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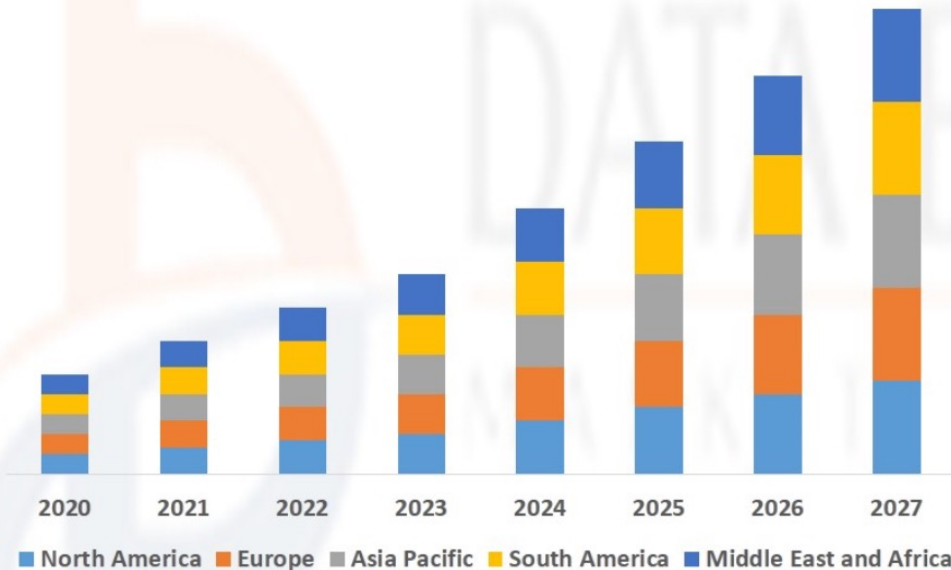
LTO For Video Surveillance



MARKET STATEMENT

Video Surveillance Storage Is Not Keeping Up With Demand.

Global Video Surveillance Storage (VSS) Market is Expected to Account for USD 21.71 Billion by 2027



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Source: Data Bridge Market Research Market Analysis Study 2020

As video retention needs grow, the cost and expense of today's storage solutions become too expensive too quickly.

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LTO In Video Surveillance Market



PROs:

- Vast amounts of data
- Not frequently accessed (until needed!)
- Sequential (video) Data
- Desire for long-term retention

LTO BENEFITS

Video Surveillance (VS) Retention Cost Tool

Enter the Following Information:

Total Number of Cameras:	400	
Frames Per Second:	30	
Color/BW:	Color	Color = 24 bits , Black & White = 8 bits
Motion %:	50%	Adjust for activity & hours/day used
Number of Days Retention:	90	
# of Days of Data on Disk:	14	
Camera Type:	1080p HD	Resolution 1920 x 1080

Tiered Storage Tape

LTO Tape Type: **LTO 8**

Your VS System TCO Results:

VS with Tape Savings*: **58%**

** Retention costs include storage hardware, maintenance, energy and cloud storage. Cameras, server, connectivity and software costs would be additional.*

Five Year TCO Comparison



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PROBLEM STATEMENT

PREVIOUS CHALLENGES / IMPLEMENTATIONS:

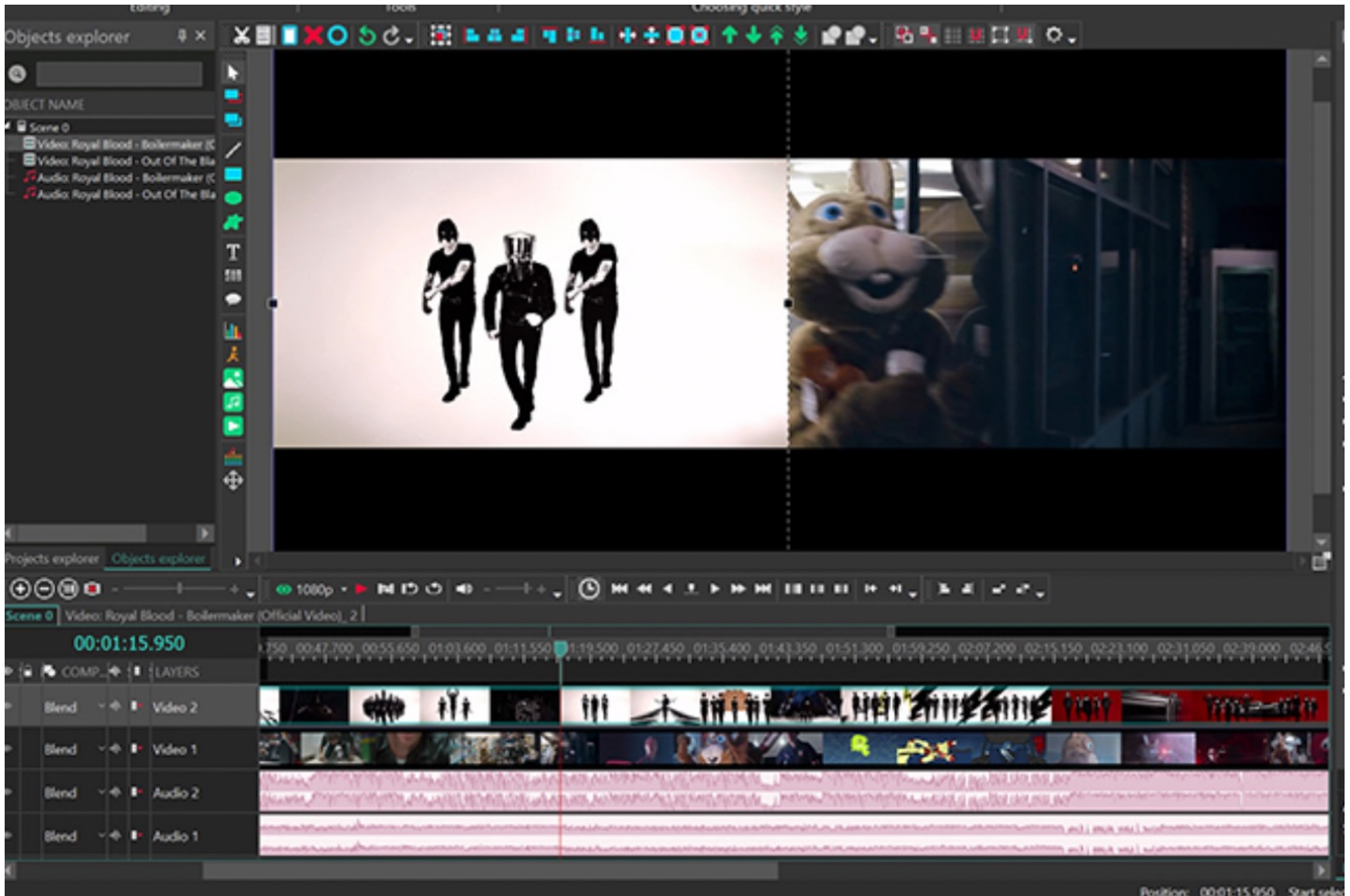
PRE-FETCH:

- Assumes you know what you want! (wait, what?)
 - + Operators do not know what they are looking for?
 - + This is why they have the video to look through.
 - + Multiple steps / I.T. staff required

BACKUP:RESTORE

- Back up to where? (Can't overwrite "previous" storage location)
- What system does the operator use to review the video?
- Performance issues

NLE TIMELINE



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VMS TIMELINE

192.168.1.171 Cam_1

Video is being retrieved from multi-tiered storage. Please stand by.
This retrieval process should take no more than 8 minutes.*

Retrieving... 00:19

2020-08-21 13:10:09 2020-08-22 2020-08-23 2020-08-24 2020-08-25 2020-08-26 2020-08-27 2020-08-28

7 day 1.0x

The screenshot displays a VMS interface. At the top left, the camera ID '192.168.1.171 Cam_1' is shown. The main area is a video player showing an outdoor parking lot with a building in the background. A semi-transparent black box is overlaid on the video, containing a message about multi-tiered storage retrieval and a progress bar labeled 'Retrieving...' with a timer at '00:19'. Below the video is a timeline with dates from 2020-08-21 to 2020-08-28. At the bottom, there are control icons for camera selection, list view, a 7-day range slider, a play/pause button, a 1.0x zoom slider, a grid view icon, and a next button.

NLE / VMS

➤ SIMILARITIES:

- Kissing Cousins
 - Familiar with the “editor” working the “timeline”
 - Editor “knows” what they need to work on



➤ DIFFERENCES:

- NLE Timeline is Finite
- VMS Timeline Is Infinite
- Operator “does not know” what they need to find



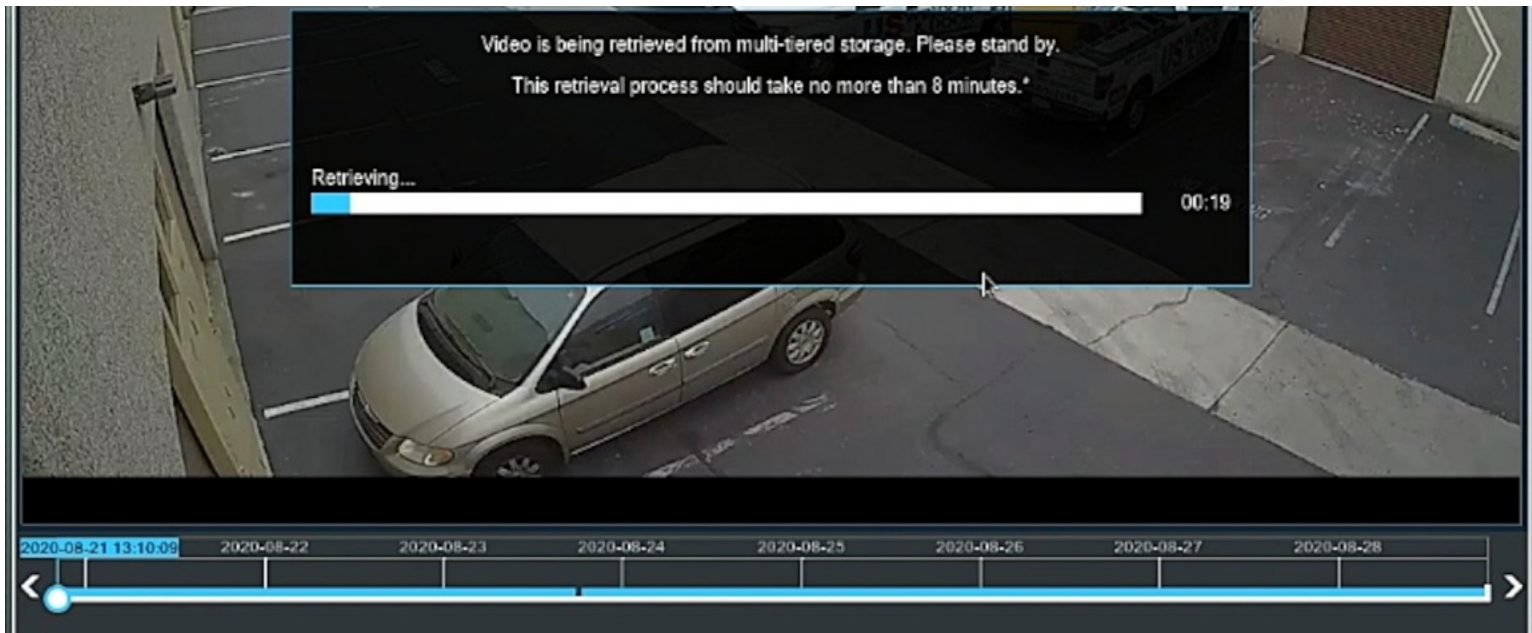
HOW TO INTEGRATE LTO SUCCESSFULLY

- When In Rome....
 - We are in the security market **NOT** I.T. market
- It's NOT An I.T. Process
- VMS "Timeline" Is Key
- VMS Integration With LTO Library **Required**
- *The Surveillance Operator Is King*



HOW TO INTEGRATE LTO SUCCESSFULLY

- It Can Be Done.
- Cozaint Has Developed LTO-Oriented VMS
- No Extra Steps For The Operator!
- VMS Understands What Tier Video is Stored



QUESTIONS?

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