Simpler and Safer Access



CAMGate Software. Seamless Integration, Uncompromised Security

IPT-CAMGate is your fortress, enveloping your cameras in a protective shield that isolates them from external threats.

This gateway stands between your cameras and the Internet or your corporate network, assuring their inaccessibility. Yet, it helps your surveillance capabilities. All video feeds are accessible via our advanced video surveillance platform.

IPT-CAMGate is available as a software package that can be loaded as an ISO on a server with our installation file that runs it as a virtual image. Once installed, it detects all the cameras on its network and adds them to the customer's account.

When connected to the platform, the cameras behave just like any other certified camera on the IPTECHVIEW SURVEILLANCE platform and provide, among other things, cloud video storage, access to live streams, view cameras on floor plans, customizable grids as well as access over smartphones or computers.

IPT MobileBASE- Rapid Deployment Unit for Video Surveillance Cloud-managed with IPTECHVIEW



This unit was created to give integrators access to an easy and fast-to-deploy mobile camera solution that works right out of the box.

It ships with a T-Mobile SIM card installed that can be remotely activated, and plans can be selected.

It also includes two UNIVERSAL cameras: Turret IPT-U1-TRT-5F28-AD, with 2 x 90 Degrees field of view.

At the heart of the Mobile Base is IPTECVIEWS' own LTE Modem with built-in POE and WiFi Bridge. The unit is designed with only one active component, the IPTECHVIEW LTE-POE Modem, which incorporates everything so diagnosing the problem and replacing the unit is fast and accessible in the case of a failure.

IPT Video Intercom and Access Control Lines

For those interested IPTECHVIEW also offers a line of Video Door Intercoms and access control equipment for controlling strikes and mag-locks as well as wireless battery-operated door locks. For more information, visit IPTECHVIEW.COM

Conclusion

The document's conclusion is that while each Camera-to-cloud camera solution has its strengths, IPTECHVIEW stands out for its balance of ease of use and expanded feature set for power users, broad device support, scalability, central management of IP endpoints beyond security cameras like access control and IoT, flexible approach embracing both in-camera and cloud-based AI, and overall cost-effectiveness.

IPTECHVIEW is a unique player that resolves many of the proprietary limitations of the early cloud video surveillance players like Verkada, Meraki, and will be a much more vendor-independent option, which becomes very relevant now that almost all camera manufacturers will offer their own cloud solutions.

The comparison highlights IPTECHVIEW's commitment to providing partners with a highly competitive solution that offers long-term value to customers. It also strengthens resellers' and technology partners' recurring business models by enabling partners to build out their solutions in IPTECHVIEW’s cloud and empowering them to offer remote services and provide their own remote service plans.

Disclaimer

This document has been prepared to provide technology partners, consultants, and potential customers with an overview of our software compared to its competitors. Information regarding features and pricing was sourced from publicly available materials as of January 2024. Please note that such details, including prices and software capabilities, are subject to change. This document is provided for informational purposes only, and we cannot guarantee its current accuracy. We recommend that buyers research and consult directly with vendors for the most up-to-date information. As the creators of a competitive solution, our views may inherently carry biases, and we acknowledge that our analysis may not encompass all available information on competing products.

Disclaimer

This comparison is a competitive analysis prepared by IPTECHVIEW on a best-effort basis. It is based on information that was publicly available to us when it was written (April 2024) and reflects our own research and interpretation. It has not been reviewed or endorsed by any of the vendors named in it.

Products change quickly. Features described here as missing, and other limitations or shortcomings of the other solutions compared, may since have been added or resolved. Pricing, packaging and IPTECHVIEW's own capabilities may also have changed.

Please treat this document as a starting point for your own research, not as a complete or definitive assessment. We encourage every prospect to verify current features, pricing and terms directly with each vendor before making a decision.

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