

## Security as a Service

The security industry has reached a point where cloud services are now a reality, and the emergence of surveillance services has come at the right time.

Margins that once were easily attainable on hardware, are a thing of the past, and competition and price wars have forced security companies to cut margins down to single figures. Companies can either continue with low-margin traditional business, or they can adopt a new business model that offers long-term annuity income along with considerably lower expenses.

The move is towards a 'services model' where big capital expenditure (CAPEX) every few years is reduced to regular monthly operational expenses (OPEX) that are more affordable and provide the service provider with a regular income.

Control rooms are a perfect example where a significant outlay of money is required to build, equip, and support its performance, with continual maintenance and upgrade costs thereafter.

Hybrid Surveillance Solutions has installed its Hybrid VMS and AI Software in its cloud infrastructure, hosted at DPA in Midrand. Security companies that do not have their own control room can now have a full control room, easily accessible from anywhere, for a monthly OPEX amount without paying for servers and infrastructure as normally required. No additional hardware is required on site and access to the full system is done from a workstation via a web browser providing redundancy.

Companies with an existing control room can now enhance their offering with no capital investment, adding immediate value without the disruption of existing operations.

Surveillance software being hosted in the cloud means the expansion and contraction of the number of users can change monthly, and hardware and software maintenance is not your problem. The data centre has its own failover solutions and generators to deal with power blackouts.

False alarms in surveillance is a real problem. Hybrid's Artificial Intelligence (AI) software was designed with the purpose of using the AI to manage detected events. Detected events are sent to the control room where they are analysed and classified by an operator as false alarms or real alarms. False alarms are dismissed by the operator, and real alarms are escalated to the relevant armed response company.

Here again the solution is paid for monthly per camera and can handle a video stream from any make of camera with no hardware having to be deployed on site. This OPEX can be increased or decreased as needed making these services available and affordable.

There is a need today for a variety of analytics solutions to enhance security. Among the analytical functions available are the ability to detect left or unattended items, weapon detection, licence plate recognition (LPR), facial recognition, finding people in a crowd, fire detection and more.



Once again, these services are available at a monthly OPEX cost. Required is a real time stream from a camera into the cloud. The processing is handled in the cloud without adding to the user's overheads. Security companies can load images of blacklisted individuals or license plates into the cloud, and as soon as the person or vehicle is detected, the security company is notified to react.

For investigation purposes post-event analysis software allows users to analyse video feeds. The system can search for vehicles and persons and do heat mapping.

Hybrid Surveillance Solutions offers a full surveillance service with 15 days video retention in the cloud. This service is included in the monthly OPEX cost. Hybrid does not use edge storage on the camera, because, if the camera is stolen, the video footage is lost.

Hybrid Surveillance Solutions has a Partner Programme where our Partners can earn up to 20% margin on monthly OPEX, depending on volume.