



 Lumana

Achieving positive
ROI with Lumana

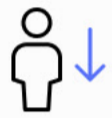


Powerful. Easy. Intelligent Security.

Lumana is a modern AI-powered video security and safety platform designed to unlock the value of your visual data and provide unparalleled visibility when it matters most. With modern video management software and next-generation AI with near human-like perception, Lumana reduces manual work and empowers users to operate faster and more accurately than ever before.



Key benefits



Reduce manual work & monitoring

Lumana's AI models automatically monitor your environment and notify you when meaningful activity occurs in real-time.



Accelerate incident response

Respond as events unfold with real-time email, SMS, or mobile app alerts — and find and share video in seconds.



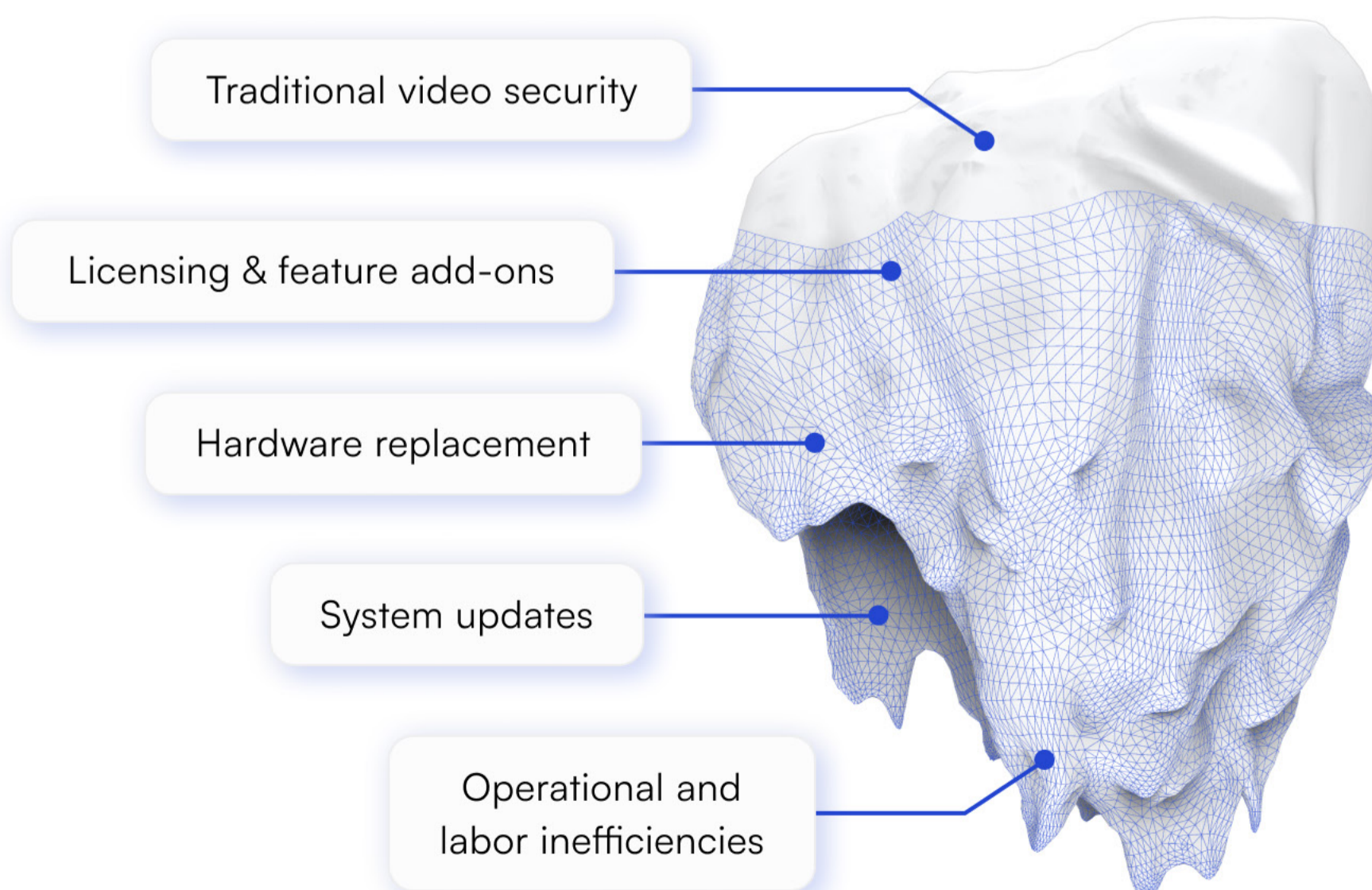
Future-proof video security

Experience a solution that continuously gets smarter with self-learning AI, automatic updates, and new product features.



Improve operational efficiency

Visualize trends and acquire visibility across your organization with customizable AI-driven dashboards and video walls.



Iceberg analysis

When evaluating video security systems, factoring in the total cost of ownership over the product's lifetime is critical to determining ROI. Traditional video security systems have hidden costs that are not immediately apparent, similar to an iceberg floating in a body of water.



5 years total cost of ownership breakdown



100
cameras



4
locations



30 days
storage

| | Lumana | On-Premise |
|-------------------------------|--|--|
| Hardware and licensing | | |
| Cameras | \$13,500 <small>\$27 per camera / year</small> | \$50,000 <small>\$500 per camera</small> |
| Server | Included | \$32,000 <small>\$8,000 per location</small> |
| Server license | \$13,580 <small>\$679 per location / year</small> | \$8,400 <small>\$2100 per location</small> |
| Server maintenance license | Included | \$5,000 <small>\$250 per server / year</small> |
| Device license | \$79,500 <small>\$159 per camera / year</small> | \$24,000 <small>\$240 per device</small> |
| Camera maintenance license | Included | \$16,000 <small>\$32 per camera / year</small> |
| Technical support license | Included | \$5,000 <small>\$10 per device / year</small> |
| Total | \$106,580 <small>over 5 years</small> | \$140,400 <small>over 5 years</small> |
| Add-ons | | |
| LPR license | Included | \$5,000 <small>\$1000 per license for 5 cameras</small> |
| Smart wall license | Included | \$15,000 |
| Warranty | Lifetime | 3 years |
| Total | Included | \$20,000 <small>over 5 years</small> |
| System updates | | |
| Firmware updates | Included | \$5,000 <small>\$50 per camera + downtime</small> |
| Security patches | Included | \$5,000 <small>\$50 per camera + downtime</small> |
| New monthly product features | Included | N/A |
| Total | Included | \$50,000 <small>over 5 years</small> |



Operational impact

By integrating modern video security with next-generation AI, Lumana delivers incredible time and cost savings when accomplishing critical security and safety-related tasks.

| | Lumana | On-Premise |
|--|--|--|
| Monitoring | | |
| Hours spent monitoring per week | 3 | 30 |
| Average labor cost per hour | \$25 | \$25 |
| Annual cost | \$3,900 | \$39,000 |
| Total | \$19,500 <small>over 5 years</small> | \$195,000 <small>over 5 years</small> |
| Investigations | | |
| Time to review and share footage | 5 minutes | 2 hours |
| Investigations per year | 192 <small>1 investigation per week / location</small> | 192 <small>1 investigation per week / location</small> |
| Average labor cost per hour | \$25 | \$25 |
| Annual cost | \$400 | \$9,600 |
| Total | \$2,000 <small>over 5 years</small> | \$48,000 <small>over 5 years</small> |
| Missed security events | | |
| Average cost of physical security breach | \$10,000 | \$10,000 |
| Average number of missed events per year | 1 | 2 |
| Annual total | \$10,000 | \$20,000 |
| Total | \$50,000 <small>over 5 years</small> | \$100,000 <small>over 5 years</small> |
| Employee accident prevention | | |
| Average employee injury cost | \$40,000 | \$40,000 |
| Average number of accidents per year | 1 | 2 |
| Annual total | \$40,000 | \$80,000 |
| Total | \$200,000 <small>over 5 years</small> | \$400,000 <small>over 5 years</small> |
| Total cost of ownership | \$378,080 | \$953,400 |
| System costs + operational impact | <small>60% savings over 5 years</small> | |