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CCTV Management Solution

A Focus Group Product

CCTV Turnkey Solution

Focus Group provides a comprehensive holistic turnkey CCTV Management Solution, developed to optimise information gathering and conduct real-time analysis to facilitate effective and proactive solutions to real-world risks. Working under the principles of detect, deter, delay and respond; the CCTV Management Solution provides a tailor-made system to realise client goals and improve operational efficiency.

Why a CCTV Solution?

- Prevents in-the-field human errors and allows for larger, safer work parameters.
- Acts as an early warning system against theft, not only as a deterrent, but also detecting suspicious behaviour and potential criminals before they enter the premises.
- Reduces the likelihood of operator mistakes, due to fully automated system recordings and event detection.
- Detects possibly hazardous situations and assists in quick response, including events such as strikes, loitering, sleeping on duty and security breaches.

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CCTV Turnkey Solution

Why a Turnkey Solution?

- Co-ordinates and manages the client's surveillance needs in a single holistic system.

- Integrates the best equipment and software to provide an industry-leading tailor-made solution.

- Monitors footage from a secure off-site surveillance room, manned by trained operators, that cannot be bribed or threatened to open gates or open secured areas for criminals.

- Software is powered by Artificial Intelligence (AI) allowing for customisable video analytics and most-instant forensic searches.

- AI analytics allow for automated responses for standard situations, and specialised requested situation monitoring.

- Application notifications can be sent to any preferred communication device.

- The footage is saved in a tamper-proof format, allowing the video footage to be used in police investigations, civil cases and court proceedings.

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CCTV Management Solution

1 Planning & Direction

Focus Group will meet with the client to evaluate the scenarios and obtain the client's requirements. Our experts will start to develop a tailor-made solution based on the client's operational and financial goals.

2 Threat & Risk Assessment

Conduct a comprehensive Threat and Risk Assessment (TRA) using Focus Group's Threat Risk Assessment Process and Risk Matrix.

3 Solution & Installation

Guided by the TRA, Focus Group proposes a comprehensive security solution. Focus Group co-ordinates the entire security solution, from recommending which types of cameras and analytics are required to monitoring and managing the day-to-day surveillance from an off-site control room.

4 Surveillance & Analytics

Provides clients with an industry-leading surveillance solution, which includes customisable AI video analytics, forensic searches in footage and time compressor visual scene synopsis.

5 Reporting & Response

Focus Group reports abnormalities based on tailor-made SOPs. Alerts can be set up on various electronic platforms, including email, web and mobile. In the case of serious events, Focus Group will co-ordinate the response, liaising with armed response or emergency personnel.
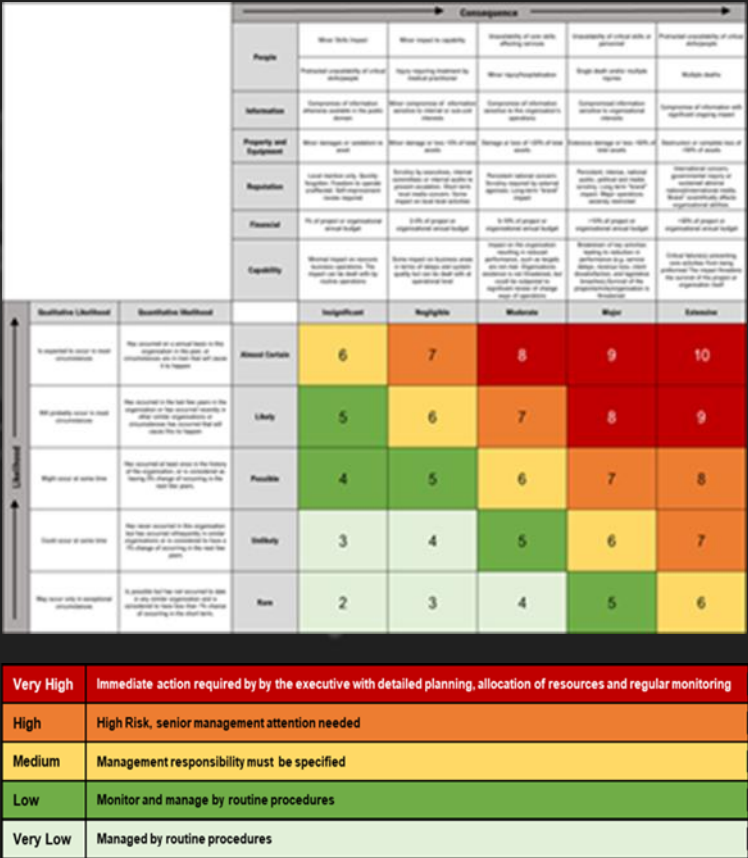
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Planning and Direction

Focus Group provides a professional team of CCTV technicians, analysts, IT specialists and security managers who will meet with the client to ascertain their operational needs.

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Threat and Risk Assessment

1	Initial Assessment	Establish the strategic, operational and risk context.
2	Asset Characterisation	Asset ranking and critical point identification.
3	Threat Characterisation	Threat source identification and ranking, threat source characteristics and threat source scenario selection.
4	Consequences Assessment	Scenario critical point, risk scenario consequence and consequence-based prioritisation.
5	Vulnerability Assessment	Key aspect and performance vulnerability, performance-based vulnerability assessment, vulnerability to risk scenarios.
6	Threat Assessment Likelihood	Specific threat capability, target attractiveness as well as threat likelihood and prioritisation.
7	Risk Assessment	Assessment and development of a Risk Register.

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Solution and Installation

Camera Types to Suit Every Application

- Various camera options available, including Dome Cameras, C-mount Cameras, Bullet Cameras, PTZ (Pan/Tilt/Zoom) Cameras, ANPR/LPR Cameras and Thermal Image/Infrared Cameras.

- All cameras have zoom and infra-red capabilities.

- Cameras can be equipped with specific human behaviour analytics in more sensitive areas.

- Pinhole cameras are easily hidden and ensure full coverage of a room.

Dome Cameras

C-mount Cameras

Bullet Cameras

PTZ Cameras

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Camera Mapping

Customisable Perimeter Protection

- Cameras are strategically placed to ensure that blind spots are covered.

- Targeted analytic resources are applied to higher risk areas.

Combination of Multiple Cameras

Camera Key
- **Blue:** Thermal perimeter cameras, with line crossing, smoke and fire detection.
- **Yellow:** Main gate bullet camera allocated with LPR (License Plate Recognition).
- **Red:** Standard Bullet cameras, allocated with several types of human behaviour analytics.

Combination of Thermal Cameras

VARY-FOCAL Bullet Cameras

200m 30x Optical Zoom PTZs

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Analytic Capabilities

Focus Group uses AXXON software to provide our clients with an industry-leading surveillance solution.

Customisable analytics are applied to digital video surveillance and audio monitoring systems.

Object Identification – Track and count specific objects in video footage by identifying motion, number of people, object appearance or disappearance, etc.

Facial Recognition – Identify persons of interest and track them across video surveillance.

Behavioural Analytics – Recognising potentially dangerous situations by detecting specific human poses and actions through an automated event driven system.

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Analytic Capabilities

Forensic Searches – Allows for instant searches of archived video footage based on custom search parameters.

Compliancy – AXXON Software is 100% GDPR compliant (international standard) as well as POPI Act compliant.
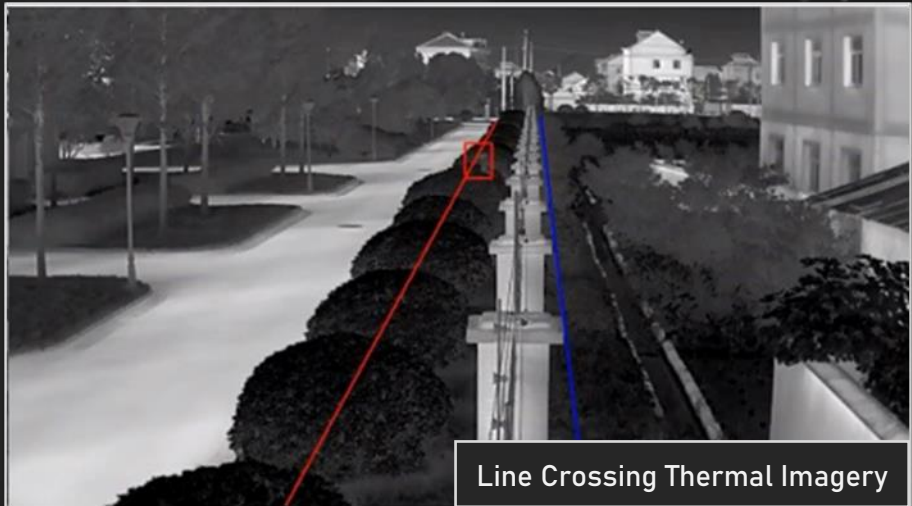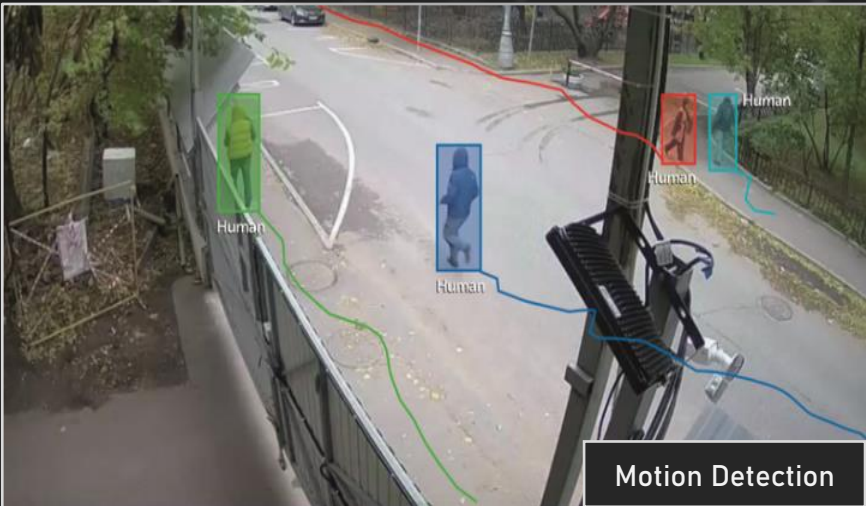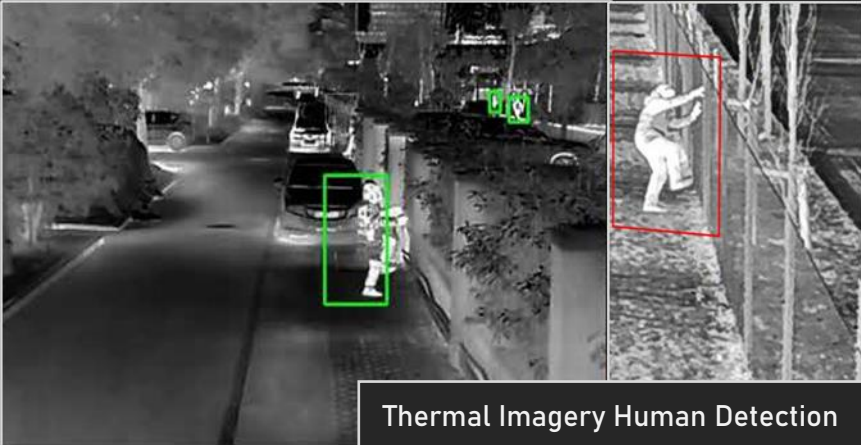
Legal Use – All exported video is watermarked so it can be used in CCMA and criminal cases.

Ongoing Value – No annual license fees and all upgrades are free.

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Analytic Capabilities

AI Shooter Detection

RAISED ARMS DETECTED

Thermal Imagery Human Detection

AI People Counter

Human Behaviour Analytics

Motion Detection

Line Crossing Thermal Imagery

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Face Mask and Thermal Detection

- AXXON has advanced health and safety features to comply with preventative measures worldwide, including standard temperature detection to identify Covid-19 symptoms *(including other diseases that present with a high fever such as Malaria, TB, and Ebola)*.
- Thermal imaging assists in detecting persons with a high temperature and informing the operator of the event while also notifying all personnel that have been allocated on the notification system.
- The system integrates with current access control measures and will not allow persons to enter a building without a face mask, ensuring compliance with Covid-19 rules.

Elevated Temperature Detected
Automatic text message alert sent

03-29-2020 Sun 16:14:39   38.7 °C

Thermal Imaging

Face mask not detected
ACCESS DENIED

Face Mask Detection

Face mask detected
ACCESS GRANTED

Face Mask Detection

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Reporting and Response

- Focus Group monitors footage from a secure surveillance room, fully compliant with the South African Standard SAIDSA (South African Intruder Detection Services Association).

- Our skilled operators are trained in assessing specific human behavioural patterns to proactively identify suspicious persons and situations.

- The system is event driven and automatically detects marked behaviours, further limiting the likelihood of anything suspicious bypassing detection.

- The event triggered automated notification system alerts both the client and our operators.

- Operators action the appropriate response based on established SOPs and system requirements.

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Case Study – Cost Saving

- Replacing part of a security guard deployment* with a Focus Group CCTV Management System will provide 24/7 full perimeter protection with 100% vigilance; cameras cannot be bribed, intimidated nor fall asleep on the job. *E.g. 27 Security Guards (9 dayshift, 9 night shift and 9 on rotation)*

- Replacing specific security guard functions with a CCTV solution will result in reduced monthly costs, without monthly or yearly term increases.

- For example: By replacing 4 security guards on a premises, the monthly payment would go towards over 100 cameras, all of which will have full analytic capabilities. The monthly cost will also include the entirety of the installation, maintenance costs as well as a full warranty and replacement plan.

- Overall resulting in long-term monthly savings from guard salaries as well as operational savings from the improved efficiency and effectiveness of a CCTV Management System.

- *See example of financial savings next slide.*

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Case Study – Financial Implication Example *(PSIRA Rates)*

CCTV Management System (Surveillance Solution)	Per Month	Total 12 Months
YEAR 1(0% esc)	R 41 500,00	R 498 000,00
YEAR 2(0% esc)	R 41 500,00	R 498 000,00
YEAR 3(0% esc)	R 41 500,00	R 498 000,00
YEAR 4(0% esc)	R 41 500,00	R 498 000,00
YEAR 5(0% esc)	R 41 500,00	R 498 000,00

IMC INFRASTRUCTURE (Off-Site Monitoring)	Per Month	Total 12 Months
YEAR 1(6% esc)	R 11 500,00	R 138 000,00
YEAR 2(6% esc)	R 12 190,00	R 146 280,00
YEAR 3(6% esc)	R 12 921,00	R 155 056,00
YEAR 4(6% esc)	R 13 676,00	R 164 355,00
YEAR 5(6% esc)	R 14 517,00	R 174 213,00

REMAINING GUARDING COST (Physical Security)	Per Month	Total 12 Months
YEAR 1(6% esc)	R 121 500,00	R 1 458 000,00
YEAR 2(6% esc)	R 128 190,00	R 1 538 280,00
YEAR 3(6% esc)	R 136 515,00	R 1 638 180,00
YEAR 4(6% esc)	R 144 705,00	R 1 736 460,00
YEAR 5(6% esc)	R 153 387,00	R 1 840 644,00

Full Security Guard Deployment – 27 Security Guards (Physical Security)	Per Month	Total 12 Months
YEAR 1(6% esc)	R 280 500,00	R 3 366 000,00
YEAR 2(6% esc)	R 297 330,00	R 3 567 960,00
YEAR 3(6% esc)	R 315 168,00	R 3 782 016,00
YEAR 4(6% esc)	R 334 077,00	R 4 008 924,00
YEAR 5(6% esc)	R 354 122,00	R 4 249 464,00

Total cost for only Physical Security after 5 years:	R 18 974 364,00
Total cost of Surveillance Solution, Off-Site Monitoring and remaining Physical Security after 5 years:	R 11 479 468,00
Total Savings over first 5-Years (Rent-to-Own contract period):	**R 7 494 896,00**
Total Savings Per Month after 5-Year Rent-to-Own contract completed:	**R 176 734,00+**

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CCTV Management Solution Implementation

The CCTV Management Solution has been successfully utilised in the following locations:

Nationwide

Welkom Diamond Mine

20+ Installations

Kruger National Park

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Contact Us

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