



Storage Cheat Sheet

QUESTIONS TO ASK FOR SELLING VIDEO STORAGE

- What are you doing for storage, and are you open to alternatives?
- Would you be open to guaranteed storage calculations?
- What is the VMS?
- Camera model number and quantity?
- Retention days?
- Frames per second (FPS)?
- Estimated motion percentage?

Types of applications:

Video surveillance, access control, analytics, AI

BECOME A SERVER EXPERT

- OEM preference: HPE, Lenovo, Dell
- Processor(s) or CPU cores: Intel and AMD
- RAM: 8 GB, 16 GB, 32 GB, 128 GB
- How much storage? Raw storage vs. usable storage
 - Gigabytes (GB), terabytes (TB), petabytes (PB)
 - Type of drives: SATA, SAS, SSD, NVMe
- Graphics: NVIDIA, AMD
- Ethernet: 1 Gb, 10G, 25G, 100G
- Operating system: Windows 10/11, Windows Server 2022/2019, Linux
- RAID: RAID 1, RAID 10, RAID 5, RAID 6

Types of applications:

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OEMs to cross servers with:

Milestone, Seneca, Avigilon, Genetec, BCD Video, and others

SUPPORTING VENDOR RELATIONSHIPS

DELL Technologies

HPE **Lenovo**

TUSKER

Company Highlights

\$300M+ annual revenue

\$4.0B+ total solutions delivered

400+ professionals nationwide

WESCO ANIXTER

Company Highlights

50+ countries

18,000+ professionals worldwide

Nearly
100 years of excellence and experience