Viseum project delivery test options

General Viseum Sales Demonstrations or Proof-of-Concept (POC), and Viseum Technology Events are very successful in attracting customers to Viseum. The most efficient way to deliver a Viseum project is to develop the customer's pilot CCTV Camera Installation for training and customisation. During this process the customer will test and learn of their new enhanced capabilities. Then decide what their exact operational requirements can now be. Viseum will then finalise the system design and how Viseum Product Solutions can be best integrated into their existing security infrastructure. The following programme shows the practicalities and economics of bringing the highest value disruptive technologies to market:

Project Delivery Control - Commercial

Optimising budget and resource the customer's test is part of project deployment i.e. PILOT. Project delivery is controlled more by the customer or the customer's local systems integrator. This depends on the commercial value and the resources needed to develop, prepare and execute the customer's project delivery test. Examples:

- In line with Viseum's Phased Technology Introduction Programme – the higher levels of pilot complexity mean that higher levels of customisations, training and support.

- As part of a typical city project, the camera equipment and Viseum Software Technology Services is typically between $300k and $1m. This depends on the quantity, the deployment type, the customisations and operational temperature models.

"We will always remember Viseum above anyone else for their main strength of listening to us to develop their innovation." (Metropolitan Police Force)

Project success is achieved in tri-partnership between the customer, the customer's local systems integrator and Viseum. So that Viseum can prioritise each project, we will also need to design the customer's first installations. Then, after the formally detailed technical test criteria are met, this will trigger further delivery. This commercial information and the following exact test criteria will be needed from the customer to deliver this test.

> Viseum security threat and impact philosophy <

completely automated enterprise security

Customer's exact test criteria

Operational

- What are the operational applications and security risks? E.g. general deterrent or specific operation?
- What automated detection analytics are needed? E.g. detect person of interest, person following, face recognition, remote site intrusion, ANPR (vehicle number plate recognition), traffic management, traffic violations.
- How must this new capability operate/integrate with other systems/processes? E.g. other CCTV, access control, traffic violation, are the cameras to be watched by surveillance operatives, or is the command control usually unmanned?

Physical

- What is the layout of each remote site (detailed site map, locations/diagrams/dimensions) can you please show all the areas that are to be secured by cameras?
- Does each/any site have low light issues during operation? (if yes please provide photos)
- Does the remote site have some higher risk areas?
- Do some or all sites have an expected number/density of people and/or vehicle traffic?
- Are registered personnel expected in certain places at certain times?
- What distances is the automated intelligent surveillance needed to operate? Or is the customer restricted to use cameras other than the Viseum IMC?
- What are the makes, models, number and locations of other new or existing cameras?
- Are there any power limitations?
- What are the minimum and maximum temperatures in the region?
- Where are the monitoring rooms located? And what is their status (e.g. operational, or not yet built).
- What is the remote site communication network type and capacity?
- How are the cameras to be fixed? E.g. are some on existing or new street poles, buildings, or vehicles?
- Are there any special environmental requirements? E.g. high vibration, marine/salt water, chemical, explosion risks.

Commercial

This information will help us fully understand what Viseum Software and Hardware Technology Services will be needed to deliver the successful test. We can then take a commercial view of the customer's minimum size purchase needed to cover this investment.

Viseum IMC Camera Test Results

One of the key results of a test using the Viseum IMC Camera shows the customer they can visually display to their communities how they are always proactively protecting them, which in turn creates the long-term deterrent to terrorists and other criminals.

Other Viseum Services:

> First Viseum IMC Camera Installations <   > Viseum Command Control Trialling <

> Operational CCTV Training <   > Viseum Site Survey <

> Viseum's Phased Technology Introduction Programme <

> Viseum Group Profile <

> **Viseum Technology and Support Strengths** < This is a brochure presentation of our technical support and capabilities. It is very successful for Viseum sales training and provides our customers with confidence in our project support and delivery.
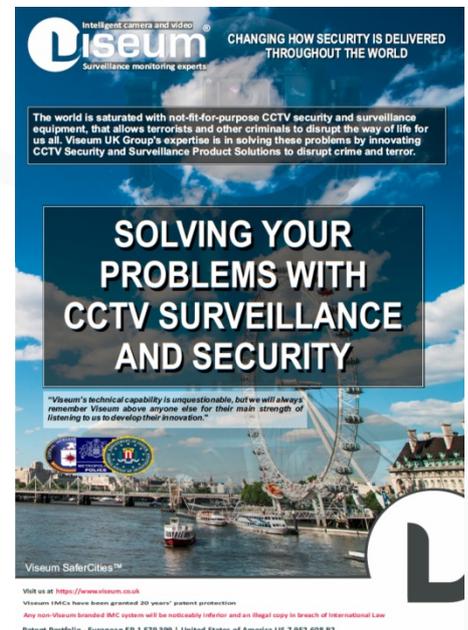
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> Viseum Group Profile <