

Enterprise Computing Solutions - North America

EMC Video Surveillance Solutions



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Video Surveillance At-A-Glance

- > Video Surveillance Equipment Market is "conservatively" forecast to grow from \$12 billion in 2012 to approximately \$19.4 billion in 2016 – representing a market CAGR of 12.6%. (IDC)
- > High Growth Areas include: Government (Defense, Security and Police Authorities), Transportation (Airports, Rail, Sea Ports), City Surveillance (Safe Cities, Stadiums, and Traffic Systems), Casinos, and Financial Institution

EMC Video Surveillance storage delivers performance, simplicity and affordability, all based on the industry-leading EMC technology. **Learn how to capture the opportunity with Arrow!**

Business owners have a need to address the operational challenges of storing, managing, retaining video surveillance data sets in highly distributed environments while reducing risk and cost of ownership. The video Surveillance industry is a fast growing market with huge potential for future growth as we enter the era of big data. The Video surveillance market is expected to reach \$19.6 billion in 2016, primarily made up of cameras, video management software, DVRs and NVRs and storage. Understanding the below video surveillance trends will be essential in capturing this market opportunity.

- > Increased camera counts & longer video retention times
- > Expanding City Wide Surveillance Systems
- > HD, 4K, Multi-Mega Pixel resolutions on the rise
- > Video Content Analysis has become essential

What Customers are asking for



Flexible

Easy To Deploy
Easy To Manage
Easy To Add/Change



Scalability

Cameras
Users
Video Retention



Open

IP-based
Non-proprietary protocols
Closed Architecture



Future-proof

Non-DVR/NVR
Safeguard
No-Migrations

EMC Offering

Best of Breed Portfolio for Video Surveillance Environments

ISILON AT THE CORE

Centralized, large camera-count environments

STORAGE EFFICIENCY

80%+ Utilization vs. 45-55% industry average

ZERO MIGRATION

Adding cameras, changing resolutions or retention time

ANALYTICS-READY

Deploy faster with native Hadoop integration



Simple.

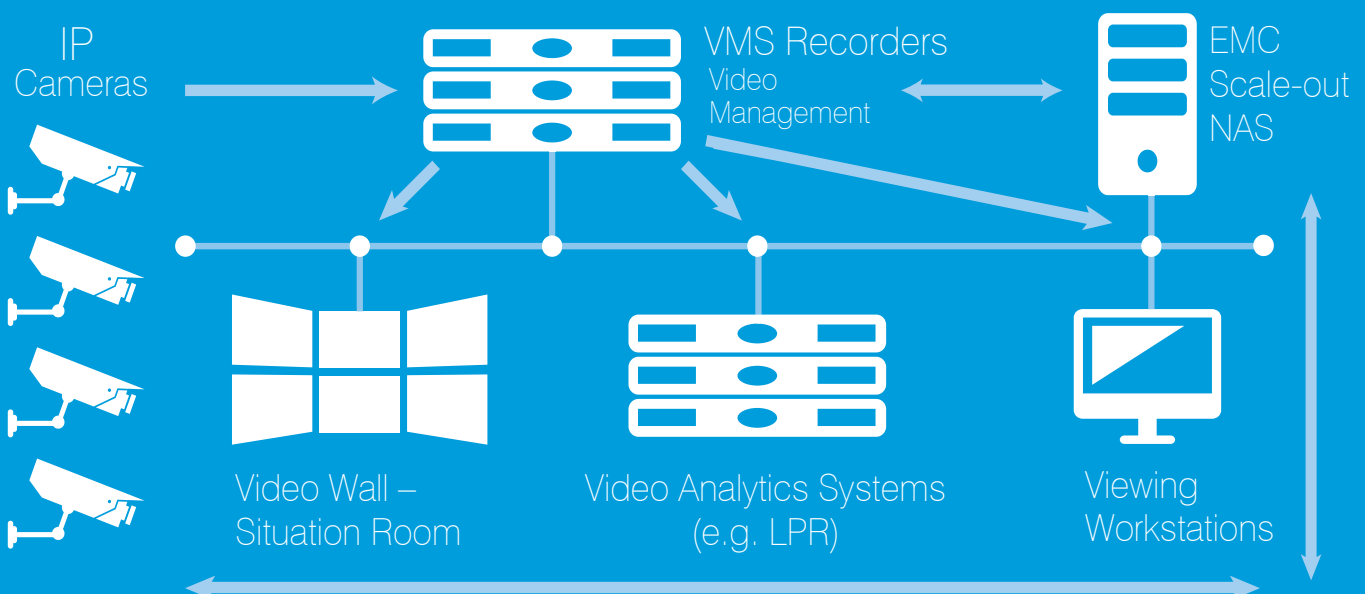
- > Single volume spans all nodes
- > Auto-balance capacity and performance
- > Automation:
 - NO manual intervention
 - NO reconfiguration
 - NO data migrations

Scalable.

- > Isilon scales from 18TB to more than 40PB in a single file system, single volume
- > Greater than 80% storage utilization
- > Storage on demand: Add node in less than 60 seconds

Reliable.

- > Unparalleled Failover Handling
- > Proven history of managing mission-critical video
- > Built-in Load Balancing



Arrow Enablement Services – What our partners Need

EMC's best of breed portfolio provides choice and transformative solutions to customers from every segment and specialization. We are committed to providing the enablement services to empower our channel partners to lead in the growing opportunity for Video Surveillance.

Solution Consideration	Arrow Capability
Virtualization	Industry leading VMware vSphere and VMware View
Compute	x86 Computing Architecture from leading Manufactures
Availability	Data Availability via EMC PowerPath
Network	EMC Connectrix IP and FC Switches
Security	Domain Security by EMC RSA



Tools & Resources

[Video Surveillance Overview](#)

[Technical Notes](#)

[Isilon Sizing Tool](#)

[Request Demo Support](#)





Are You Five Years Out?

Most people live in the present. The world of now. But a handful of us work in a unique world that doesn't quite exist yet - the world of Five Years Out.

Five Years Out is the tangible future. And the people who live and work there know that the new technologies, new materials, new ideas and new electronics will make life not only different, but better. Not just cheaper, but smarter. Not just easier, but more inspired.

Five Years Out is an exciting place to be. So exciting that, once you've been there, it's hard to get excited about the present. Because we know what's coming is going to be so much better.

Five Years Out is a community of builders, designers, engineers and imaginers who navigate the path between possibility and practicality. Creating the future of everything from our cars to coffeemakers.

Are you one of them? Then you're probably working with us.

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ARROW
Five Years Out

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