Microsoft

IoT in Action

#IoTinActionMS

Microsoft

Partner Case Study: Avigilon

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Microsoft Canada

IoT in Action

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Agenda

1. Why? The Avigilon Story and Launch of VSaaS
2. What? Avigilon Blue & Platform Architecture
3. Avigilon Blue Mobile
4. Jobsite Sentry
5. Ideal Subscribers and Benefits of VSaaS
6. Live Demo

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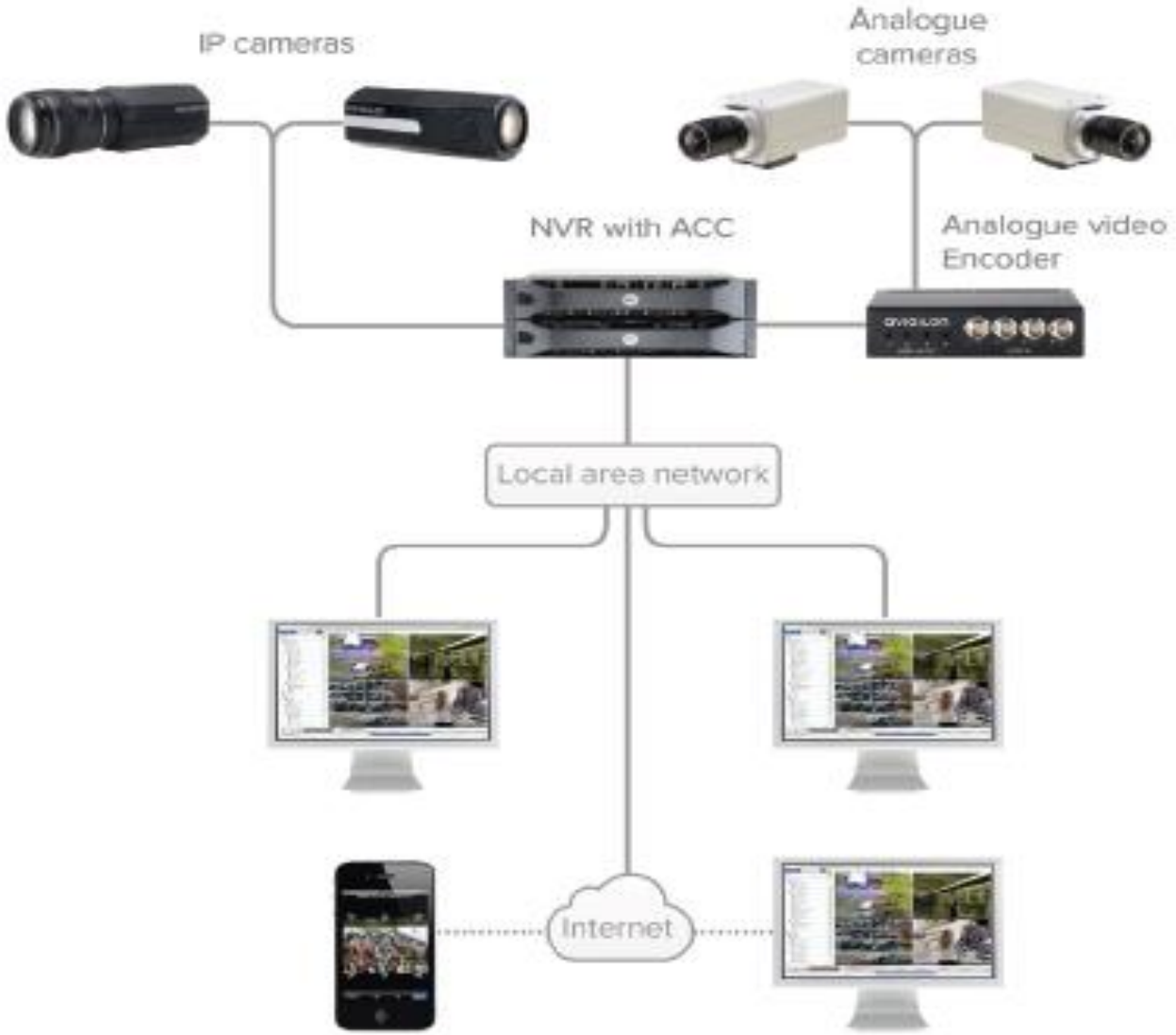

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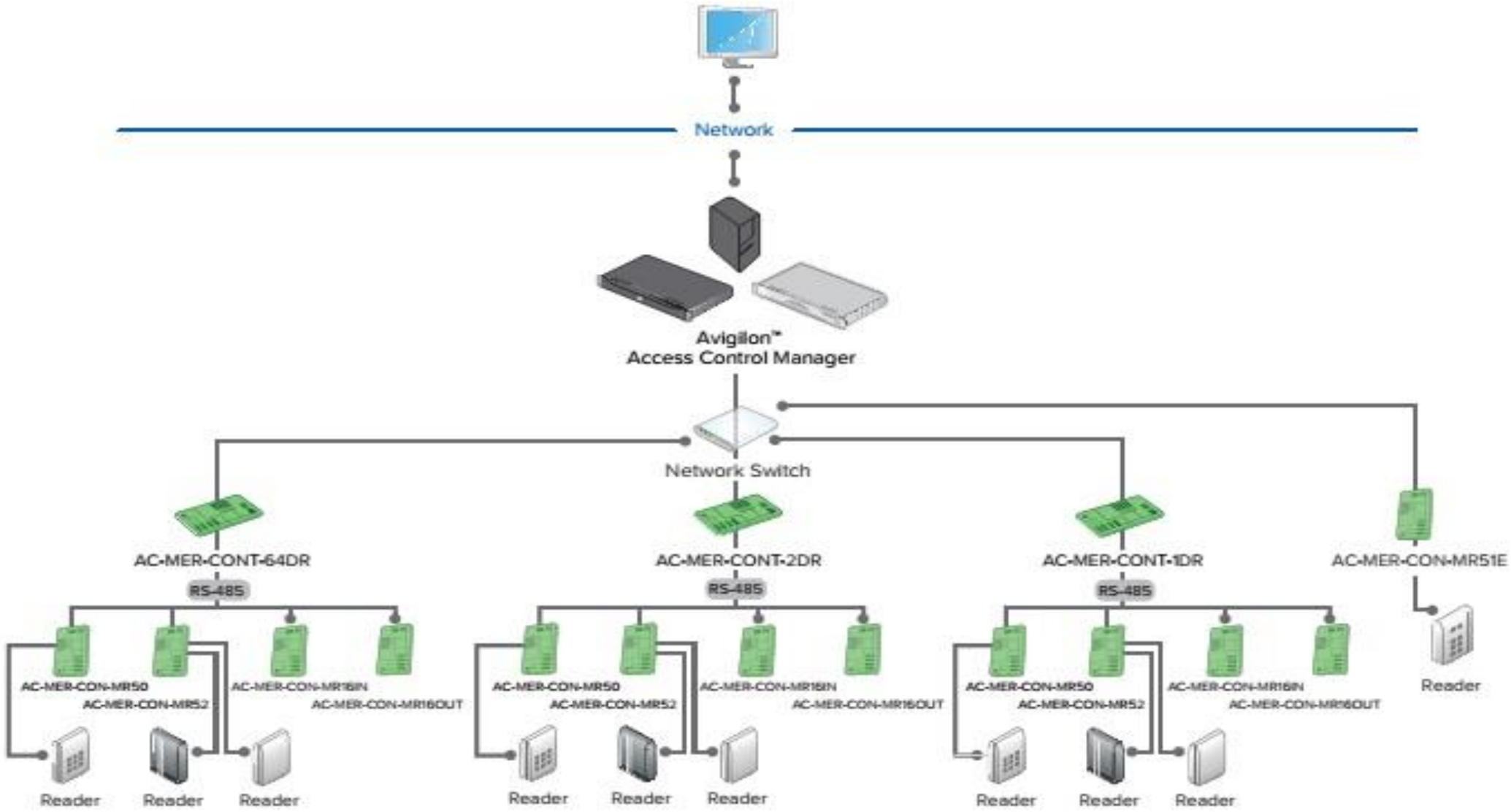

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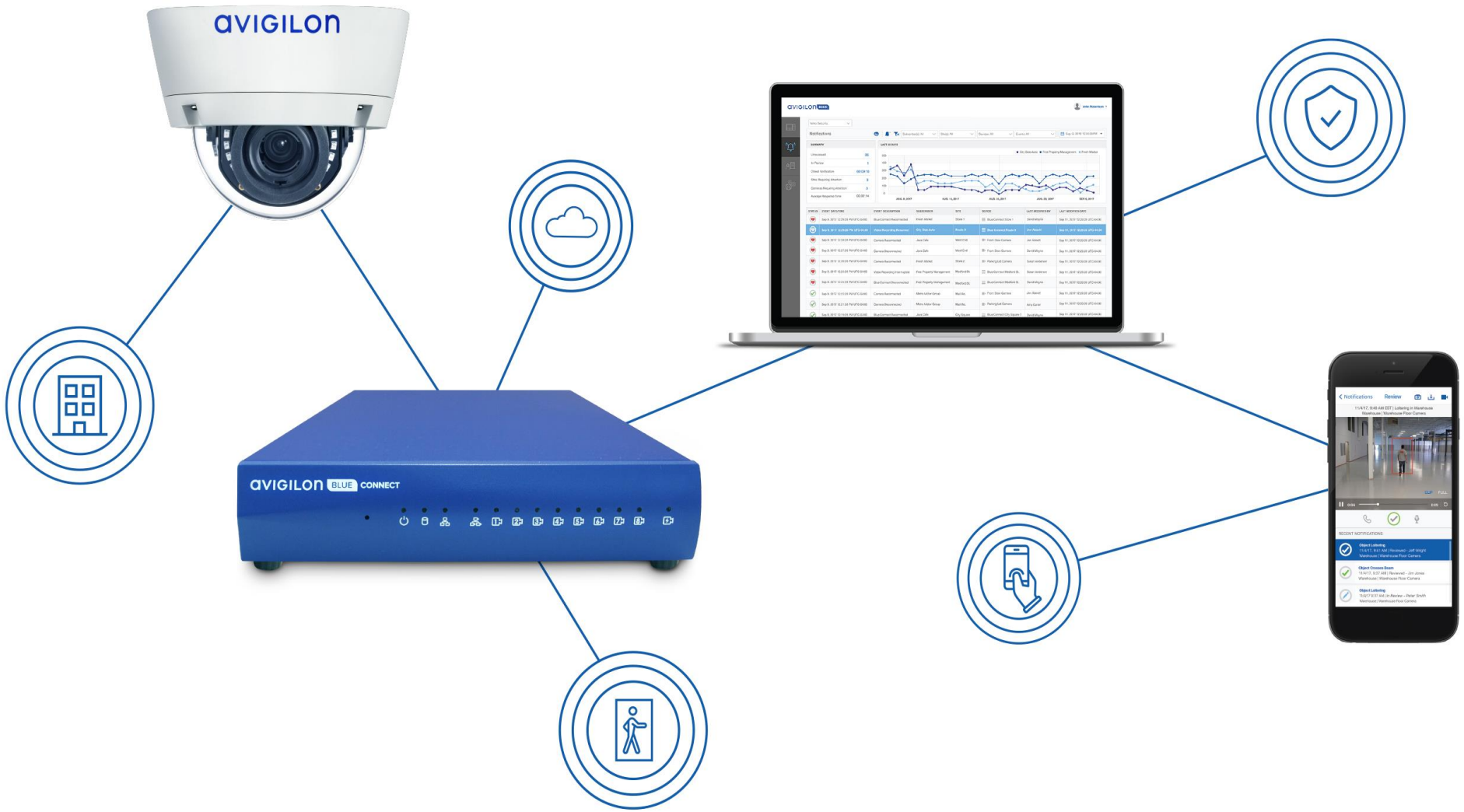

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avigilon BLUE™
VSaaS

On-Prem versus Cloud

On-Prem

- Infrastructure is owned and managed by customer
- Customer responsible for data security
- All upgrades manual, per site, and paid
- Capital expenditure

Cloud

- Infrastructure is owned and managed by service provider
- Service provider responsible for data security
- Automatic upgrades are real-time, for all clients, and no charge
- Operating expenditure

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Top Reasons Security Integrators Are Adopting Cloud Technology*

1. Increased RMR and Client Value
2. Stickier Clients: Managed Services = Stronger Relationship
3. Higher Gross Profit Margins & Increased Valuation of Business (up to 20x RMR contract value)
4. Scalable: Increase Client Base While Controlling Overhead
5. Facilitates a Proactive Business Model in Real-Time

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* http://avigilon.com/news/security/six-reasons-security-integrators-should-adopt-cloud-technology-today/

What is Avigilon Blue?

Scales up to 112 Cameras per Site

Video

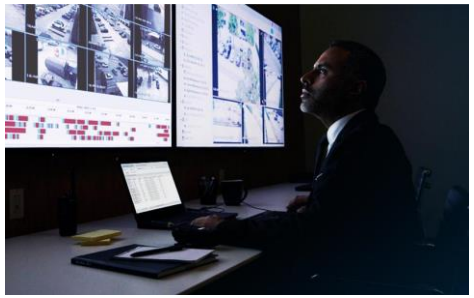
Audio

System notifications

Stores 10-second video clips of video analytic events for up to 30 days

Microsoft Azure

Event video clips



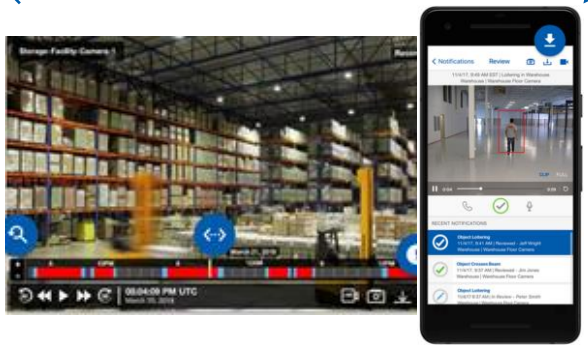
Central station monitoring through integration with SureView Immix and iViewNow

Audio

Video (P2P)

Events/video clips

Notifications



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Avigilon Blue Bridge Devices

Three options:

Avigilon Blue Device
Up to 12 lenses, 1TB capacity,
No PoE ports

8 Port Avigilon Blue Device
Up to 24 lenses, 8TB capacity,
8 PoE+ ports

Avigilon Blue Device
Up to 48 lenses, 12TB capacity,
No PoE ports

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AVO Blue Mobile

Connect

QUICK DEPLOYMENT

Easily setup, configure, and link the Avigilon Blue Connect device to the cloud in minutes with universal plug-and-play network protocols and an intuitive web-based user interface.

OPEN CONNECTIVITY

Start using Avigilon Blue for new or existing sites with Avigilon cameras and third-party ONVIF®-compliant cameras.

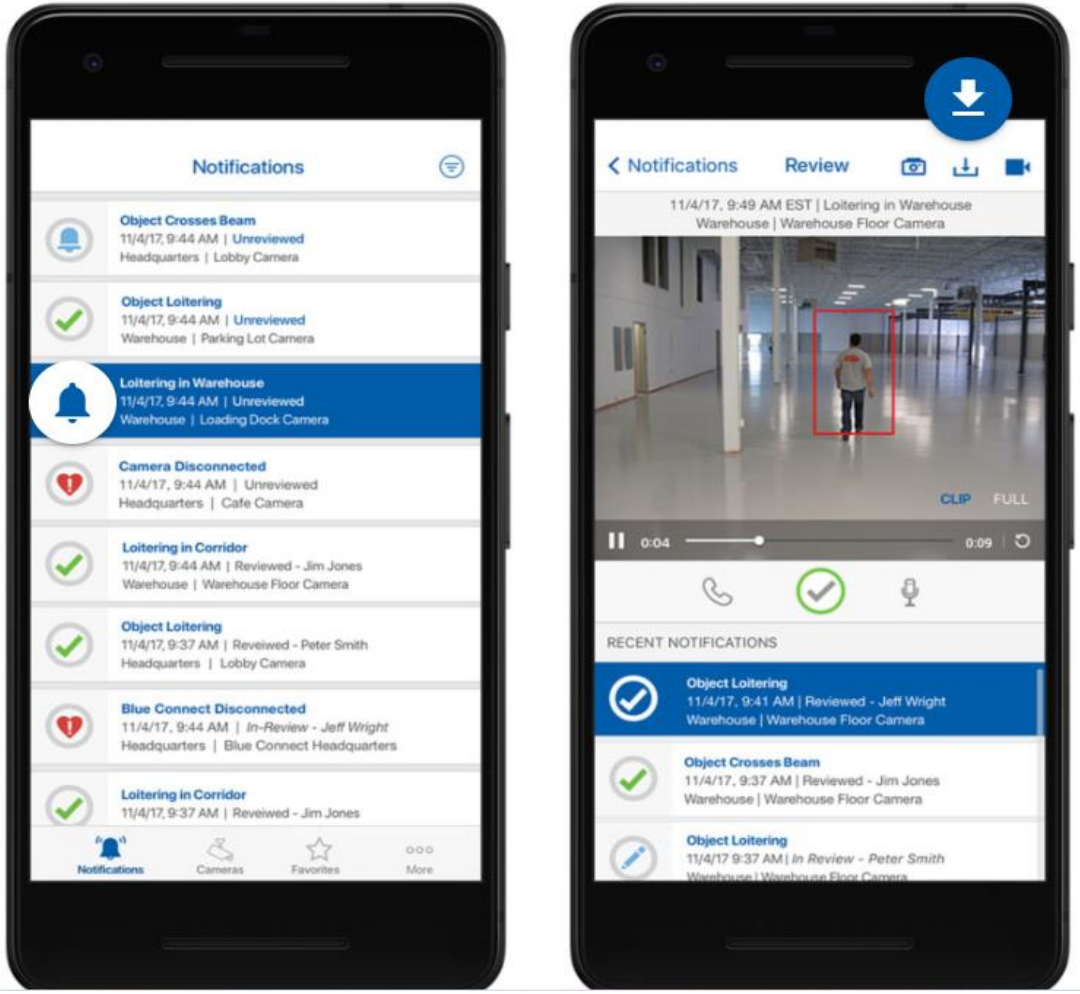
SIMPLE VIDEO MANAGEMENT

Avigilon Blue enables viewing of live and recorded video from all connected cameras, and allows you to go to specific points on your timeline and scrub recorded video from multiple cameras simultaneously.

Analytic event video verification clips are automatically stored in the cloud for review on your PC browser or mobile device.

MOBILE VIEWS

DESKTOP TIMELINE



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Jobsite Sentry

The City of Dallas & The Starlight Program

Participating businesses will be outfitted with Avigilon cameras, blue lights and program signage, and will be actively monitored by, and connected directly to, the Dallas Police Department's Real-Time Crime Center (RTCC).

"We have seen great success in a variety of communities in using technology, like our integrated software and video security solutions, to create a tighter connection between public and private entities and further our shared mission of improving public safety."

https://newsroom.motorolasolutions.com/news/the-dallas-police-department-safer-dallas-and-motorola-solutions-launch-pilot-program-to-increase-community-and-officer-safety.htm

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A Few Ideal Verticals

The Franchisee

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The Public-Private Partnership

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Property Management

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Live Demo

Benjamin Brecht

BDM, North America

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