

Total Cost of Ownership Cloud vs On-Premise Comparison

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Upfront Costs

The YourSix Cloud Solution:

- No servers, NVRs, or hard drives
- No thick client or local software to download
- No VPN or remote users access requirements
- System only requires power & an internet connection (via a PoE switch for example)
- Platform only requires outbound traffic (No inbound rules)
- Cameras configured remotely
- No servers to cool

On-Prem	Hardware	Cloud
✓	Servers	✗
✓	NVRs	✗
✓	Hard drives	✗
✓	Electrical components (wiring, backup power, surge protection)	Minimal
✓	Viewing stations	✗

On-Prem	Software	Cloud
✓	Antivirus software running on the server	✗
✓	VPN software for remote access	✗

On-Prem	Installation & Configuration	Cloud
✓	Installation cost of servers & other onsite equipment	Minimal
✓	Installation & configuration of software on multiple devices	✗
✓	Configuration of routers & firewalls	✗
✓	Configuration of storage servers	✗
✓	Onsite (server side) camera configurations	✗

On-Prem	Other	Cloud
✓	Additional HVAC Equipment to cool servers	✗
✓	Remote Deployments: Solution requires an appliance local to each group of devices. This means if you want to deploy cameras, even if its just one, in a remote location you need the on-premise appliances to support this location	✗

Ongoing Costs

The YourSix Cloud Solution:

- Platform & Device firmware maintained by Y6
- No VPN to maintain
- No servers or viewing stations to maintain
- Flat curve on learning the system (Web browser based)
- No servers, NVR's, or hard drives to replace every 5 years
- Lean IT staff requirements
- No additional HVAC systems to maintain
- Optimized for remote viewing

On-Prem	Software Maintenance	Cloud
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✓	Maintain server OS, patches, & updates (required to maintain cyber security)	✗
✓	Yearly cost for on-prem VMS Software which contains feature updates & patches	✗
✓	Maintain VPN for remote access	✗

On-Prem	Hardware Maintenance	Cloud
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✓	Onsite maintenance of hardware	✗
✓	Replacement of recording equipment, typically every 5 years	✗

On-Prem	Personnel	Cloud
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✓	Training Costs of Operators	Minimal
✓	Additional IT staff required to maintain on-premise system (see page 6) <i>(wages & benefits, certifications, etc)</i>	✗

On-Prem	Power, Cooling, Bandwidth	Cloud
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✓	Power costs for server room, servers, dedicated UPS power, purpose-built client viewing stations, & additional HVAC	✗
✓	Bandwidth costs due to system not being optimized for remote viewing <i>(such as multiplexing)</i>	✗
✓	Maintenance cost of HVAC system	✗

Hidden Costs

The YourSix Cloud Solution:

- Serverless solution resulting in easy low-cost scaling
- Supports unlimited number of devices & users allowing for simple & predictable scaling costs
- No VPN system to maintain as organization grows
- Limited security vulnerabilities due to real time patching & limited hardware requirements
- Firmware updates & patching performed virtually by YourSix

On-Prem	Scale	Cloud
✔	Adding more devices to a site may require additional servers. Additional costs of servers may include more space in the server room, server maintenance costs, additional power, additional HVAC/cooling costs	✘
✔	Adding additional systems such as Access Control to a site may require additional servers. Additional costs of servers may include more space in the server room, server maintenance costs, additional power, additional HVAC/cooling costs	✘
✔	Additional sites will incur all CapEx & OpEx costs again	✘
✔	Cost of maintaining complex VPN systems as system grows	✘
On-Prem	Security	Cloud
✔	Cost of breaches due to vulnerabilities of additional hardware	✘
✔	Cost of breaches due to outdated, unpatched software	✘
On-Prem	Failures & Downtime	Cloud
✔	Cost to business due to downtime including theft during downtime & fines due to Industry/state regulations not being met	✘
✔	Cost of replacing components including hardware & install/configuration by IT staff	✘
✔	Cost due to supply chain issues effecting system components	✘
✔	Cost of lost footage due to server failure & lack of redundancy	✘
✔	Cost of lost footage due to downtime during software/system updates	✘
On-Prem	Flexibility	Cloud
✔	Changes in recording requirements (including those due to industry or state requirements, or simply business needs) will incur costs to add additional servers (plus all costs associated with operating & maintaining the server)	✘

Personnel Costs

The YourSix Cloud Solution:

- No manual onsite software to maintain, update, & patch
- Limited onsite hardware (serverless) reducing failure & security points that need attention
- Limited training requirements
- No need for VPN (Platform optimized for remote access)
- System requires no downtime for updating or patching

Reminder, additional staff requires:

- Wages
- Certifications
- Ramp time

On-Prem	Upfront	Cloud
✓	Equipment & software installation	Minimal
✓	Firewall & software configuration	Minimal

On-Prem	Ongoing	Cloud
✓	Equipment & software maintenance <i>Including server OS, server side VMS software, thick client VMS software, VPN, HVAC</i>	✗
✓	Ongoing operator training	Minimal
✓	Manual onsite firmware updates	✗
✓	Manual onsite patching	✗

On-Prem	Hidden	Cloud
✓	Lost productivity due to complex remote access via VPN	✗
✓	IT staff intervention due to hardware failures	Minimal
✓	Lost productivity due to downtime during system/software updates	✗
✓	IT staff intervention due to security vulnerabilities & breaches	✗
✓	IT staff intervention due to changes in platform requirements such as storage or notifications	✗
✓	Staff to support HVAC failures	✗



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About YourSix Inc.

YourSix is an award-winning Physical Security as a Service (PSaaS) provider. The Y6OS cloud platform leverages a unique convergence of surveillance, access control, audio, sensors, artificial intelligence, and monitoring to deliver a singular operational intelligence and physical security solution. YourSix's commitment to innovation continues to transform the industry through its open standards-based framework, robust cybersecurity protocols, and ongoing advancements powered by machine learning/artificial intelligence. YourSix was founded in 2015 and headquartered in St. Paul, Minnesota.