



 **YOURSIX**

VS

 **IPTECHVIEW™**

YourSix vs. IPTECHVIEW

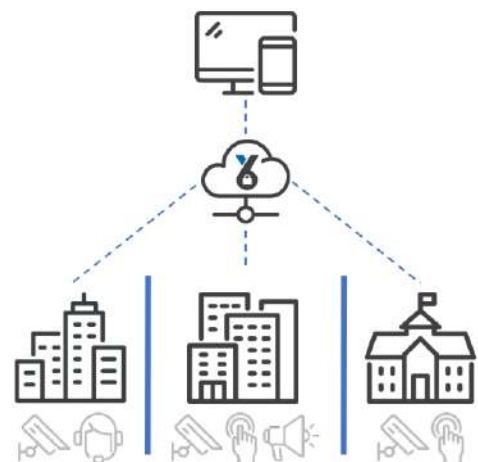
This article analyzes YourSix and IPTECHVIEW, two cloud-based security platforms with distinct strengths. YourSix prioritizes a unified approach for video surveillance and access control, with a focus on seamless integration. However, it primarily supports Axis devices. IPTECHVIEW offers a broader range of compatible cameras and devices at a more competitive price point.

It also features a central management platform for comprehensive project oversight, encompassing all edge devices and critical infrastructure. By delving into camera enrollment methods, storage options, analytics features, pricing structures, and other functionalities, this comparison will assist you in selecting the system that best aligns with your security needs.

About YourSix

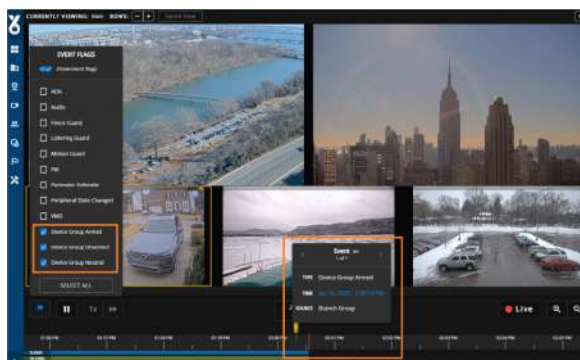
It is a company providing innovative, cloud-based software that delivers a single unified platform for commercial physical security. Its cloud-native Y6OS platform empowers the seamless convergence of video surveillance, access control, audio technologies, sensors, AI and video monitoring. It ranks No. 2756 on the 2023 Inc. 5000, its annual list of the fastest-growing private companies in America with 194% growth in the Security Area. It is located in Roseville, MN. Company Size: 11-50 employees, founded in 2015.

- **Camera Enrollment.** It offers a straightforward process for enrolling cameras into its platform. It typically involves creating an account, configuring cameras to meet compatibility requirements, connecting them to the network, and enrolling them via the platform's setup tools.
- **Cybersecurity.** Cameras in the network. have everything in AWS, everything is encrypted. video stored amazon s3 using s3 encryption.
- **Form Factor Offerings.** Base license for 1 year, 3 years, or 5 years. Cloud storage is from 3 days to 365 days.



- Other devices supported. It only works with Axis cameras - door stations, radars, IO Modules, multi-sensors.
- Installation.: Easy to integrate, o3c software, each device has an authentication key which is paired with the platform.
- Storage options. Stored on AWS system with 1-year and 3-year storage per device option.
- Analytics. Axis devices expect bodycam, ACAP Platform, object analytics, LPR, People counting, and loitering.
- ONVIF/RTSP Support. None known.
- Features offered.

Device Group Events



Event Log

The screenshot shows the 'Event Log' interface. At the top, there are filters for 'Device', 'Event Type', and 'Event Type is selected'. Below the filters is a table with the following columns: 'Event ID', 'Event Type', 'Device', and 'Site'. The table contains several rows of event data.

Event ID	Event Type	Device	Site
18-0001-18-0001-001	Speed	Axis 1080p	18-0001-18-0001-001
18-0002-18-0002-001	Speed	Axis 1080p	18-0002-18-0002-001
18-0003-18-0003-001	Speed	Axis 1080p	18-0003-18-0003-001
18-0004-18-0004-001	Speed	Axis 1080p	18-0004-18-0004-001
18-0005-18-0005-001	Speed	Axis 1080p	18-0005-18-0005-001
18-0006-18-0006-001	Speed	Axis 1080p	18-0006-18-0006-001
18-0007-18-0007-001	Speed	Axis 1080p	18-0007-18-0007-001
18-0008-18-0008-001	Speed	Axis 1080p	18-0008-18-0008-001
18-0009-18-0009-001	Speed	Axis 1080p	18-0009-18-0009-001
18-0010-18-0010-001	Speed	Axis 1080p	18-0010-18-0010-001
18-0011-18-0011-001	Speed	Axis 1080p	18-0011-18-0011-001
18-0012-18-0012-001	Speed	Axis 1080p	18-0012-18-0012-001
18-0013-18-0013-001	Speed	Axis 1080p	18-0013-18-0013-001
18-0014-18-0014-001	Speed	Axis 1080p	18-0014-18-0014-001
18-0015-18-0015-001	Speed	Axis 1080p	18-0015-18-0015-001
18-0016-18-0016-001	Speed	Axis 1080p	18-0016-18-0016-001
18-0017-18-0017-001	Speed	Axis 1080p	18-0017-18-0017-001
18-0018-18-0018-001	Speed	Axis 1080p	18-0018-18-0018-001
18-0019-18-0019-001	Speed	Axis 1080p	18-0019-18-0019-001
18-0020-18-0020-001	Speed	Axis 1080p	18-0020-18-0020-001

Full - screen Timeline



Export Function for Integrators



- Prices

Product	Years	MSRP	VAR
VMS License*	1 Year	\$192	\$134
Cloud Storage (30 days retention)*	1 Year	\$120	\$84
Camera	-	\$875	\$612
Total 1 Year	1 Year	\$1,233	\$862
Total 3 Years	3 Year	\$1903	\$1,581

* Company offers VAR discount of 30% on licenses

** For comparison purposes we are using a Axis P1467-LE-5MP camera and we considered 30% discount for partners

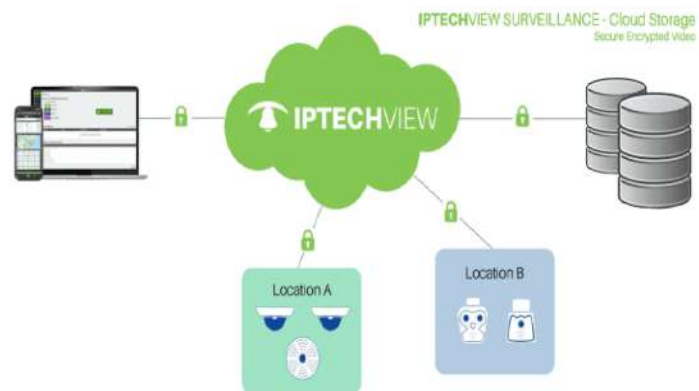
*** 6-7% discount is offered by the manufacturer for multi-year

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

Focusing on partnerships, IPTECHVIEW offers a cloud-based video surveillance solution (VSaaS) for business security cameras. This user-friendly yet powerful system scales seamlessly from small setups to complex, multi-site enterprise deployments. Designed to avoid vendor lock-in, IPTECHVIEW empowers integrators with a secure, all-encompassing remote management platform. This streamlines installation, remote management, and health monitoring for business security camera systems.

- **Easy Camera Enrollment:**
IPTechView provisioning tool, and **Just Cameras and Cloud™** technology enables customers to connect smart cameras with IPTECHVIEW's cloud storage system with no local support needed. Integrators get a central management platform for all projects and can select different levels of cloud features.



- IPTECHVIEW's state-of-the-art cloud storage means customers no longer need local storage like servers with local hard drives or NAS. IPTECHVIEW features single sign-on and two-factor authentication and makes user privilege management easy
- **Seamless Camera Integration:** Integrators benefit from a centralized platform that manages all projects, offering flexible cloud feature selection.
 - **Eliminating Local Storage Hassle:** IPTECHVIEW's advanced cloud storage removes the burden of local servers and hard drives (NAS). **Enhanced Security Features:** Single sign-on, two-factor authentication, and simplified user privilege management ensure robust system security. **Multi-Vendor Compatibility:** The solution embraces multiple vendors, offering various options within each product category. Supported business security cameras include AXIS, MOBOTIX, IPTechView Universal, and NDAA-approved, cost-effective OEM cameras.
 - **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.
 - **Other devices.** IPTECHVIEW was created to view more than cameras. It can access many other IP devices like access control, video door stations, communications, paging, or environmental sensors from different vendors, minimizing vendor lock-in and providing access to the best in

each field to future-proof your solution. They selected certified top brands of cameras, different access control and IoT vendors, routers, and PoE switches to create a more logical ecosystem.

- Installation. The cameras ship pre-configured. Once the wiring is in place, deployment is simple, lightning-fast, and inexpensive. Updates are provided automatically over the cloud. Post-sales maintenance & management can be provided remotely to eliminate or reduce travel costs and enable much faster service. Inexpensive remote maintenance plans and hardware warranty included in the subscription eliminate unexpected expenses.
- Storage options with 30, 60, and 365 days retention plus edge storage at the camera.
- Analytics. IPTECHVIEW's analytics elevate security beyond basic monitoring. Smart intrusion prevention with target classification ensures accurate detection, while alerts keep you informed of crossings and entries/exits in restricted zones. Furthermore, intelligent people counting, crowd density monitoring, and vehicle analytics with license plate recognition provide valuable insights. Heatmaps overlaid on floor plans offer a visual representation of activity, and cross-product insights unify data for a comprehensive security picture
- Open Standards and Scalability: Built for scalability in a multi-vendor environment, IPTECHVIEW utilizes ONVIF and RTSP protocols for seamless data access and control across diverse technology solutions. This translates to fewer applications for users to learn, simplifying support and reducing overall costs. IPTECHVIEW delivers a unified system for secure remote access and support of all your IP technology needs.
- 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 into how YourSix and IPTECHVIEW stack up on key features. We'll compare their camera enrollment options, storage solutions, video analytics capabilities, and pricing structures to help you determine which system delivers the most value for your investment, considering factors like device compatibility, system integration, and cost.

Feature		
Camera Enrollment	Only Axis cameras are supported in Cloud direct mode	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 Offerin	1-3-5 Years licenses with 3 to 365 day of cloud storage	1-3-5 years licenses with 30-60 days of additional cloud storage
Other supported device	It only works with Axis cameras - door stations, radars, IO Modules, multi-sensors.	Integration with IPTeCHView ecosystem like access control systems and environmental sensors from Kentix, DrayTek routers and switches, Fanvil's intercoms, IPTECHVIEW LT gateway, and 3CX and Epygi IP PBXs among others.
Installation	Easy to integrate, o3c software, each device has an authentication key which is paired with the platform.	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	Web-based	Cloud-based via Web
Storage options	Stored on AWS system with 1-year and 3-year storage per device option.	Edge recording in SD card (offered 128GB with the camera and expandable to 512GB). Cloud retention offered for 30 ,60, 90,..365 days.

Feature		
Analytics	Axis, new devices and bodycam expected to be added, ACAP Platform object analytics, LPR, People counting and loitering.	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	None Known	Yes, using IPTECHVIEW CAMGate
Price per licen (VMS+30CL)	\$26/month/camera	\$15/month/camera

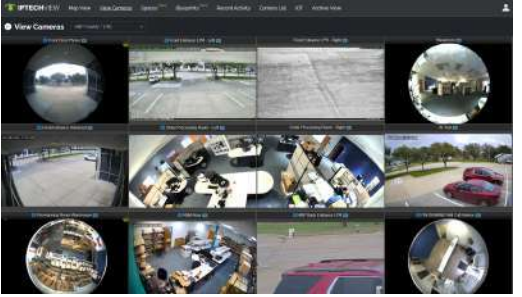
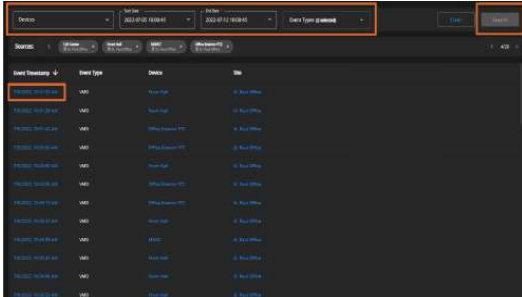
Price information as of information available online Q1 2024. For current prices always contact manufacturers or their distributors.

Visual Comparison of YourSix vs IPTECHVIEW

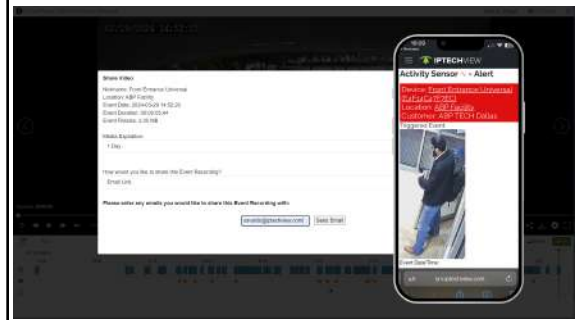
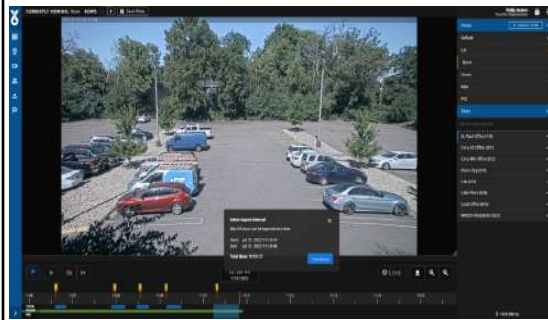
The following table provides a side-by-side comparison of YourSix and IPTECHVIEW's functionalities to aid your decision-making process.

This visual representation highlights features like event management tools, timeline visualization options, and data export functionalities, allowing you to determine which system best suits your video surveillance workflow and reporting requirements.

YOURSIX vs IPTECHVIEW

	YOURSIX	IPTECHVIEW
Device Group Events		
Event Logs		
Full Screen Timeline		

Export Function



Conclusion:

YourSix delivers a unified video surveillance and access control platform emphasizing ease of integration but limited mainly to AXIS cameras. IPTECHVIEW showcases similar capabilities with the added benefit of supporting a wider range of devices at a lower cost and a much broader approach including central management for the entire project including all edge devices and critical infrastructure.