



WHY IT'S TIME TO UPGRADE YOUR ON-PREMISE PHYSICAL SECURITY SYSTEM



Total Cost of Ownership (TCO) Comparison...

...showing how a cloud-based physical security solution is more cost effective than an on-premise system. This eBrief factors in upfront capital, installation fees, software/hardware maintenance expenses, and IT/data center support over five years.

THE BUDGET BARRIER TO UPDATE PHYSICAL SECURITY

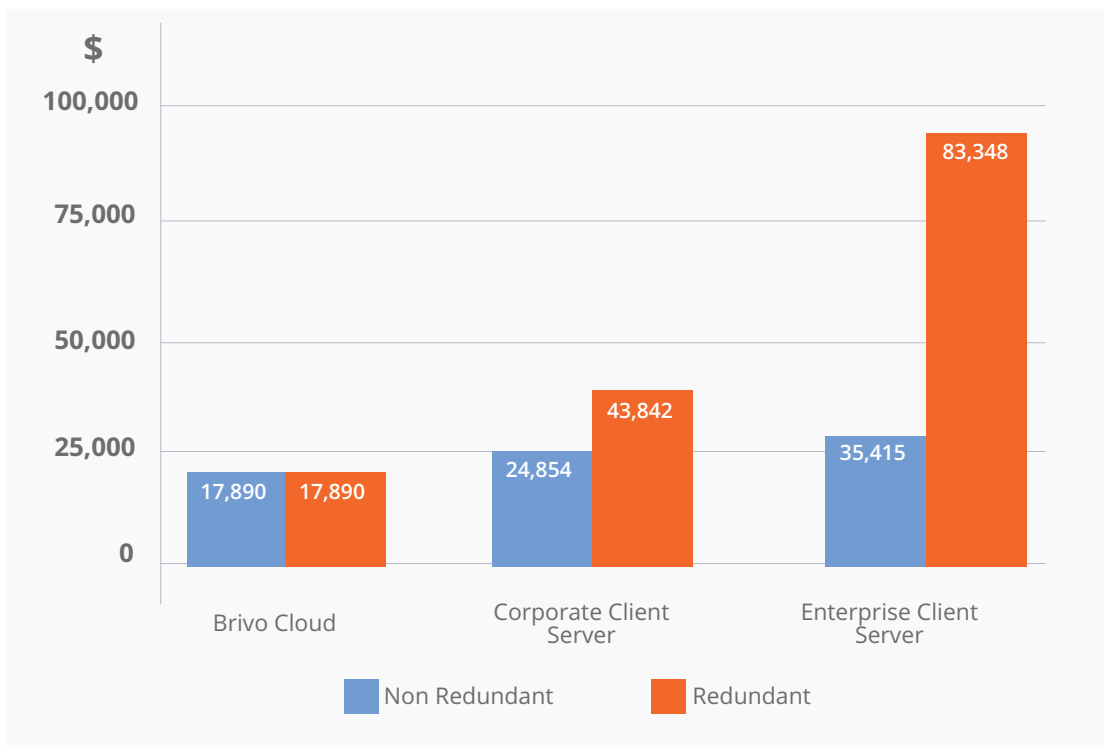
For 70% of security managers, keeping their business secure means taking actionable steps to install advanced security technology.¹ Cloud-based physical security is now emerging as their technology of choice. However, 60% of those managers also indicated that budget constraints and ROI doubts are key barriers to taking operations to the next level. To combat pushback and win approval, use this TCO analysis to show the benefits and potential savings of the cloud.



TCO OF CLOUD VS. ON-PREMISE SERVER SYSTEMS

Replacing on-prem systems with Software as a Service (SaaS) leads to significant cost savings as shown in the graph below. You eliminate the need to buy, deploy and maintain IT hardware and software. You also leverage the scale, expertise and technical support of SaaS providers. In the case of Brivo, you also gain access to a fully redundant solution at no extra cost.

COST COMPARISON OF NON-REDUNDANT AND REDUNDANT SYSTEMS OVER FIVE YEARS



*Configuration for single-site with 16 doors
**Note: Brivo Cloud platform always includes redundancy

1. Source: Benchmarks, Trends and Best Practices survey conducted by Security Management Magazine on behalf of Brivo, December 2017



INSTALLATION AND SETUP

The IT infrastructure support needed for on-premise systems creates a big challenge for companies of all sizes. There is a burden on IT to provide data center facilities for power, rack space, network security, back-up support and data administration. This challenge is compounded for multi-location businesses because they want to leverage IT resources with rapidly scalable solutions that can be managed and supported on a centralized basis.

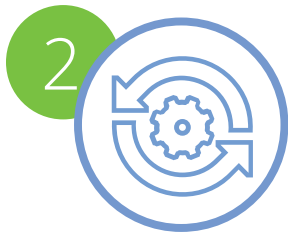
The chart below shows the benefits of a cloud-based solution with fewer non-recurring expenses and only one recurring expense—a monthly subscription fee covering the essential features you need. On-prem systems require additional fees for software bug fixes, software licenses for each location, and data center operating expenses. Many server-based systems also require additional on-site hardware to be installed, such as a computer to manage the software of just a few readers.

ON-PREMISE SYSTEM VS. BRIVO CLOUD EXPENSES

| Non-Recurring Expenses | | | |
|---|---|----------|----------------|
| Item Description | Details | Cloud | On-prem system |
| Cap Ex: Field Hardware | PACS controllers and related hardware* | X | X |
| Labor: Hardware Installation | On-premise hardware installation | X | X |
| Cap Ex: On-prem System | Servers & software licenses | | X |
| Labor: Software Installation | Servers & software** | | X |
| Cap Ex: Redundancy | Servers & software licenses | Included | Extra Fee |
| Recurring Expenses | | | |
| Monthly Subscription | Lifetime updates, backups/archive, cyber secure, redundancy, mobile admin., notifications, unlimited administrators, support for unlimited readers and cameras. | X | |
| Software Maintenance Agreement & Related Fees | Updates, patches, bug fixes, technical support | | X |
| Cap Ex: On-prem Physical Access Control System (PACS) | Servers & software licenses | | X |
| Labor: IT /Contractor Labor Expenses | Software maintenance | | X |
| Data Center Infrastructure | Data center support: monitoring, patches, back-up, database admin. security | | X |

*Hardware common to both systems excluded: card readers, locks, wiring and cameras.

** All systems configured to be “feature equivalent” including required software options to support video integration, wireless locks and ID badging.



MAINTENANCE AND UPGRADES

One of the biggest issues with on-prem systems is the lifecycle of hardware in today's IT ecosystem. Research shows hardware is more prone to failure after three years. Server failure rates increase from 7% in year three to 11% in year four and as high as 18% in year seven.² As on-premise legacy systems age, you also have to consider the knowledge of your technical staff (which might experience frequent turnover) to understand system nuisances.

In a recent survey, security managers identified increases in staff productivity as the top benefit of cloud-based physical security.³ That efficiency results from reducing on-prem server maintenance so your staff can work on other initiatives. Having a SaaS provider manage the infrastructure also means you can reallocate funds to grow your business.



BUSINESS CONTINUITY AND DISASTER RECOVERY

Businesses constantly seek cost-effective ways to prevent downtime, liability, theft and business disruption. But combating these risks of downtime come at a big price tag for on-prem systems. Cloud-based physical security offers a lower TCO that still mitigates service interruptions with redundancy (see graph on first page of this eBrief).

SaaS vendors provide high resiliency and security and absorb the cost of full data redundancy spread across a large number of users. Many also provide a service-level agreement on system uptime backed by 24/7 network monitoring and support. For customers with client server systems, the onus is typically on their internal IT team to ensure uptime, or to sign up and pay for a 24/7 maintenance agreement from the system provider.

Preventing downtime comes at a big price tag for on-prem systems. Cloud solutions offer a lower TCO while still mitigating service interruptions.

Security managers identified increases in staff productivity as the top benefit of cloud-based physical security.³

2. IDC: Frequency of Server Failure by Age

3. Source: Benchmarks, Trends and Best Practices survey conducted by Security Management Magazine on behalf of Brivo, December 2017

CONCLUSION

While some companies hesitate to update their physical security system because of budget constraints, a TCO comparison tells a different story. Partnering with a SaaS provider like Brivo means you can leave your on-prem system costs behind and better prepare for your future needs.

WHY BRIVO

Brivo is the original innovator of cloud-based physical security solutions for commercial buildings. Currently serving over ten million users, Brivo offers a unified security platform including access control, mobile credentials, mobile administration, video surveillance, identity federation, visitor management, and elevator control. As a SaaS company, Brivo also offers a complete API platform service that empowers partners to build custom integrations and vertical market offerings. Our mission is to make the world a safer place by providing a subscription-based service for securing buildings using reliable, convenient, scalable, cyber-hardened technology.

Learn more about this topic by reading our [TCO white paper](#).

HOW CAN BRIVO HELP YOUR ORGANIZATION

SCHEDULE A DEMO



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