



AVIGILON™

VS



IPTECHVIEW™

Avigilon Alta vs IPTECHVIEW

This article compares Avigilon Alta and IPTECHVIEW, two cloud-based video security systems offering advanced features. Avigilon Alta prioritizes security and analytics, particularly with its own Avigilon cameras. IPTECHVIEW focuses on multi-vendor compatibility and boasts a comprehensive remote management platform. The following sections will analyze their camera enrollment options, storage solutions, video analytics features, pricing structures, and other functionalities to help you determine which system best suits your surveillance needs.

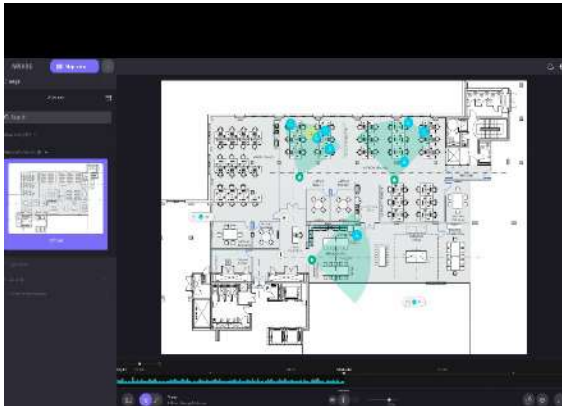
About Avigilon Alta

It is a solution to provide video security and analytics solutions through its Video Management System (VMS) that incorporates advanced analytics and intelligence features to enhance the capabilities of video surveillance. The portfolio of cloud-native video security is now part of the Avigilon security suite, under Avigilon Alta. Avigilon is a comprehensive suite of end-to-end video security products and services, that has flexible, modular layers of security, through fixed video, advanced analytics, and smart access control systems.



- **Camera Enrollment.** It offers cloud-based video surveillance solutions with a streamlined process for enrolling Avigilon Ava cameras into their platform. With the use of a gateway, it supports a wide range of IP cameras from various manufacturers: (Axis, Sony, Panasonic, Bosch, etc.).

- **Cybersecurity.** Avigilon prioritizes cybersecurity in its camera-to-cloud solutions to ensure the protection of data, prevent unauthorized access, and maintain the integrity of its cloud-based video surveillance platform.
- **Form Factor Offerings.** Video security licenses (for recording in camera) are offered for 1 year, 3 years, and 5 or longer years with cloud storage for 30 days or 60 days additional storage.
- **Other devices supported.** Integrates third-party sensors for additional environmental insights and ONVIF-compliant talk-down speakers for intrusion deterrence. Includes Open API for limitless integration potential. Alta's platform was designed to integrate with access control systems, alarms, and other security devices from the Motorola solutions ecosystem. Avigilon Alta is built on open API standards to support limitless integration with all the tools needed.
- **Installation.** Ava Security's platform likely offers an interface that is easy to navigate, allowing users to manage cameras, review footage, and configure settings with ease.
- **Storage options** 30 days retention with onboard storage and connected to cloud connector.
- **Analytics.** Alta's VMS incorporates advanced video analytics capabilities. This includes features such as object recognition, facial recognition, people counting, and other intelligent analytics. Additionally, they claim to have Real-time alerts for a proactive response, Easy search, End-to-end intelligence, AI-powered notifications, expanded objects classification, LPR, Facial recognition, and Occupancy analytics.
- **ONVIF/RTSP Support.** Deploy directly with Avigilon cameras or use one of the Alta Cloud Connectors (gateway) to connect to ONVIF third-party cameras adding AI analytics and local storage.
- **Features offered.**

MapView with SmartPresence™	Video View with SpotLight
	



● Prices

Product	Years	MSRP	VAR
VMS License*	1 Year	\$179	\$134
Cloud Storage (30 days retention)*	1 Year	\$179	\$134
Camera	-	\$529	\$370
Total 1 Year	1 Year	\$887	\$638
Total 3 Years	3 Year	\$1,550	\$1,134

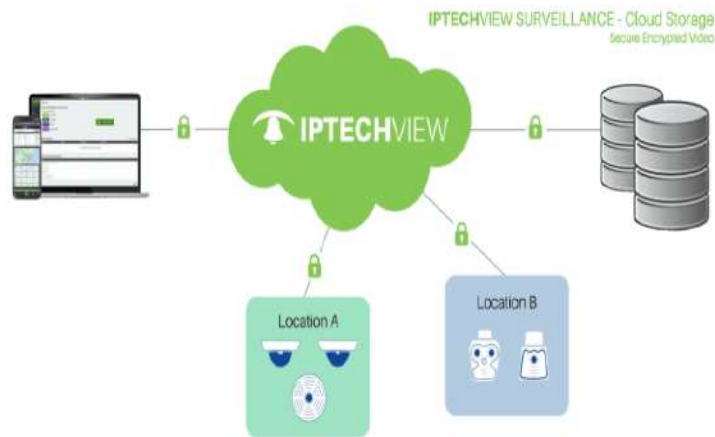
- * Company offers VAR discount of 25% on licenses
- ** We are considering the AVA camera COMPACTDOME-W-5MP-30 5MP dome camera and considering 30% discount to partners
- *** 3% discount is offered by the manufacturer for multi-year

Informational pricing as per research on average of pricing data available q1/2024 for current correct pricing always consult with your distributor or the manufacturer.

About IPTECHVIEW

IPTECHVIEW empowers integrators with a scalable, cloud-based security camera platform (VSaaS). Integrators retain control while offering clients a user-friendly, multi-site solution. Unlike competitors, IPTECHVIEW avoids vendor lock-in, allowing camera brand flexibility.

- Easy camera setup with our provisioning tool and Just Cameras and Cloud technology lets you connect directly to IPTECHVIEW's cloud storage, eliminating the need for local support. Integrators get a central hub to manage all projects with customizable cloud features. Say goodbye to bulky servers and NAS drives! IPTECHVIEW's cutting-edge cloud storage



provides a secure solution with single sign-on, two-factor authentication, and effortless user privilege management.

The solution is multi-vendor with several options for each product category. The business security cameras supported are AXIS, MOBOTIX, IPTechView Universal, a lower-cost NDAA-approved OEM cameras

- Your security is our priority. All our smart cameras come pre-configured to connect securely to your private account. Data is transferred encrypted over secure tunnels to our encrypted servers. No firewall ports are opened, keeping your network protected and deployment hassle-free for IT. Monitor cameras 24/7 or enable 'privacy mode' to restrict access when maintenance isn't required.
- Flexible Recording Options” Choose the recording plan that fits your needs. We offer video security licenses (for in-camera recording) for 1 year, 3 years, and 5+ years. Cloud storage options range from 30 days to a full year of additional footage
- IPTECHVIEW goes beyond just cameras. It integrates with various IP devices from different vendors, including access control systems, video doorbells, communication systems, paging, and even environmental sensors. This minimizes vendor lock-in and lets you choose the best solutions in each category, future-proofing your system. IPTECHVIEW partners with certified

top brands for cameras, access control, IoT devices, routers, and PoE switches, creating a seamless and unified ecosystem

- Our cameras arrive pre-configured, making deployment a breeze after the wiring is complete. This translates to fast, cost-effective installations. Updates are delivered automatically through the cloud, keeping your system running smoothly. Plus, remote maintenance and management minimize the need for on-site visits, saving you time and money. Affordable remote maintenance plans and hardware warranties are included in your subscription, eliminating surprise costs
- Storage options with 30, 60, and 365 days retention plus edge storage at the camera.
- Analytics. IPTECHVIEW goes beyond basic recording with its advanced analytics features. These include smart intrusion prevention, line crossing detection, and enter/leave area alerts based on object classification. Additionally, IPTECHVIEW offers intelligent people counting, crowd density monitoring, vehicle analytics with license plate recognition, heat maps, floor plan overlays, and even cross-product insights for a comprehensive view of your security landscape.
- ONVIF/RTSP Support. IPTECHVIEW is built for scalability and multi-vendor integration. With ONVIF and RTSP support, you can seamlessly connect various devices, access data, and manage different technologies – all from a single platform. This translates to fewer apps to juggle, a smoother learning curve for users, and simplified, more cost-effective support. IPTECHVIEW delivers secure remote access and support for all your IP solutions, uniting everything under one powerful system.
- Prices

Product	Years	MSRP	VAR
VMS License*	1 Year	\$120	\$90
Cloud Storage (30 days retention)*	1 Year	\$60	\$45
Camera	-	\$249	\$176
Total 1 Year	1 Year	\$429	\$311
Total 3 Years	3 Year	\$762	\$561

* Company offers VAR discount of 30% on licenses

** We are considering the IPTechView Universal Camera U1-BLT-5F28 camera

*** 5% discount is offered for (3 years) license

Informational pricing as found Q1/2024. For current correct pricing always consult with your distributor or the manufacturer.

Comparisons of Features:

This section dives deeper into how Avigilon Alta and IPTECHVIEW stack up on key features. We'll explore their camera enrollment methods, storage options, video analytics capabilities, and pricing structures to help you pinpoint the system that delivers the most value for your investment.

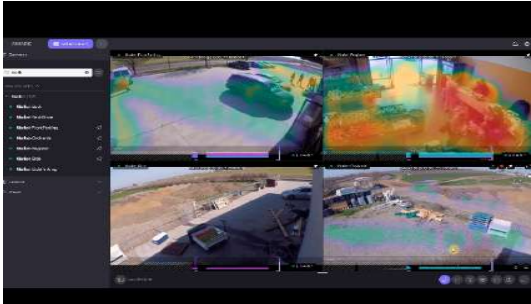
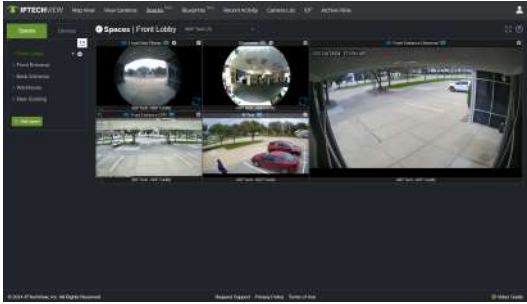
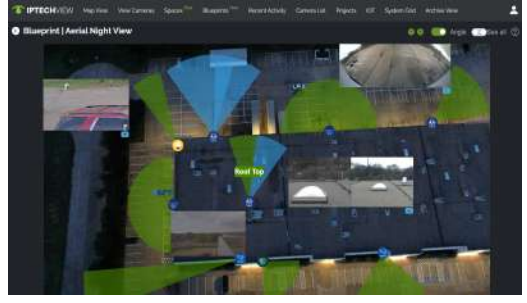
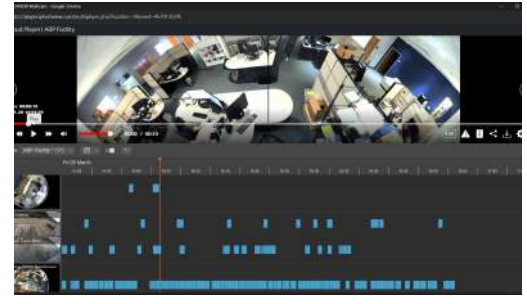
Feature		
Camera Enrollment	Cloud Direct mode only supports Avigilon Ava cameras. It supports a wide range of IP cameras from various manufacturers: (Axis, Sony, Panasonic, Bosch, etc), using an Alta Cloud connector.	MOBOTIX, Axis, and Universal cameras are supported in Cloud direct mode (all NDAA compliant). Also, some popular non-NDAA-compliant cameras like HiKvision & LTS can be used with a security gateway.
Form Factor Offering	1-3-5 years licenses with 30-60 days of additional cloud storage	1-3-5 years licenses with 30-60 days of additional cloud storage
Other devices supported	Integrates third-party sensors for additional environmental insights and ONVIF-compliant talk-down speakers for intrusion deterrence, Access control systems, alarms, and other security devices from the Motorola solutions ecosystem. It uses a different software called Alata Cloud-Based Access Control.	Integration with IPTECHVIEW ecosystem like access control systems and environmental sensors from Kentix, DrayTek routers and switches, Fanvil's intercoms, IPTECHVIEW LTE gateway, and 3CX and Epygi IP PBXs among others.
Installation	Avigilon's platform likely offers an interface that is easy to navigate, allowing users to manage cameras, review footage, and configure settings with ease. Only for preconfigured Avigilon Ava cameras.	Preconfigured cameras (Axis, MOBOTIX, Universal) are available in the cloud immediately after the camera connects to the broadband, to review footage and configure settings. The configuration file is available for download to be used with previously purchased cameras.
Visualization	Requires software Alta Aware that is backed up in the cloud. It looks like it's cloud-based on mobiles, but we couldn't find it on the web.	Cloud-based via Web
Storage options	30-day retention with onboard storage and connected to a cloud connector.	Edge recording in SD card (offered 128GB with the camera and expandable to 512GB). Cloud retention is offered for 30, 60, 90,..365 days.

Feature		
Analytics	Detect and classify anomalies based on perimeters and behaviors. Differentiate between people, vehicles, and other objects. Map movement across your sites. Find people and filter by apparent gender and clothing color. Locate vehicles based on type, color, or license plate. Match against a reference image for people or vehicles.	Smart intrusion prevention, cross line, intrusion enter/leave area detection. Based on target classification. Intelligent People counting analytics, Crowd Density Monitoring, Vehicle Analytics, License Plate Recognition, Heat Maps, Floor Plans, Cross Products Insight.
Onvif support	With the use of one of the Alta Cloud Connectors (gateways).	Yes, using IPTECHVIEW CAMGate
Price per license (VMS+30CL)	\$29.83/month/camera	\$15/month/camera

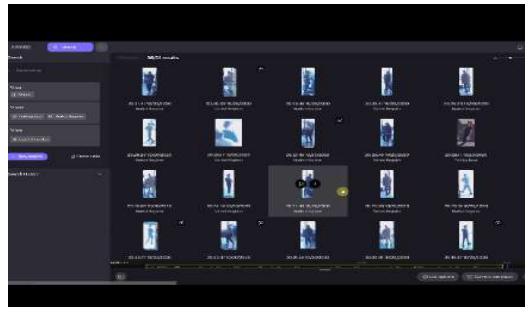
Visual Comparison of AVIGILON vs IPTECHVIEW

The following table provides a side-by-side comparison of Avigilon Alta and IPTECHVIEW's functionalities to help you visualize their strengths. This will allow you to assess factors like video playback features, the importance of integrating floor plans, and the need for advanced search functionalities.

AVIGILON ALTA vs IPTECHVIEW

	AVA SECURITY - (AVIGILON ALTA)	IPTECHVIEW
Video Playback		
Floor Plans		
Timeline		

Smart Search



Conclusion:

Avigilon ALTA Security focuses on advanced analytics and intelligence features mainly with Avigilon cameras. IPTECHVIEW demonstrates comparable capabilities with added benefits by supporting a more variety of cloud-direct brands and by integrating a true remote management platform that goes beyond proprietary cameras. Prices are similar with the IPTECHVIEW subscription model being simpler.