



Verkada

VS



IPTECHVIEW™

Verkada vs IPTECHVIEW

This article compares Verkada and IPTECHVIEW, two cloud-based security camera system providers. Verkada offers a comprehensive platform with its own hardware and software, while IPTECHVIEW allows for a multi-vendor approach with more flexibility and potentially lower costs.

The two systems are compared on features like camera enrollment, form factor offerings, supported devices, installation, storage options, analytics, and pricing.

About Verkada

This is one of the pioneers that brought cloud-based security camera systems and related solutions to the market. Verkada provides a comprehensive platform that includes hardware, software, and cloud services for video surveillance and security. Verkada was founded in 2016 and the company's headquarters is located in San Mateo, California, United States.



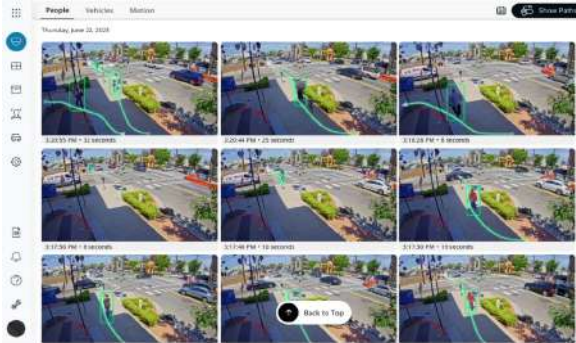
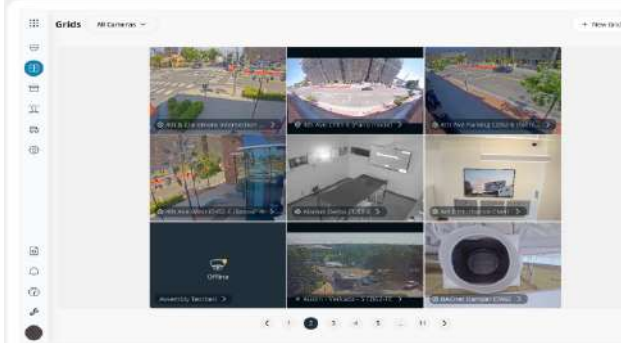
- Camera Enrolment. Verkada's cameras are designed to be connected to the cloud, allowing users to access and manage their video feeds remotely. Their platform only supports Verkada

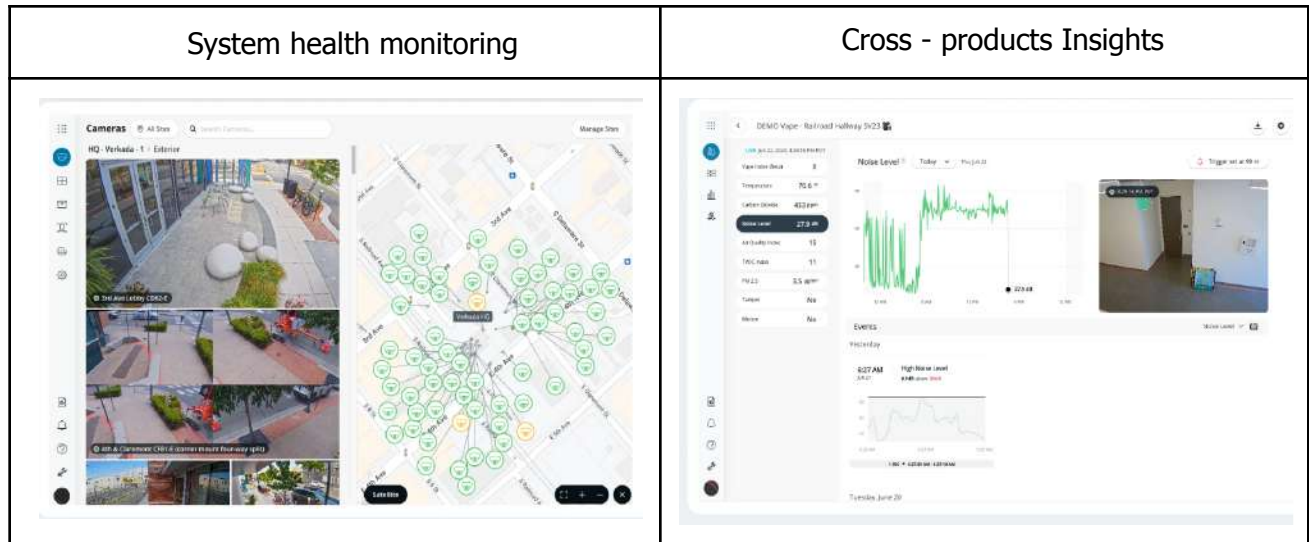
cameras (different models: Bullet, Mini, Dome, Fisheye, and PTZ).

- Cybersecurity. Verkada places a focus on security and privacy, implementing measures to secure the video data and ensure that access is granted only to authorized personnel. Durable Design. Tamper Detection. Encryption in Transit. Minimal Network configuration. Cloud Managed. No Port - Forwarding. AWS Security Measures. At-Rest Encryption. Automatic Cloud Backup. Local Data Residency. Application Security: Single Sign on. Multi-Factor Authentication. Role-Based Access control. Audit Logs. Automatic Software updates. Regular Penetration Testing. Vulnerability Disclosure Program. Compliance and Security Regulations: SOC 2 compliance. HIPAA. PCI. GDPR. UL. NDAA. FEPR
- Form Factor Offerings. Video security licenses (for recording in camera) are offered for 1 year, 3 years, and 5 years. All Verkada's cameras record in "adaptive quality, capturing both standard

and high-quality streams. Standard quality (SQ) video is stored in the camera up to the amount of retention purchased. The amount of high-quality video stored will depend on the amount of motion detected by the camera over time.

- Other devices supported. Verkada's platform is designed to integrate with other security and IT systems. This includes integration with Schlage and Engage gateway access control systems, Verkada's SV environmental sensors, Verkada's intercoms, Verkada's alarm sensors, hub, paging, and LTE gateway.
- Installation. Verkada's cloud-based software connects products and enables users to effortlessly manage physical security as the products are pre-configured and available in the cloud immediately after the camera connects to the broadband.
- Storage Options. Onboard storage and Maximum SQ onboard retention. Verkada offers licenses for extended cloud storage for 1 year with retention of 60, 90, and up to 365 days.
- Analytics. Verkada offers different possibilities: People Analytics, Vehicle Analytics, Face Recognition, License Plate Recognition, Floor Plans, Cross Products Insights, Gender Appearance, and Person of Interest notifications.
- ONVIF/RTSP Support. None known.
- Features offered:

Motion Search	Live viewing
	



- Prices

Product	Years	MSRP	VAR
VMS License*	1 Year	\$199	\$169
Cloud Storage (60 days retention)*	1 Year	\$199	\$169
Camera**	-	\$1,399	\$979
Total 1 year	1 year	\$1,797	\$1,317
Total 3 years***	3 years	\$2,533	\$1,942

* 1 Year VMS includes 30 days recording in camera. 60 Days of retention is equivalent to 30 cloud days. Company offers a VAR discount of 15% on licenses.

** Company offers a 30% discount on camera hardware .

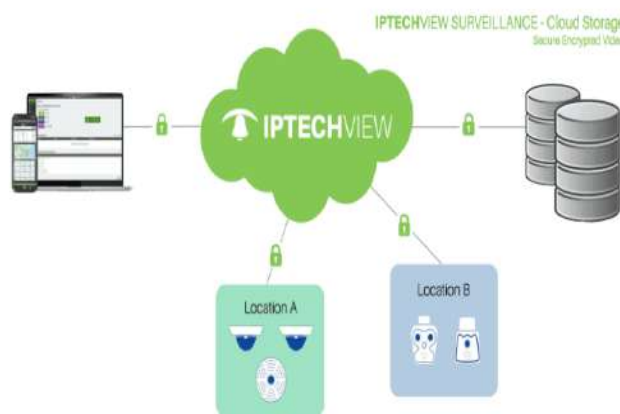
*** Considering 5% discount additionally for multi-year.

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 is a cloud-based video surveillance platform (VSaaS) built with partners in mind. It caters to businesses of all sizes, offering a user-friendly yet powerful surveillance solution that can scale from single-site setups to complex, multi-location enterprises. Unlike other options, IPTECHVIEW doesn't restrict users to a specific vendor. Additionally, integrators benefit from a secure and comprehensive remote management platform that streamlines installation, maintenance, and health monitoring of business security camera systems.

- **Easy Setup, Centralized Management:** Our provisioning tool and "Just Cameras & Cloud™" tech let users connect cameras directly to IPTECHVIEW's secure cloud storage, eliminating local servers. Integrators manage all projects from a central platform with customizable cloud features. No local storage needed – IPTECHVIEW handles it all.
- **Security & Flexibility:** Single sign-on, two-factor authentication, and user privilege management ensure top-notch security. Plus, choose from multiple vendors including AXIS, MOBOTIX, our own IPTechView Universal line, and budget-friendly NDAA-approved options.
- **Built-in Security:** Our cameras come secure out of the box. Pre-configured accounts and encrypted data tunnels ensure maximum protection during transfer to secure servers. No firewall changes are needed for deployment, simplifying setup for IT. Cameras offer 24/7 monitoring with a privacy mode for added control.
- **Form Factor Offerings.** Video security licenses (for recording in camera) are offered for 1 year, 3 years, and 5 years or longer with cloud storage for 30 days, 60,...365 days additional storage.
- **Beyond Cameras:** IPTECHVIEW isn't limited to cameras. View access control systems, video doorbells, intercoms, environmental sensors, and more – all from various vendors. This multi-device support minimizes vendor lock-in and lets you choose the best solutions for your needs, future-proofing your system.
- **Effortless Setup & Maintenance:** Pre-configured cameras mean faster, cost-effective deployment. Automatic cloud updates keep them running smoothly. Remote management eliminates travel costs and ensures rapid service. Affordable maintenance plans and hardware warranties are included for total peace of mind.



- Storage options with 30, 60, and 365 days retention plus edge storage at the camera.
- Advanced Analytics: IPTECHVIEW goes beyond basic video. Get smart features like intrusion prevention, line crossing detection, and people counting. Plus, monitor crowd density, analyze vehicles, recognize license plates, and generate heat maps – all with insightful floor plan overlays.
- Open Integration: Built for scalability, IPTECHVIEW seamlessly integrates with various technologies via ONVIF/RTSP. Access and control different solutions without needing multiple apps, simplifying user experience and support. One secure platform – IPTECHVIEW – for remote management of all your IP devices.
- 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. 30% discount to partners

*** 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 Verkada and IPTECHVIEW compare on specific features, including camera enrollment, storage options, and analytics. We will also explore their pricing structures to help you decide which system best suits your needs.

Feature	 Verkada	 IPTECHVIEW™
Camera Enrollment	The platform only supports Verkada cameras (different models: Bullet, Mini, Dome, Fisheye, and PTZ).	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	1-3-5 years licenses with 30-60 days of additional cloud storage
Other devices supported	Integration with Schlage and Engage gateway access control systems, Verkada's SV environmental sensors, Verkada's intercoms, Verkada's alarm sensors, hub, paging, and LTE gateway.	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	Available in the cloud immediately after the camera connects to the broadband	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	SaaS / Web (any device)	Cloud-based via Web
Storage options	Cloud retention 60, 90, 365 days	Edge recording in SD card (offered 128GB with the camera and expandable to 512GB). Cloud retention is offered for 30, 60, 90,...365.
Analytics	People Analytics, Vehicle Analytics, Face Recognition, License Plate Recognition, Floor Plans, Cross Products Insights, Gender Appearance and person of interest	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.

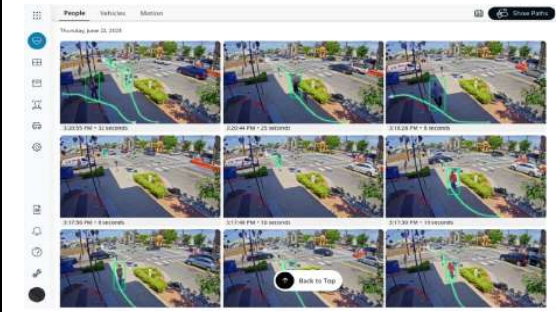
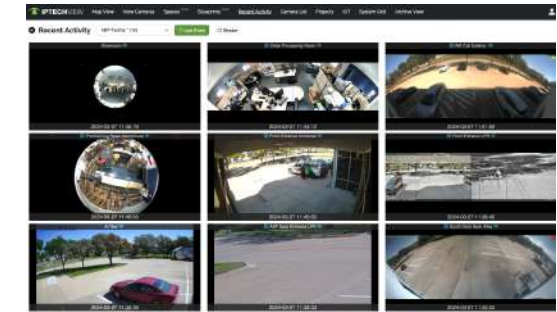
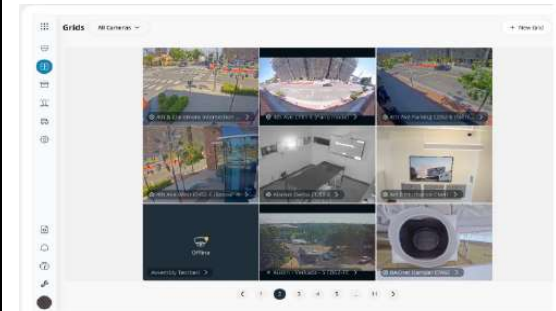
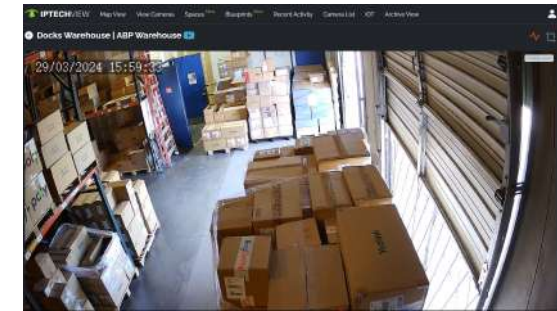
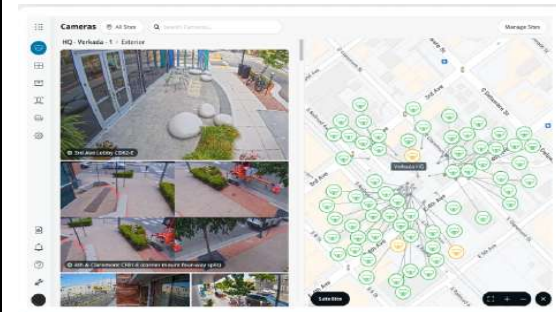
Feature	 Verkada	 IPTECHVIEW™
Onvif support	No	Yes, using IPTECHVIEW GAMGate
Price per license (VMS+30CL)	\$33/month/camera	\$15/month/camera

Price information as of information available online Q1 2024. For current prices always contact manufacturers or their distributors.

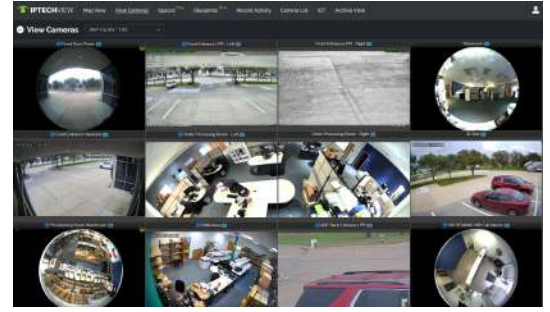
Visual Comparison of VERKADA vs IPTECHVIEW

The following table summarizes the key features of Verkada and IPTECHVIEW in a side-by-side format. This will allow you to easily compare their offerings and determine which system aligns better with your priorities.

VERKADA vs IPTECHVIEW

	VERKADA	IPTECHVIEW
Motion search		
Live viewing		
System health Monitoring		

Video wall



Conclusion:

Verkada provides an all-inclusive platform with proprietary hardware and software. IPTECHVIEW competes with a multi-vendor approach, offering flexibility and cost advantages. Verkada requires expensive proprietary cameras that support in-camera Face Recognition. IPTECHVIEW currently only supports Face Recognition on certain specific cameras that can provide Face Recognition Vectors.