



WELCOME

NORDIC SECTECH

SUMMIT

FANTADROMS
RIGA

2024

17/10/24



diaifort

"Unleashing Potential



Bringing Projects to Life Through
Teamwork and Collaboration





Francois Levy

Business Development Director
EMEA



THE ECONOMICS OF VMS SOLUTIONS

Your choice will
reflecting
CAPEX & OPEX



digifort

TOTAL COST OF OWNERSHIP



One-time-buy VMS licensing

Digifort is unique in having a one-time-buy license structure, with no annual maintenance fees. Despite the VMS software being regularly updated, enhanced and maintained, there are no additional costs for this throughout the lifetime of the CCTV system.





No Hidden Costs

No extra charges for:

- Clients
- Mobile clients
- Virtual Matrix
- Insight
- Active Directory



No Hidden Costs

Digifort requires less hardware thus reducing your:

- Cost of dedicated space
- Cooling costs
- Technical costs
- Maintenance

GLOBAL REPUTATION



DIGIFORT'S STRENGTH

Digifort's expansion throughout the world, and our achievement as one of the best VMS globally can be attributed to our:

- Stability
- Remarkable cost efficiency
- Most user-intuitive and scalable platform – Learn under 20 minutes



DIGIFORT'S STRENGTH 2024



28K + customers worldwide





DIGIFORT'S STRENGTH 2024



28K + customers worldwide



4.5 million+ licenses sold



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Commercialised in over 140 countries



DIGIFORT'S STRENGTH 2024



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Commercialised in over 140 countries



11,000+ devices (400+ manufacturers)



DIGIFORT'S STRENGTH 2024

NATIVE INTEGRATION



11,000+ devices (400+ manufacturers)



RETRO COMPATIBILITY:

With Digifort, even the cameras integrated in day one is still working with our latest version.

We do not drop drivers along the releases.





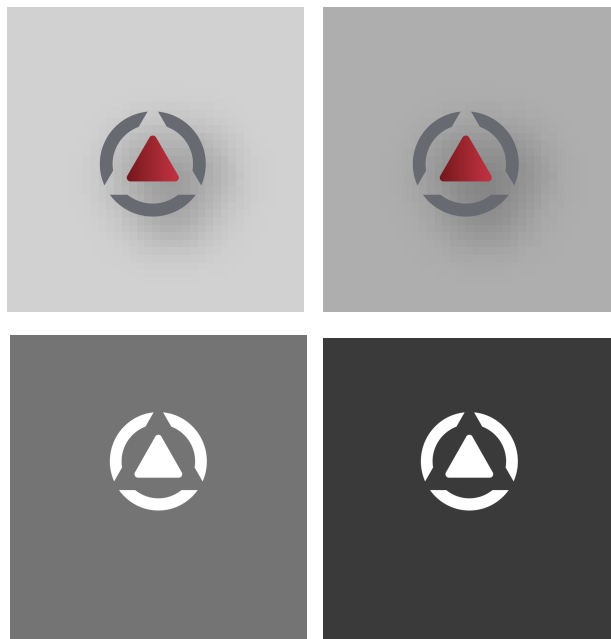
OPEN PLATFORM

Digifort system is a completely open platform, allowing the customer to integrate with any existing system.

Thus, there is a guarantee that the user will never be held hostage by a certain manufacturer, having the complete freedom to choose any hardware on the market.

***“FREEDOM OF
CHOICE”***



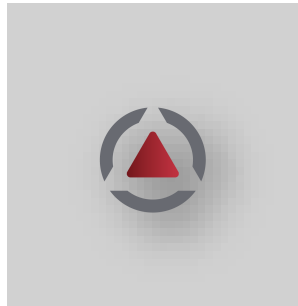




ONVIF is an open industry forum that provides standardised interfaces for effective interoperability of IP-based security products.



Digifort is ONVIF Conformant and has the 3 profiles registered in the Onvif conformance site.



G

For edge storage and retrieval

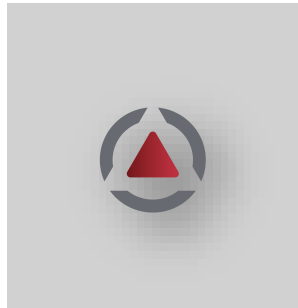
S

For IP Based video systems

T

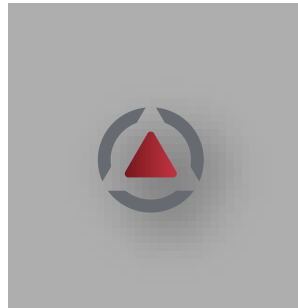
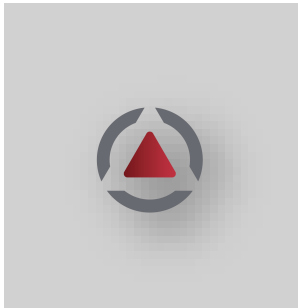
For advanced video streaming





Support for estimated
90% of the network
Cameras on the market.





Digifort invests heavily in native integration because we believe it's the way to go, **do it properly** and **no shortcuts.**

This includes DVRs and NVRs

INTRODUCING



digifort
SMARTconnect

Smart
Connect

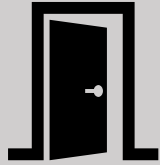
Smart
Connect

Smart
Connect

INTRODUCING



digifort
SMARTconnect



Smart Connect is a gateway engineered for 3rd party events to function with Digifort VMS seamlessly

Smart
Connect

Smart
Connect

INTRODUCING



digifort
SMARTconnect

Smart
Connect



Global management via
our powerful Global
Event function.

Receive events from
third-party systems and
trigger actions in
Digifort.

Smart
Connect

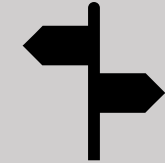
INTRODUCING



digi**fort**
SMARTconnect

Smart
Connect

Smart
Connect



Bi-directional integration
between various security
systems.

A unified platform where
multiple subsystems can be
managed all simultaneously.

Access Control, Intrusion, BIM – Integrated with Smart Connect

tyco

LENEL•S2

nedap

SALTO
inspired access

TDSi
ACCESS EVERYWHERE

20 WatchNET
Security Since 2000

Paxton

inim
ELECTRONICS

SINCE 1974
CIAS

BOSCH

ICTProtege.

VANDERBILT

ROSSLARE
SECURITY PRODUCTS

DORLET
MIDDLE EAST

suprema ZKTeco

ir inner range
Intelligent Security Solutions

Texecom

RICOCHET

GALLAGHER

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INTEGRATED DEVICES 2024

Protocols

SNMP



INTEGRATED DEVICES 2024

Perimeter Detection Systems



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INTEGRATED DEVICES 2024

SALES ROAD MAP

01

CUSTOMER DEMOGRAPHICS

We listen to the requests from the customer.

Understanding our target audience enables us to better tailor our offerings.



02

Understand the customer's pain points followed by:

- Planning
- Solution offering



DigiFort Design Tool

Project: My project

1. Contents

1.1. Configurations

Configuration	Quantity of cam.	Bandwidth	Storage
PROJECT	1000	1281.25 Mbps	54.1
Total	1000	1281.25 Mbps	54.1

1.2. Recommended solutions

Image Servers

Configuration Suggestions for Image Server

Option 1 - 4 server(s) with the configuration

Intel Xeon Silver 4108, 16GB DDR4 Single Channel Storage: 16.2 TB Operating system: Microsoft Windows 2012 Standard	DigiFort L 4x DGE 12x D 4x D 4x 4x
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Microsoft Windows 2012 Standard

Operating system:

Storage: 16.2 TB

Intel Xeon Silver 4108, 16GB DDR4 Single Channel

Option 1 - 4 server(s) with the configuration

Configuration suggestions for image server

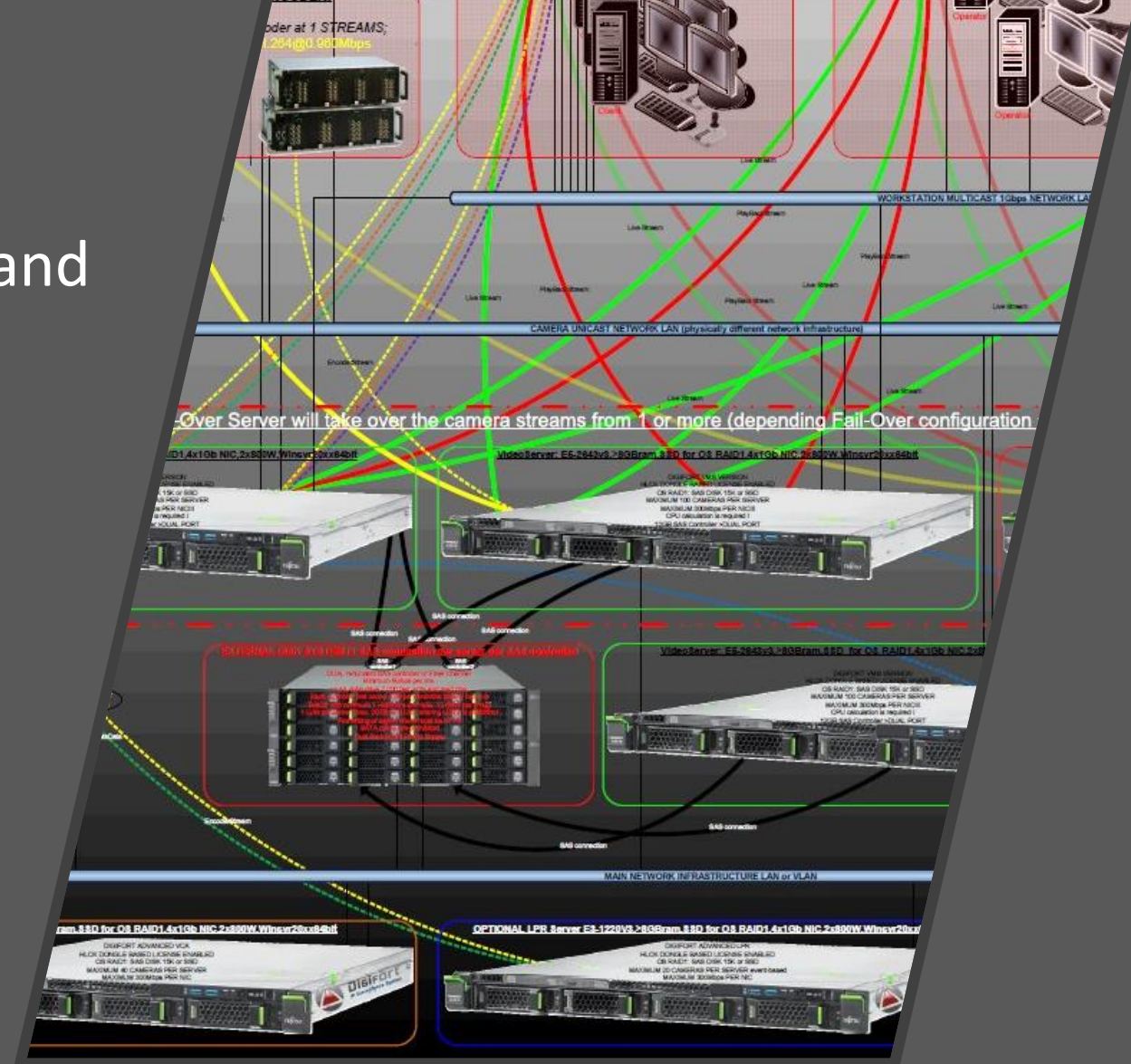


03

Identifying the latest market trends and plan to meet our objectives.

DESIGN

- Licenses
- Analytics
- Redundancy
- Compliance
- Servers / Storage
- IT Infrastructure to suit the customer environment



04 Designate Key people for the project.

On average our team has over 15+ years of industry experience and we collaborate with industry's innovators and engineers who are one of the best in our industry.



05

INSTALL & DELIVER

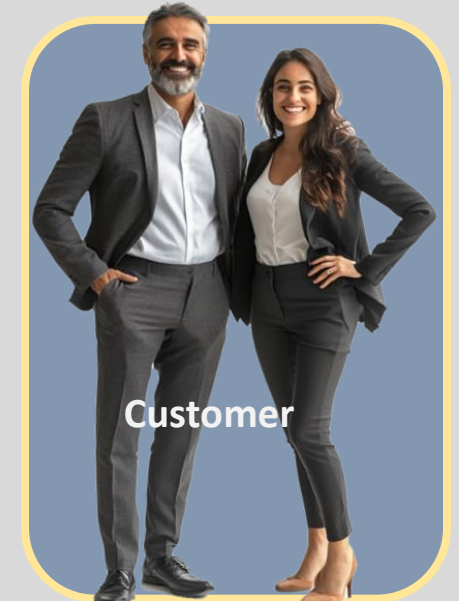
What we don't want is simply a response for basic customer requests but a time to create a system that system not only satisfies immediate needs but also evolve over the coming years.



We don't just sell licences

WE WORK AS A

TEAM



We don't just sell licences

WE WORK AS A TEAM



Global, around-the-clock support at your disposal so you can trust that our team will be there to help you every step of the way.

- Comprehensive System Design
- Live Demonstration
- PoC

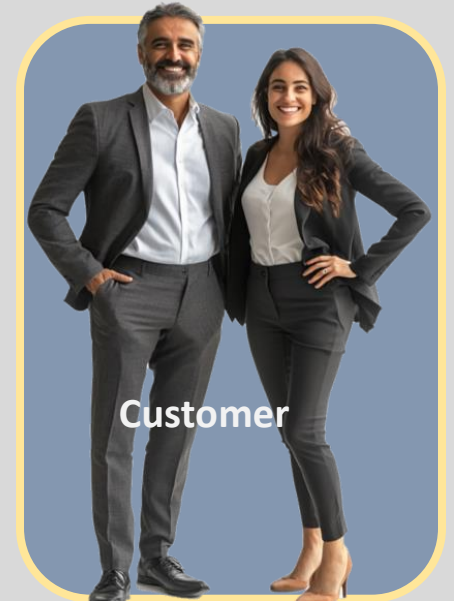
We don't just sell licences

WE WORK AS A

TEAM



System Integrator



Customer



We don't just sell licences

WE WORK AS A TEAM



Technical support is significantly enhanced through comprehensive training provided to our distributor, ALTAS who serve as our proficient first line of support.

WE ARE



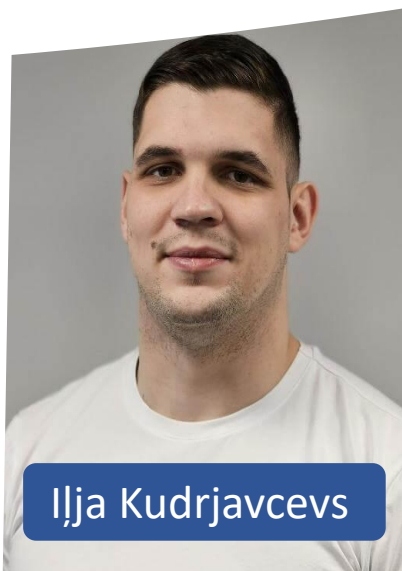
At ALTAS, each member of its team brings unique goals and a personal purpose, both in life and within the company.



Oskars Pirags



Oskars Ozers



Ilja Kudrjavcevs



Gatis Ošiņš



Ivars Nagainis

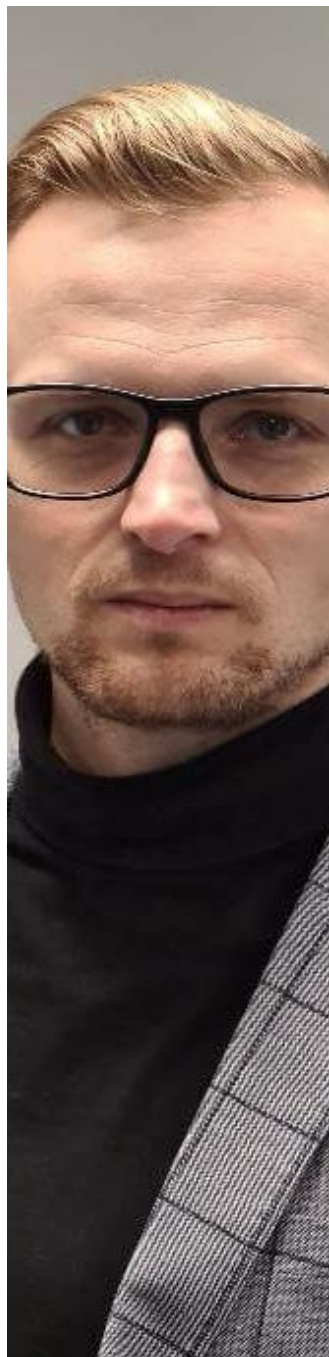


Krista Ramane

WE ARE



TEAM



WE ARE



TEAM

Yet, when even one of them is missing, the impact is felt by all.

Māris Baltberg

Chairman of the Board
ALTAS IT Latvija





WE ARE



ALTAS

TEAM

No matter the size of
their role, they are an
essential part of the
team.





Deniss Rubens
Executive Director

WE ARE

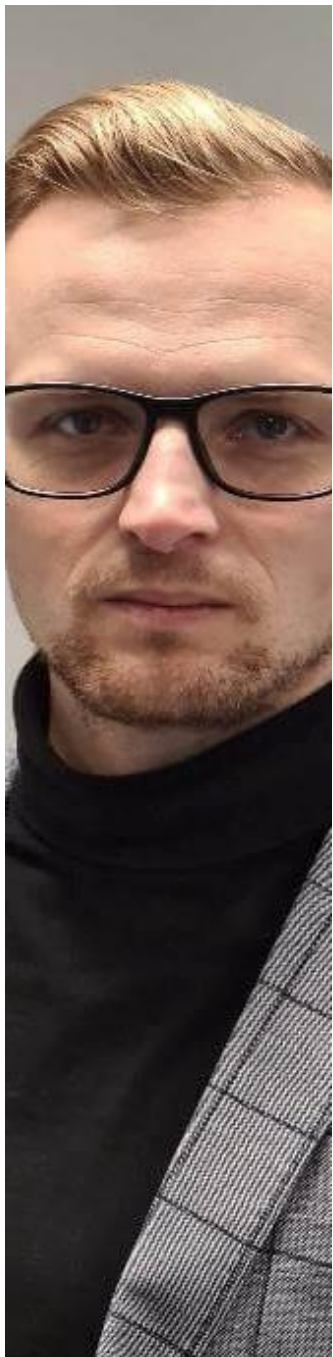


ALTAS

TEAM

It's all about the
human touch!





WE ARE



ALTAS

TEAM

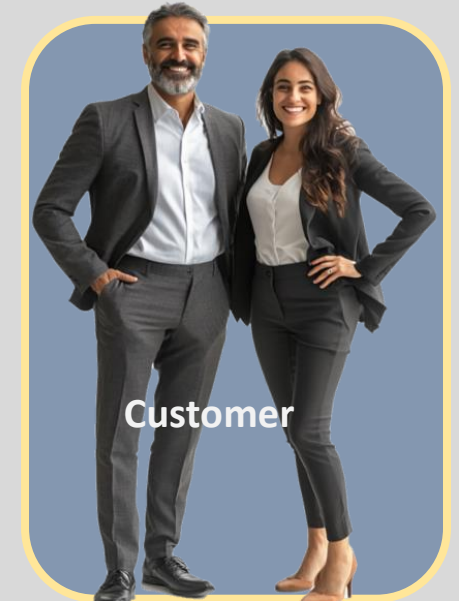
Evita Kopāne
Chief Accountant

Ultimately
deliver our
PROMISES.

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WE WORK AS A

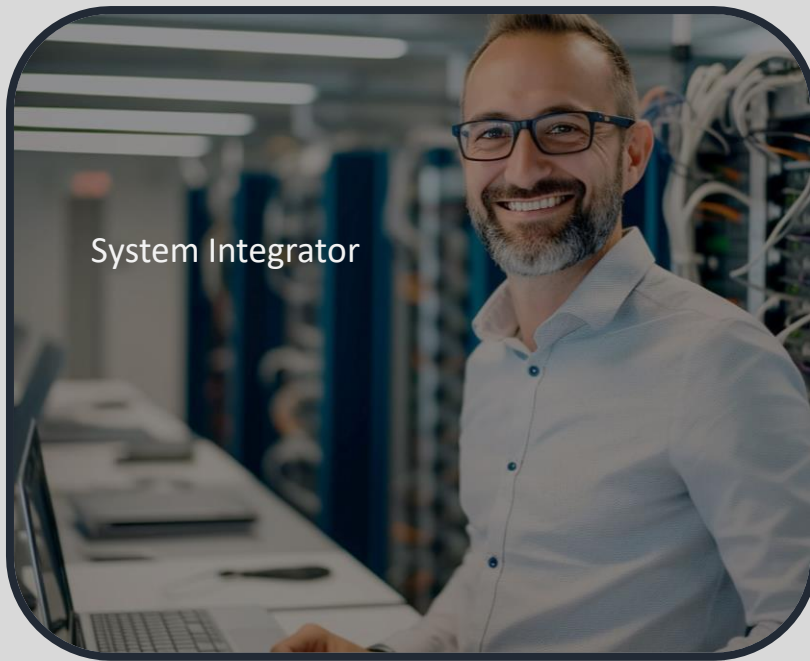
TEAM



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WE WORK AS A

TEAM



Digifort Certified System Integrators who are qualified to:

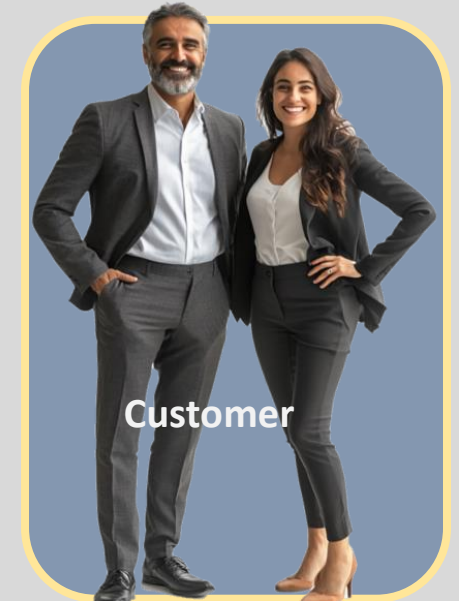
- Install
- Commission
- Support & Maintain Digifort VMS



We don't just sell licences

WE WORK AS A

TEAM



We don't just sell licences

WE WORK AS A TEAM



Collaborating as a unified force



ALTAS

SYSTEM
INTEGRATOR

Combine our efforts to deliver professional, high-quality solutions to end-users.

Rigas Satiksme

Talsi

Municipalities

Kekava

Kesko Senukai

REFERENCES



Rīgas Satiksme

Talsi

Municipalities

Kekava



Rigas Satiksme

Talsi

Municipalities

Kekava

Solutions for K-Senukai

Provide ongoing safety and protection throughout their chain stores.

Using advanced video surveillance cameras and Digifort VMS K-Senukai's security needs were met.

This delivery highlights our joint commitment to maintaining and enhancing security for our customers deserve.



digifort

Rīgas Satiksmes

Talsi

Municipalities

Kekava

“

Technology is technology, and its peak performance is not always revealed at the initial implementation stage, and it is highly dependent on the skills of the client's security personnel. In this respect, we would like to highlight the work and training skills of the engineers in the technical departments of ALTAS IT, helping security personnel to learn new software and devices for faster productivity growth.

”

Signed by **Eduards Nazarenko**



digifort

Rīgas Satiksmes

Talsi

Municipalities



Happy Municipality Customers



Tukums
Municipality



Ropažu
Municipality



CASE STUDY



01

Solution
Delivered

ES i TALS



ES i TALSI

01

Unified the video surveillance systems of the entire Talsi region for:

- Monitoring public order
- Carry out preventative measures

02

Combined video surveillance of the territory of 4 cities and 18 parishes in the main building of the Talsi municipality police.

03

Help collect car licence plate and respond to black-listed cars when necessary.

04

Help perform video data analysis and make data-driven decisions.



RIGA CITY BUS

RIGA is capital of Latvia

Buses-Professional

Central Control Room-Enterprise

When the bus is out of network the central server can't record until the bus is back on network doing Self-Healing
The bus cameras are recorded in a PC on board the bus.

Phase 2
The central servers are recording the Implement VCA in the buses and LPR relay stream from each bus camera cameras in front of the buses facing provided by the bus PC (not streaming traffic to screen all the cars in front, directly from the cameras) linked to the police database for any stolen vehicles for investigation.

Rigas Satiksme

Kekava



GEARS OF TEAMWORK

Teamwork functions like the gears of a machine—each part plays a crucial role in moving the whole forward.



Flexibility in delivering
custom solutions tailored
to specific needs.

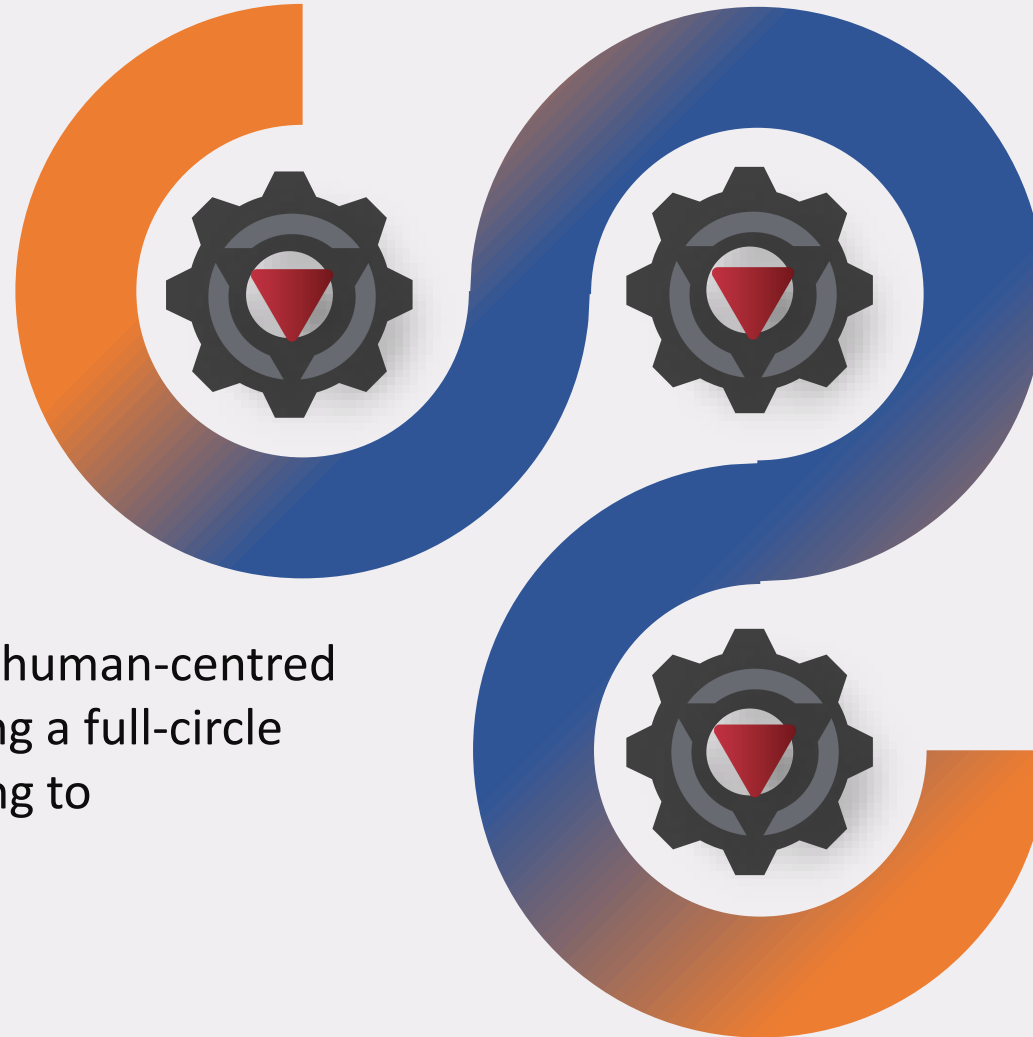


**GEARS OF
TEAMWORK**



Flexibility in delivering custom solutions tailored to specific needs.

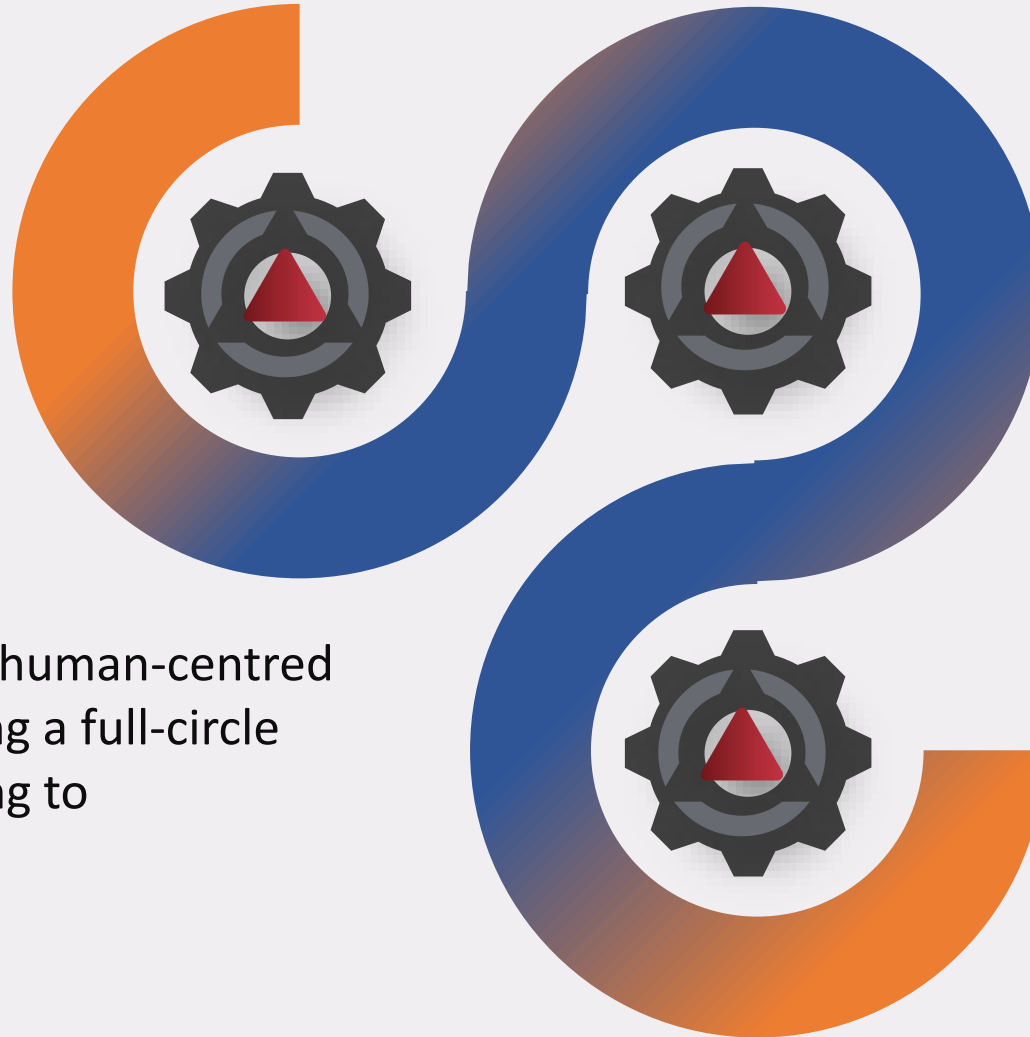
Teamwork focused on human-centred security design, offering a full-circle approach from planning to implementation.



GEARS OF TEAMWORK

Flexibility in delivering custom solutions tailored to specific needs.

Teamwork focused on human-centred security design, offering a full-circle approach from planning to implementation.



GEARS OF TEAMWORK

Fast delivery times ensure efficient project completion.



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DIGIFORT GLOBAL

THANK YOU