

# Take the guesswork out of your safety and security projects with pre-validated solutions from Dell Technologies and Milestone Systems

Shaping the future of computer vision technologies from the global leaders in video management and safety and security infrastructure.

Safety and security professionals are facing new challenges created by cameras upgrading from analog to digital, higher camera resolutions, and use cases extending beyond traditional safety and security. These challenges create an influx of data, and managing this infrastructure takes an intelligent, scalable storage platform. The opportunity is huge: cameras worldwide collect 2,500 petabytes of data a day,<sup>1</sup> but only a fraction of that is currently being analyzed to produce valuable insights.

## Dell Technologies and Milestone Systems: a natural partnership

Safety and security capabilities play an increasingly important role in addressing the growing security risks organizations face across the world: they've proven to be a valuable tool to protect assets and interests in many environments. Stricter security requirements and the rise of IP-based technologies have led to many innovations in security systems over the past decade. As these systems have become more advanced, a premium is placed on solutions that streamline configuration and management, are easy to use, and deliver consistent throughput and reliable data protection.

When the leading infrastructure provider for safety and security and one of the world's most trusted video management platforms combine offerings, you can be assured your customers are getting the best possible solution. The foundation for a robust safety and security system starts with a proven storage appliance, because if you are recording video you need to be able to store and easily view it as needed. And, the heart of the solution is the video management software (VMS).

Together, Dell Technologies and Milestone Systems create an essential framework for a surveillance system that streamlines administration and management, is highly scalable, and offers high levels of performance and compatibility.

1. <https://www.marketresearchfuture.com/reports/video-surveillance-storage-market-5848>



# Dell Technologies Computer Vision Lab Capabilities

## Global Engineering Lab

- ✓ Computer Vision Focus Lab, with decades of combined test experience
- ✓ Generates thousands of hi-res, high-bandwidth video feeds
- ✓ Test-to-fail philosophy reduces risk
- ✓ Controllable and scalable environment
- ✓ Publish reference architecture and sizing guides

## Customer Solution Centers

- ✓ Experience the innovation lab
- ✓ Design the possible and leverage the experience
- ✓ Understand the workloads with a proof of concept
- ✓ Global resource and reach
- ✓ De-risk your deployment



Video Management Systems



Analytics Workloads



IOT Device Integration

## Why choose Dell Technologies and Milestone Systems?



### Validated solutions

Setting up a safety and security solution of any size requires research, planning, testing and implementation. This process can involve significant trial and error before finding the correct fit for an organization's needs—which is expensive both in time and labor costs. Milestone XProtect® has undergone rigorous interoperability and load testing in Dell Technologies safety and security labs, so you know what to expect before the system is deployed. By choosing a solution that has already been validated by Dell Technologies and Milestone Systems, you can optimize these costs and implement your solution in less time.



### Essential framework

Together, these systems reduce complexity and simplify processes to provide market-ready solutions and ensure that they interoperate with other technology elements in your environment.



### Focused collaboration

When you engage with Dell Technologies and Milestone Systems, you can be assured that you will receive the highest level of collaboration from dedicated teams of industry experts, engineers and technical consultants.



### Common partner ecosystem

Both organizations have a common community of technology partners that draw on the unique breadth and depth of their combined solution portfolios. These partners work hand in hand with both organizations, providing validated and comprehensive solutions that enable increased innovation and success on a global scale.



### Global reach

Milestone Systems and Dell Technologies collaborate on a global scale to support their customers and partners. Both organizations pride themselves in taking care of your needs and helping you navigate resources or get specialized team members to collaborate with you.

## Conclusion

Choosing the right infrastructure and VMS platform is critical in being able to handle the security threats of today and tomorrow. The powerful combination of Dell Technologies infrastructure and the Milestone Systems open architecture provides the foundation for a complete safety and security solution that is future ready for new use cases.