

# KEN-VSSS Solution

## DISADVANTAGE IN THE CURRENT SITUATION:

- There is no AI in the current surveillance system.
- The current software is an NVR based solution to display the camera feed live and browse logged information.

## KEN-VSSS PLATFORM CAMERA ADVANTAGE:

- The current hardware has low clarity (5MP) compared to the new cameras that have better clarity (up to 30 MP).
- The new hardware will have more features like color correction, sharpness correction and also crop to zoom features.
- The new cameras can be deployed using both wired and wireless IoT devices.
- New hardware can also help in achieving better accuracy in anomaly detection as there will be better clarity on the videos being analysed.
- Real-time analysis such as face, and gait recognition is possible using our combination of software and hardware

## KEN-VSSS SOFTWARE ADVANTAGE

- KEN-VSSS can provide AI capability for the current system.
- KEN-VSSS will use an additional login for the AI while making sure that the existing system is not discarded.
- KEN-VSSS software can work with all the cameras individually and in combination. This means that in addition to running AI in existing wired cameras, it can also work with wireless cameras of different brands and models.
- KEN-VSSS software can enable auto escalation based on criticality of the situation.
- KEN-VSSS is self-learning, meaning it will learn and improve on itself over years.
- KEN-VSSS solution is proprietary with the focus on scaling up the solution. This means our software has provisions to add more devices in the latter stage.

## COMPATIBILITY WITH THE EXISTING CAMERAS:

- The existing cameras are compatible with Caliber interconnect solutions AI platform with slight tweaking.

- The NVR system is sufficient for video stream access.
- The workstation supporting the NVR will be used by Caliber interconnect solutions to attach additional processing units if needed.
- In general, based on all the available information the Caliber interconnect solutions AI (KEN-VSSS) can be deployed on the camera.

## FAQs:

### ABOUT COMPANY:

We observed that IBM, AMD, XILINX & Cisco are your major technology partners, can you elaborate on the type of partnership and what is the technology of the partners is being used in KEN-VSSS?

**Ans:** IBM, AMD, XILINX & CISCO are our technology partners who helped us refine our own product and have helped us in partnering for testing and deploying the product. Caliber interconnect solutions is the sole proprietary owner of the patented solution. We use our partner's hardware and cloud solution to deploy the solution that is highly scalable. Additionally, we have access to our partner's marketplace to provide any additional tools necessary for rollout.

On the contrary, we do not have an exclusivity agreement with any of our existing partners.

Who is the technology partner or the product owner of the SOC based AI technology which is used in KEN-VSSS?

**Ans:** The technology partner is Caliber interconnect solutions Interconnect, the product is patented and owned by Caliber interconnect solutions

Can you provide the list of your top three competitors?

**Ans:** Hikvision, Palantir & Patriot One Technologies etc

Have you been evaluated and featured on any of the golden quadrants like Verdantix, Gartners (or any equivalent)?

**Ans:** No

Comparison with competitors' products and what is the advantages compared to those

**Ans:**

**Palantir:**

- No single solution like KEN is to be used for all the applications.
- Palantir solution is not customizable and is a very hardware-dependent solution.

- They are highly expensive compared to Caliber interconnect solutions.
- No local support team for any issue fix or bug fix. Everything is based out of USA

**Patriot One:**

- Too dependent on their own hardware unlike KEN-VSSS
- No customizations were provided to any client unlike Caliber interconnect solutions
- Uses only object detection unlike activity detection used by Caliber interconnect solutions
- Requires very expensive hardware for every camera, unlike Caliber interconnect solutions that work with multiple cameras in a single hardware component.

**HikVision:**

- hardware-dependent solution unlike Caliber interconnect solutions Software
- Need hardware replacement and works only with a brand-specific solution, unlike Caliber interconnect solutions that works with all the cameras of any brand and make.
- The AI capacity is limited to few functionalities, unlike Caliber interconnect solutions KEN that can be more customizable and has several features.

### Ratings

Ans: Since this is exclusively B2B product there are no ratings available as of now.

### Provide a list of major clients using KEN-VSSS

- SureTouch
- All valley Engineering
- Charger
- Other government agencies (names are held back due to confidentiality)

### What are the Top three issues reported by clients for KEN-VSSS and what was the action taken by your organization?

**Ans:**

1. Weather conditions were a factor that changed the accuracy. Caliber interconnect solutions team retrained the AI model to consider weather as one of the non-standard parameters. This solved the problem.
2. Missed instances when people are in single file. Caliber interconnect solutions team used cameras in combination to identify the depth perception and solved this problem.
3. Clients did not want data to be pushed to the cloud. Caliber interconnect solutions built a local on-premises deployment model to solve this problem.

### ABOUT HARDWARE:

What is the minimum camera specification to work with KEN-VSSS Platform?

**Ans:** The minimum requirement is to get 720P at minimum.

Will the real-time facial and gait recognition work with a current camera setup which is less than 5MP resolution

**Ans:** Yes, but the accuracy would be very less compared to the other models.

## SOFTWARE:

What is the current version of the KEN-VSSS platform which is in use?

**Ans:** KEN-VSSS is in V14

Can you provide the product roadmap for the next 3 years?

**Ans:**

2022	2023	2024
<ul style="list-style-type: none"> <li>• Addition of more analytics based on other visual devices bodycam etc.</li> <li>• Roll out of Vehicle automation solution for logistics and transport industry</li> <li>• Predictive traffic management solution.</li> </ul>	<ul style="list-style-type: none"> <li>• Roll out of consumer mobile solution derived from KEN AI</li> <li>• Predictive critical care solution for automation of emergency vehicle navigation in city traffic.</li> <li>• Add more activities for anomaly detection</li> </ul>	<ul style="list-style-type: none"> <li>• SOC to be implemented with off the shelf hardware as bundle.</li> <li>• KEN LITE to be rolled out to support hand held devices for authorized personnel..</li> </ul>

How often a new version is released?

**Ans:** There would be release maintenance for every 3 months, which will be done using state of the art methods of Kubernetes which enables us to have 99% up time

How are platform fixes managed?

**Ans:** We use ticketing policies to raise any issues

Do you have any product page to access the platform releases?

**Ans:** No, we handle the release updates as part of the maintenance

What is the lifetime of a version?

**Ans:** 6 months

Can the UI be accessible from a smartphone/tab & desktop?

**Ans:** Yes, If the customer requires access.

Can the UI be customized as per specific client requirement?

**Ans:** Yes, UI is customizable to client needs.

What would be the effort needed to customize the look and feel of the UI?

**Ans:** It depends on the requirement, mostly for a complete customized solution we would require around 3 months of time

Where will the KEN-VSSS platform be installed (at NVR/ DVR etc)?

**Ans:** KEN will be installed in a stand-alone system that gets connected to NVR and DVR

How the database of the KEN-VSSS platform will be connected to the existing surveillance system

**Ans:** Via cloud using a communication device for cloud hosting. Via a stand-alone machine if client needs local deployment.

## **MAINTAINANCE:**

How to do guarantee the product support for the next 5 years

**Ans:** Caliber interconnect solutions is well backed by a group of high influence investors and a very significant high stakes client base. This will help us to assure our long-term commitment. Additionally, Caliber interconnect solutions will ensure the warranty of the product is maintained if a contract for maintenance is signed.

How are client/user issues tracked?

**Ans:** We have an issue tracking system put in place with skilled L1 & L2 tech support and very strong L3 support for large-scale delivery along with the ticketing system to track all the issues logged by end-users and customers.

Is there a separate product portal to report and track KEN-VSSS platform-related issues?

**Ans:** It will be a part of the product portal that will be delivered to the client, we will also be providing an online portal for them to log in with any issues.

How do you perform platform upgrades/fixes - Is it automated or needs specialized resources to do it?

**Ans:** It is automated

In case specialized resources are needed to do the upgrade, what is the skill set needed?

**Ans:** No specialized resources are needed

Can KEN-VSSS be customized/maintained by a third party.

**Ans:** KEN-VSSS can be customized by only Caliber interconnect solutions as this is a patented technology. But Caliber interconnect solutions authorised and trained 3rd party company can maintain it. Additionally, only channel partners have customization capabilities for the KEN Product.

### **ABOUT TRAINING:**

Do you have formal training programs to train the user and developer?

**Ans:** Yes, we have a train the trainer program as part of the deployment process. Additionally, a customized training manual will be provided after the deployment along with relevant necessary support from the Caliber interconnect solutions team.

What is the cost and time needed to perform the training?

**Ans:** The time required for initial training is anywhere between 10- 15 days depending on the size of the deployment, we also constantly retrain these modules for every fortnight to ensure the AI accuracy is increased.