

# Avnet Enabled Video Surveillance Solution

Powered by EMC



## Key Benefits

- EMC validated and built by Avnet
- Enterprise-class, pre-integrated server, network, storage, O/S components
- Ease of procurement from Avnet
- Open architecture for IP-based cameras and non-proprietary protocols
- Future-proofed for investment protection from edge to core
- Single Avnet point of contact for maintenance and support.

## Open, Flexible and Cost-Effective Platform for Video Surveillance Storage

Society's growing reliance on video surveillance is driving a booming market for the channel, with the total video surveillance-related equipment spend projected to grow from \$15 billion in 2014 to nearly \$26 billion in 2018. In turn, this rising demand is propelling dramatic shifts in both the technological landscape and in customer expectations. The market wants real-time access to surveillance footage to protect critical infrastructure and keep people safe. It is as if the market is speaking in one clear, unified voice: we need enterprise class performance functionality that makes it easy to store, retrieve, manage and analyze the massive amounts of surveillance video being captured.

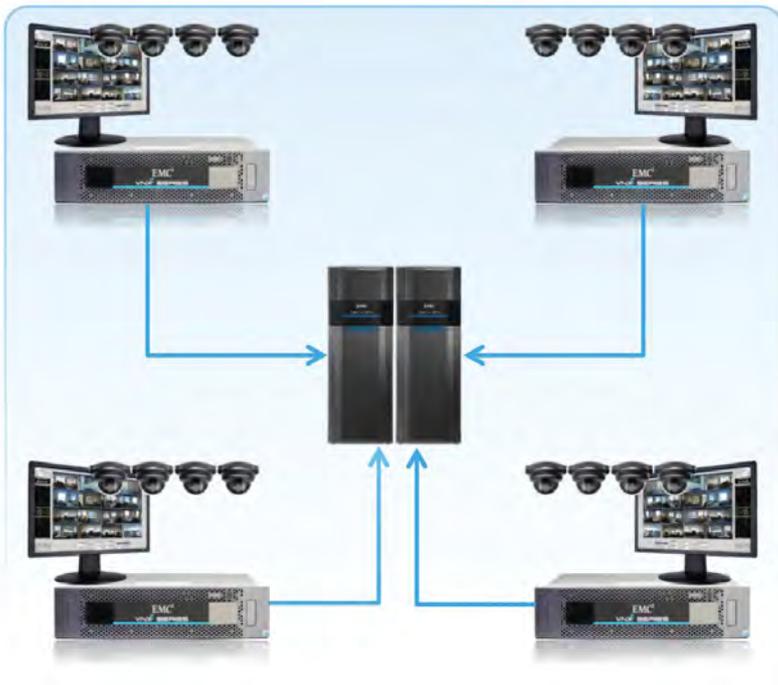
In this rising tide of demand and opportunity, the need for reliable and scalable storage has never been greater. The market spend for enterprise storage in video surveillance alone is being forecast to grow an average of 14% a year through 2020, in no small way driven by government mandates requiring longer retention periods to support investigations of criminal and terrorist activities.

Technological advancements at all stages – from high-definition IP-based cameras to video management software to big data analysis – have created new, complex data storage management challenges. Knowing that end users do not want more complexity, the video surveillance channel is sending a clear signal: Help us go to market with integrated solutions that are easy to deploy and mangle, flexible, open, scalable and future-proof.



EMC and Avnet Embedded listened and have partnered on the development and introduction of a new, purpose-built solution that brings to market an open flexible platform that provides enterprise-class video surveillance storage and compute to meet the needs of our customers. This new solution – comprised of the industry leading EMC storage platform, enterprise-class server, virtualization and Microsoft O/S – presents a compelling advantage to the channel via a complete, integrated solution that checks all of the boxes for your customers, thereby accelerating your sales cycles.

The solution presents a comprehensive list of video surveillance storage features and benefits that are highly valued by security integrators, value-add technology resellers and end-users.



## Key Solution Features

- **Product Design** – Pre-designed, sized, integrated, optimized and tested into a turn-key package.
- **Test & Validation** – A thorough test & validation program in EMC’s surveillance labs optimizes the solution for surveillance and security.
- **Enterprise Class** – Reliable, resilient and enterprise class server, EMC storage, virtualization and Micro-soft O/S.
- **Turnkey Installation** – Fast, seamless, structured delivery, installation and deployment experience.
- **Ease of Procurement** – Single procurement through Avnet negates the need to maintain multiple vendor relationships to source supporting IT infrastructure.
- **Single Call Support** – Avnet provides a single point of maintenance and support for the entire lifecycle of hardware, virtualization software and O/S.
- **Software Updates** – Strong relationships between EMC and leading VMS providers help the appliance retain its compatibility and maximize investment protection.
- **Lower Cost of Ownership** – Pre-integrated server, network, storage and O/S components, coupled with investment protection to lower costs.

| Small                                      | Medium                 | Large  | Extra large                   |
|--|------------------------|--|-------------------------------|
| 1U Intel Server                            |                        |  |                               |
| Virtualization layer (as desired)          |                        |  |                               |
| 24 TB<br>VNX-VSS Edge                      | 120 TB<br>VNX-VSS Edge | 360 TB<br>VNX-VSS Edge or<br>Isilon NL400 Core | <500 TB+<br>Isilon NL400 Core |
| Disk and node expansion packs (as desired) |                        |  |                               |

Validated at EMC’s Video Surveillance Test & Validation Labs, this integrated solution, built by Avnet Embedded, and anchored by EMC storage, provides significant value to our customers: it is a true video surveillance appliance for the Edge or highly distributed surveillance storage environments.

## About Avnet Embedded

As part of the Avnet Electronics Marketing division of Avnet, Inc., Avnet Embedded focuses on providing a full suite of embedded solutions – from storage, computing, software and networking products, to disk drives, flat panels and embedded boards from industry-leading suppliers. With a broad partner line card, a wealth of technical resources and a highly skilled team, Avnet Embedded delivers outstanding support for OEM, embedded and commercial customers.

Avnet Embedded  
Enterprise OEM  
e-Mail: [EMC-VSS-Solution@Avnet.eu](mailto:EMC-VSS-Solution@Avnet.eu)  
<http://www.avnet-embedded.eu>