

WHY QUMULEX?

THE PEOPLE

Experienced Entrepreneurs having started three successful Commercial security businesses:

- Exacq Technologies, Infinias, Integral Technologies

THE PRODUCT



Qumulex is a fully **unified** Video Management and Access Control System that is browser-based, using a **mobile-first**, modern Progressive Web App that runs on any device with a browser.

The **hybrid** model allows for flexible deployment to meet customer needs, whether that be all cloud, all on-premises, or a mixture.

Open Platform assures maximum flexibility for security integrators to choose best of breed cameras, door controllers, network switches, analytics, and cloud integrations.

Unified video and access control solution:

- Video and access events trigger each other, enabling proactive security
- Increase setup & maintenance efficiency
- Maximize on-premises awareness to use bandwidth wisely

Hybrid approach allows both Cloud and On-Premises:

- Flexible deployment models to meet every customer's needs
- All On-Premises, Mix of On-Premises & Cloud, or All Cloud
- Easily transition On-Premises installations to Recurring Monthly Revenue (RMR)

Mobile First product delivered as a Progressive Web App (PWA):

- Single application deployed via browser on any device (Windows, Linux, MacOS, Android, iOS)
- Residential Ease-of-Use with Commercial Cybersecurity
- Native HTML5, no browser plugins required
- Reduces security risks and eases administrative burden

Open Platform puts Integrators in control:

- Work with Best-of-Breed cameras, door controllers, network switches
- Maximize choice for security integrators and end users
- Safely use legacy cameras in the cloud
- Open API supports third party and cloud-to-cloud integrations

THE CHANNEL

Integrator-focused

- Experienced Reseller channel, Qumulex sales and support team, and experienced manufacturer reps
- Partner portal for project registration, configuration calculator and more.
- Easily transition customers from on-premises transactional sales to subscription, and all the benefits that brings to your business

Service

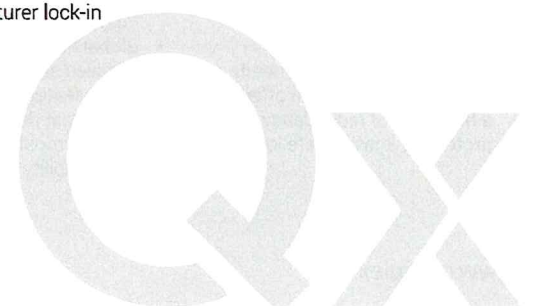
- Multi-tenant, so Integrators can manage all of their customer sites from within QxControl.
- Integrators can do most configuration, support, and health monitoring remotely via QxControl, saving time and expense of rolling a truck.
- Minimize training with one product line covering all customers' needs

End-User Friendly

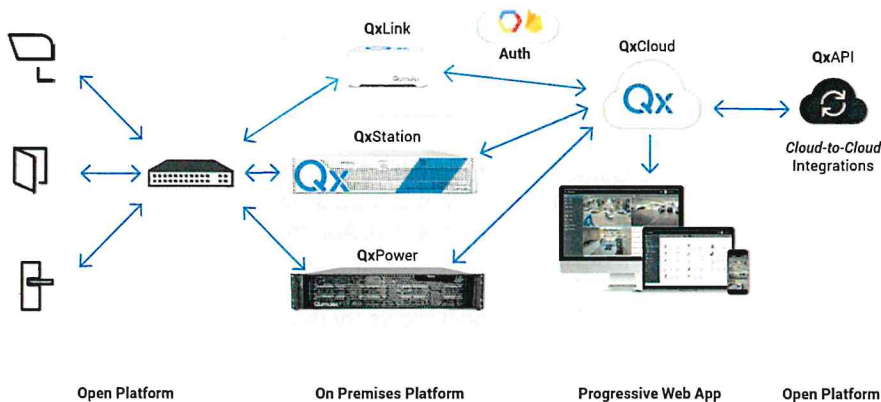
- Easy to learn and use
- Competitively priced software, service, and hardware
- Open platform eliminates fear of manufacturer lock-in

Data Security

- Complies to GDPR, CCPA, and Privacy Shield requirements
- Following NIST Cybersecurity Framework



THE TECHNOLOGY



Modern Tools

- **Google Cloud Platform (GCP)** - Provides scalable, reliable, and secure compute and storage resources
- **Firebase Authentication** – Google Firebase stores and manages passwords so they are not put at risk by insecure on-premises storage
- **Kubernetes and Docker** – Industry Leading containerization technologies provide scalability, reliability, and maintainability
- **Progressive Web App (PWA)** - Runs on all platforms and provides the experience of a native app without user maintenance or app store downloads.
- **GraphQL** – Next-generation, open API for an efficient mobile experience and third-party integrations
- **WebRTC** – Secure and efficient peer-to-peer video streaming
- **WireGuard** – Open source VPN facilitating secure and private Gateway-to-Cloud communication

WHY CLOUD?

Ease of Management

- View cameras and resources and manage one or many sites through a single user interface
- Automated software and OS updates reduce the need for onsite upgrades and maintenance
- Cloud updates keep all sites secure and on the same version
- Frequent software updates allow new features to be available immediately
- Plug and Play connection to the cloud

Security

- No port forwarding needed
- Google uses the latest cybersecurity technology and procedures to keep your information safe
- Google uses their own proprietary hardware to avoid Malware and virus infiltration
- Google provides their own team of white hat hackers to look for security vulnerabilities and provide assistance in resolving them
- Google Firebase provides the most secure way to store and manage passwords

Predictability & Cost

- End users prefer to budget for services with a consistent cost versus unexpected capital expenses that are unpredictable
- VSaaS & ACaaS subscriptions provide consistent, predictable revenue for integrators
- Cloud subscriptions have a high retention rate
- Subscription based services avoid the pitfall of investing in technology that becomes outdated and requires expensive replacement and upgrade fees



Scalability & Redundancy

- Resources available to add sites, devices, or storage as needed
- Meet video retention requirements without calculating drive space needs
- Google Cloud Platform offers a high level of redundancy, protecting against data loss

Performance

- Global footprint of Google Data Centers
- Global footprint of Google Points of Presence (POPS)
- Global Fiber Optic Network installed and owned by Google
- These features combined offer the fastest delivery of video with the most redundancy and reliability