



Highlights

- Delivers fast time-to-value and reduces risk with an integrated, pre-tested and optimized video management system built with industry-leading IBM technology
 - Employs a truly open architecture that maximizes choice and flexibility
 - Provides a foundation for easy, cost-effective growth without affecting current operations
 - Reduces operational costs by optimizing the execution of daily support and management tasks
 - Supports digital content up to very large installations of thousands of high-definition cameras
 - Performs with unprecedented speed, reliability and availability
 - Optimizes video storage with an advanced integrated architecture powered by IBM
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Milestone and IBM: video surveillance redefined

A high-performance video surveillance solution that streamlines implementation, configuration, operation and expandability on an enterprise scale

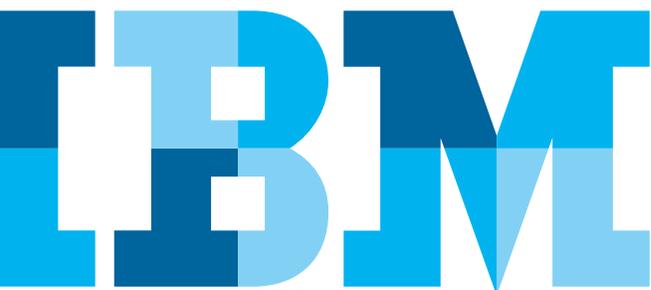
Virtually every municipality, agency, educational institution, mass transportation center, financial institution, utility plant and medical center must plan for threats and protect the security of property, employees, customers, citizens and IT infrastructure. Additionally, businesses in every sector face the challenge of minimizing costs, reducing complexity, and improving performance and productivity.

Many organizations rely on analog cameras and digital video recorders (DVRs), both of which are difficult and expensive to maintain. Others are navigating the transition to Internet Protocol (IP) cameras and servers. New cameras, however, feature higher resolutions and frame rates. This results in exponentially larger data streams. Server-based systems tend to use closed (proprietary) architectures that severely limit overall flexibility, device choice and ease of management.

IBM and Milestone offer a more sensible and scalable approach. Bringing together advanced server technology, efficient and highly optimized storage, and powerful video management software, the solution is easy to use and even easier to change as enterprise needs evolve.

Solution Overview

Ideally, video surveillance systems should simplify life for both IT and security support teams — not serve as a constant source of complexity. This is the idea behind the solution from IBM and Milestone, which is designed to streamline implementation, management, maintenance, configuration and customization—while minimizing total cost of ownership.



The key component of the solution is XProtect® Corporate, a powerful IP video management software (VMS) application that is built to serve large organizations with multiple sites. These can range from retail stores with hundreds of locations but relatively straightforward surveillance needs to schools with fewer cameras but complex requirements for storage. In all cases, XProtect Corporate supports a virtually unlimited number of cameras, users and sites.

What most differentiates the Milestone solution from other offerings is ease of management. XProtect Corporate software provides a unique ability for one or more users to manage all cameras and video content from a single, centralized interface—regardless of the size of the installation or the number of sites. It can create logical groups of cameras and devices that can be supported by different departments without sacrificing the ability to view and manage all devices at once. These capabilities dramatically streamline management tasks by freeing administrators from attending to devices individually and empowering them to change the settings for all cameras in the enterprise, for example, with a single click.

What IBM brings to the solution is a robust storage architecture, as well as the IT infrastructure management tools required to control servers and storage with superior ease and efficiency. XProtect Corporate software is fully integrated with the IBM storage architecture. Comprehensive testing was performed to ensure interoperability, high performance and seamless operations. Through all testing scenarios, the solution exceeded expectations for scalability and performance.

The IBM storage component of the solution includes members of the IBM Storwize® family that are designed to be highly efficient, optimized and cloud agile. Based on an architecture proven in thousands of deployments, the Storwize family delivers powerful, affordable and efficient storage that is designed to address growing data requirements and consolidation needs. The Storwize family raises the standard by incorporating a rich set of features to help deploy, manage and administer IT environments. The Storwize family includes entry-level and enterprise-level storage systems that are designed to support growing business requirements. Key storage capabilities include storage virtualization, built-in solid state

drive (SSD) optimization, thin-provisioning, clustering, data compression, replication services, multi-protocol support and a common, advanced administration interface. Essentially, these offerings are optimized for rapidly growing workloads and can help organizations keep pace with new video requirements, flexibly and economically.

XProtect Corporate software also delivers exceptional efficiency. All major components run as native 64-bit Microsoft® Windows® applications. This makes it possible to run hundreds of cameras per server, which reduces total cost of ownership. Greater hardware efficiency also minimizes the technology footprint of the solution, which reduces power and cooling needs in the short term and gives organizations more options for scaling up the system in the long term.

To increase efficiency further, the solution combines XProtect Corporate software's multi-stage video storage capabilities with powerful, cost-effective storage platforms from IBM. This combination optimizes how video storage resources are used and allows organizations to handle storage with fewer servers. Multi-stage storage enables video from different cameras or facilities to be stored and archived with different retention times and frame rates. Depending on the organization's needs, different storage policies can be defined for each camera or group of cameras, so that available storage can be used as efficiently as possible.

Even more important, XProtect Corporate enables the organization to keep camera networks separate from the client network, with the recording server connected to both as a storage hub. This separation protects the integrity of the client network. It also facilitates the optimization of network resources with respect to security, stability, cost and bandwidth usage.

Together, XProtect Corporate and IBM storage systems create an effective infrastructure that helps organizations manage increasingly large volumes of video surveillance footage. With this solution, corporations, cities and other organizations can store weeks or months of video, as well as transfer petabytes of data—for post-event forensics by law enforcement, for example—without compromising daily operations.

Solution Benefits

The high-performance digital video surveillance solution from Milestone and IBM delivers important advantages for municipalities, corporations, retailers, schools and many other organizations. These benefits include:

Superior ease of use—Driven by centralized management and exceptional flexibility, the solution provides all of the features users need and a highly intuitive user experience that streamlines daily tasks and minimizes the time required for support and management. On the administrative side, both the architecture of the solution and the user interface are easy to understand, which minimizes the need for training.

Smooth scalability—The solution does not depend on analog equipment or proprietary architectures, which makes it extremely easy to scale. Users can add cameras or entire locations with equal ease and still manage the entire enterprise surveillance system from a single centralized interface, no matter how large or diverse the implementation becomes.

Greater choice—The solution’s open platform VMS integrates with the industry’s widest choice in cameras and other devices. This gives organizations more flexibility for choosing the right equipment to meet enterprise security needs and align with the current budget.

Milestone and IBM: a closer look

The solution from Milestone and IBM provides the performance, scalability and flexibility institutions need to ensure highly reliable video surveillance. Components of the solution from IBM may include:

IBM Storwize V7000—This robust, mid-range disk system is designed to be easily managed. As a virtualized storage system, it offers efficiency through built-in SSDs, thin-provisioning, clustering, and data compression. To support a greater potential return on investment, the Storwize V7000 system enables non-disruptive migration of data from existing storage and can virtualize and reuse existing disk systems.

Milestone and IBM solution architecture

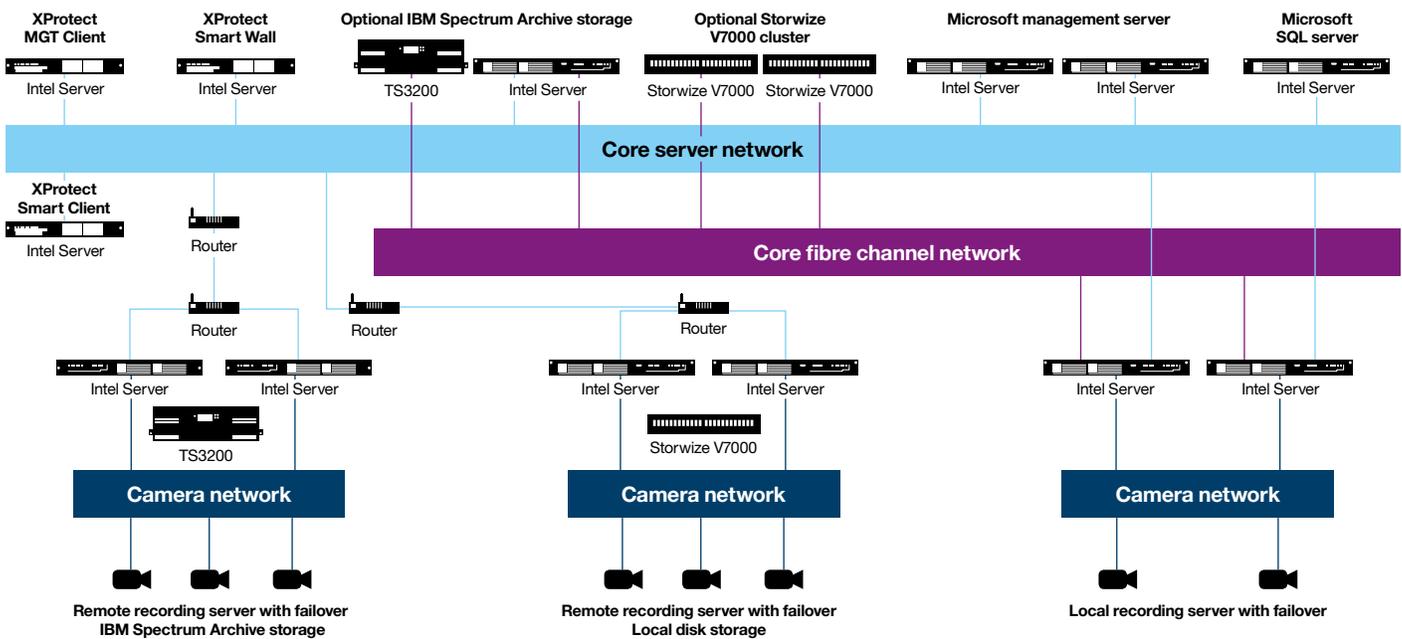


Figure 1: The solution from Milestone and IBM sets a new standard for efficiency and ease of use in video surveillance with its centralized management, intuitive operation and exceptional IT flexibility.

IBM Storwize V3700—Raising the bar for entry-level disk systems, this virtualized storage system is designed to deliver superior performance and address growing data requirements and consolidation needs. By improving efficiency, resiliency and agility, the Storwize V3700 system can help reduce costs.

IBM Spectrum Archive™—This robust long-term archive solution enables direct, intuitive and graphical access to data stored in IBM tape drives and libraries and incorporates the Linear Tape File System™ (LTFS) format standard for reading, writing and exchanging descriptive metadata on formatted tape cartridges. IBM Spectrum Archive eliminates the need for additional tape management and software to access data. IBM offers options for managing digital files with IBM Spectrum Archive:

- IBM Spectrum Archive Single Drive Edition
- IBM Spectrum Archive Library Edition
- IBM Spectrum Archive Enterprise Edition

Implementing IBM Spectrum Archive Enterprise Edition allows you to replace disk with tape for tiered storage—and lower your cost of storing and archiving data by 90%.¹

For more information

To learn more about the IBM Storwize family of storage systems, please contact your IBM representative or IBM Business Partner, or visit: ibm.com/storwize

To learn more about Milestone, please visit:
www.milestonesys.com



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1. Internal TCO Study—Compares TS3500/GPFS/LTFS solution to “all disk” DS5100 solution using TPC for data management



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