

spot.ai

VS

IPTECHVIEW™



IPTECHVIEW, Inc. www.iptechview.com

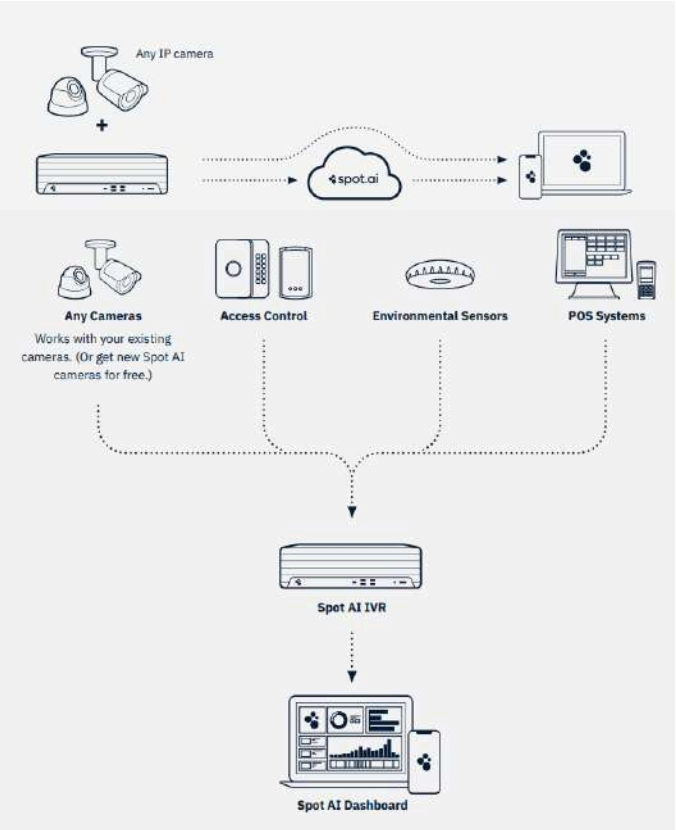
Spot AI vs IPTECHVIEW

This article compares Spot AI and IPTECHVIEW, two systems that enhance security camera functionality. Spot AI leverages existing security cameras with its AI software, while IPTECHVIEW offers a scalable, multi-vendor cloud-based video surveillance solution.

The following sections will detail their camera enrollment, storage options, analytics, pricing, and other features to assist you in choosing the system that best suits your needs.

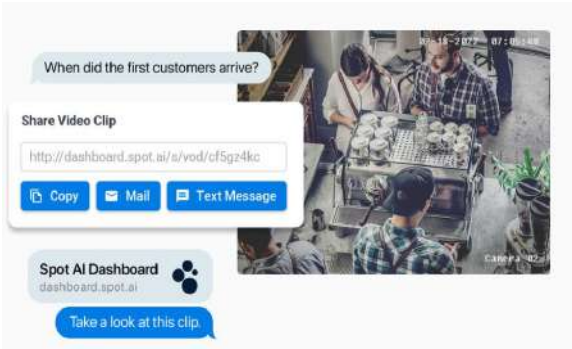
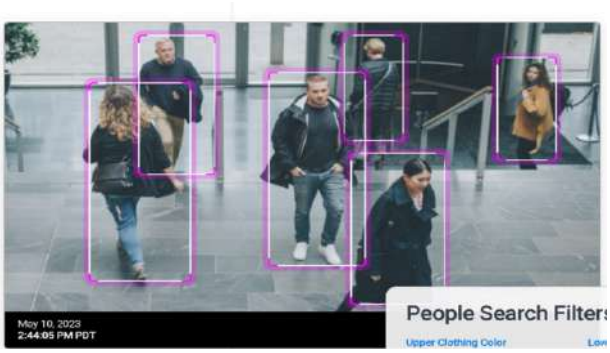
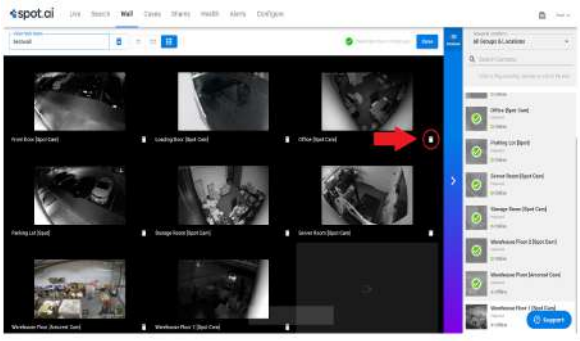
About Spot AI

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

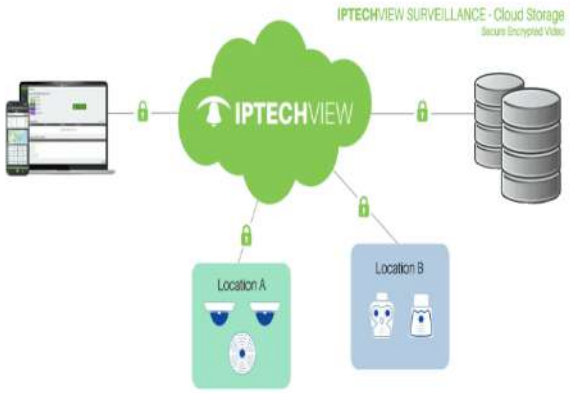
* The company shows the price per 3 Years/8 cameras including the camera prices, we extrapolate for 1 camera project. VAR discount is 40% on licenses
** The camera price starts at $90 MSRP considering 25% discount for VARs
*** We divided 3 years by 3, and we considered that it was offered a 5% discount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

Informational pricing as per research on average of pricing data available q1/2024 for current correct pricing always consult with your distributor or the manufacturer.

About IPTECHVIEW

Ditch the vendor lock-in and gain scalability! IPTECHVIEW offers a user-friendly, cloud-based video surveillance (VSaaS) solution for business security cameras. Perfect for projects of all sizes, from single stores to sprawling enterprises, it empowers integrators with a secure remote management platform. This simplifies installation, streamlines health monitoring, and keeps your business security cameras running smoothly.

- Effortless Setup, Scalable Security: IPTECHVIEW's provisioning tool makes camera enrollment a breeze. "Just Cameras and Cloud" technology eliminates the need for local support, allowing customers to seamlessly connect smart cameras to IPTECHVIEW's secure cloud storage. Integrators get a unified management platform for all projects, with flexible cloud feature options. Ditch the bulky servers! IPTECHVIEW's cutting-edge cloud storage eliminates the need for local storage solutions like NAS or on-site servers. Security is paramount: IPTECHVIEW offers single sign-on, two-factor authentication, and simplifies user privilege management. Plus, it's multi-vendor friendly, supporting major brands like AXIS and MOBOTIX, alongside their own NDAA-compliant, cost-effective cameras.



- Cybersecurity. IPTECHVIEW prioritizes security. Their smart cameras come pre-configured to connect securely to your private account. Data is encrypted during transfer through secure tunnels to their encrypted servers. No firewall ports are opened, minimizing risk and simplifying deployment for IT departments. Cameras can be monitored and managed 24/7, or placed in "privacy mode" when not actively being viewed for maintenance purposes.
- 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 goes beyond just video surveillance. It integrates seamlessly with a wide range of IP devices, including access control systems, video door stations, communication tools, paging systems, and even environmental sensors – all from various vendors. This breaks the shackles of vendor lock-in, allowing you to choose the best solutions in each category for a future-proof system. IPTECHVIEW has partnered with leading brands for

cameras, access control, IoT devices, routers, and PoE switches, creating a comprehensive and unified security ecosystem.

- Installation. IPTECHVIEW gets you up and running fast. Cameras arrive pre-configured, minimizing on-site work. Once wiring is complete, deployment is swift and cost-effective. Automatic cloud updates ensure your system stays current. Remote maintenance and management eliminate or significantly reduce travel costs, allowing for faster service. Their subscription plans include affordable remote maintenance options and hardware warranties, keeping your budget predictable.
- Storage options with 30, 60, and 365 days retention plus edge storage at the camera.
- Analytics. IPTECHVIEW takes security a step further with advanced analytics. Protect your property with features like smart intrusion prevention, cross-line detection, and enter/leave area alerts based on object classification. Gain valuable insights with intelligent people counting, crowd density monitoring, vehicle analytics, license plate recognition, and heat maps. Overlay floor plans for a clear view of activity and leverage cross-product insights to unlock the full potential of your security system.
- ONVIF/RTSP Support. Built for scalability and vendor freedom, IPTECHVIEW integrates seamlessly with various technologies through ONVIF/RTSP support. This allows you to access data and control diverse security solutions within a single platform. Say goodbye to juggling multiple apps! IPTECHVIEW simplifies user experience, reduces training needs, and lowers support costs. It's your one-stop shop for secure remote access and management of all your IP security 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	$762	$561

* 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
Informational pricing as found Q1/2024. For current correct pricing always consult with your distributor or the manufacturer.

Comparisons of Features

This section dives deeper into how Spot AI and IPTECHVIEW compare on key features, such as camera enrollment, storage options, and video analytics.

We will also explore their pricing structures to help you determine which system offers the most value for your investment.

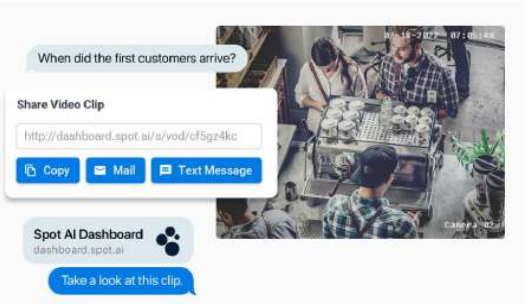
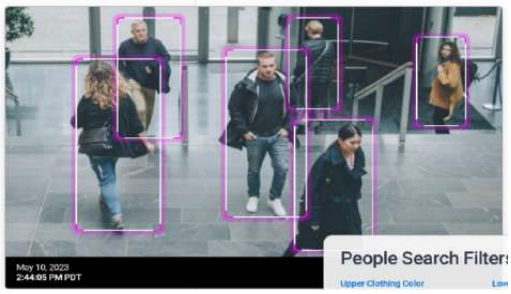
Feature	spot.ai	IPTECHVIEW™
Camera Enrollment	The camera connects to Intelligent Video Recorder IVR. These are similar to NVRs, but have Processing Units built in that allow for AI processing at the edge, as well as in the cloud. The IVR is the one that handles the connection to the cloud	MOBOTIX, Axis, 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	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

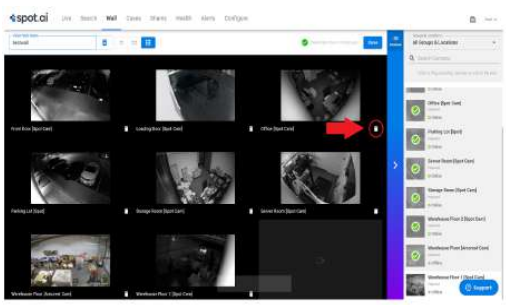
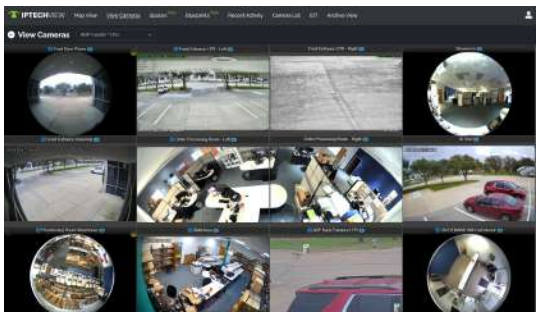
Feature	spot.ai	IPTECHVIEW™
	Dashboard - People and Vehicle Presence/Absence; People and vehicle counts.	Insight.
Onvif support	No details about supporting it	Yes, using IPTechView CamGate
Price per license (VMS+30CL)	$15/month/camera	$15/month/camera

Price information as of information available online Q1 2024. For current prices always contact manufacturers or their distributors.

Visual Comparison of SPOT AI vs IPTECHVIEW

The following table summarizes the key features of Spot AI and IPTECHVIEW in a side-by-side format. This will allow you to easily compare their functionalities and determine which system aligns better with your priorities.

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

Video wall		

Conclusion

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.

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 (June 2024) and reflects our own research and interpretation. It has not been reviewed or endorsed by Spot AI.

Products change quickly. Features described here as missing, and other limitations or shortcomings of Spot AI, 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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