![rasilient — enabling forensic-grade surveillance™]

NFDHybrid Cloud Customer Profile Guide

An End User who meets two or more of the following requirements would be a good fit for Rasilient's hybrid cloud solution:

☑ **End Users who are in need for a system refresh**

➤ NFDLink is included with Rasilient servers, and new systems can be purchased with a "Hardware-as-a-Service" subscription pricing model of $9.98/camera stream* per month (MSRP)

☑ **End Users who are suffering from cybersecurity and/or upload issues**

➤ NFDLink transmits video without quality degradation and utilizes 256-bit encryption, TLS 1.2, and offers an optional feature, PrivateLok, with zero-knowledge encryption

☑ **End Users with multiple locations**

➤ NFDHybrid Cloud provides savings at each location by reducing required hardware

☑ **End Users with multiple VMS's**

➤ NFDLink is VMS-agnostic, meaning users can continue with their familiar VMS or even utilize multiple VMS's.

☑ **End Users who need longer retention than their hardware can handle**

➤ NFDHybrid Cloud keeps video at the edge for three days, but allows for unlimited storage in the cloud and scales as needed

☑ **End Users who use Cloud services already in their business**

➤ Selling a "Video-Surveillance-as-a-Service" along with "Hardware-as-a-Service" makes surveillance projects familiar to customers looking for OPEX model

*Based on 2.8 Mbps, H.264, and 20 fps.