

Phoenix RSM™

Surveillance Video Management



Slash Video Storage Costs and Get Longer Retention

Using hard disk only systems — the traditional approach to video surveillance storage — means you are paying too much, you are sacrificing retention, and you are missing out on the highest quality recording you can afford. With a Phoenix RSM video surveillance solution and its scalable architecture, you can store high quality video footage for months or even years at a fraction of the cost to that of using an enterprise hard disk only system.

Phoenix RSM offers a unique approach with its scalability, making it very effective and affordable to record, store, and manage all of your video assets. This optimized, professional grade video surveillance solution provides for long-term retention. Here is how it's done with Phoenix RSM:






- Integrates with Milestone™, OnSSI™, and Lenel's SkyPoint™
- Ensures integrity of 3rd party video management systems (VMS)
- Maintains full management of video assets in online, near-line, and offline storage
- Migrates unaltered captured video between less expensive storage devices
- Creates low-resolution companion files, for quick and easy search and playback
- Supports a failsafe solution for long-term retention
- Provides cost advantages, managing multiple storage devices in a video repository

Scalable, Multi-Tiered Video Storage

Phoenix RSM manages multiple tiers of storage resources. It can capture video on a traditional hard disk drive and then move it to less expensive storage devices such as near-line and offline data tape libraries, or hard disk based sequential storage. When integrating multiple storage tiers to expand video retention there are significant cost savings in stark contrast to the high price for hard disk only based solutions. Not only is offline storage less expensive, but it is more durable and can be kept for decades while retaining video quality.

Total Cost of Ownership

The total cost of ownership is the cost of the media, the storage device, plus any operational or electrical costs. The Cost Comparison graph (page 2) shows dramatic differences in the cost profiles of traditional hard disk only, Blu-ray, hard disk based sequential storage, and data tape as retention grows over time. Costs can be mitigated by integrating various storage devices in a multi-tiered storage repository. Affordable video surveillance infrastructures take into account the long-term retention needs of an organization. Devices such as Veracity's hard disk based sequential storage, and Hie Electronics optical storage, deliver the hardware platforms to take advantage of a multi-tiered storage solution. Over time, with increasing retention needs, costs rise at a very low rate since only additional media is required to expand capacity. There are many ways to integrate different storage mediums to save on cost. With various combinations, Phoenix RSM can manage the overall storage infrastructure.

Media - Cost Comparison per GB	
	Hard Disk 11 cents per GB (Enterprise Class)
	Blu-ray 14 cents per GB
	Digital Computer Data Tape 4 cents per GB

Cost Comparison - 594 TB of Storage for 2.5 Years Retention

	Traditional Hard Disk - Online Architecture	Blu-ray/Hard Disk Online/Offline Architecture	Veracity Hard Disk Online/Offline Architecture	Hard Disk/Data Tape Online/Offline Architecture
40 15-TB HD Storage Units with enterprise drives	\$313,954	n/a	n/a	n/a
3 15-TB HD Storage Units with enterprise drives	n/a	\$23,547	n/a	\$23,547
3 COLDSTORE 15-bay 4U, Single Power Supply	n/a	n/a	\$28,934	n/a
Blu-ray optical jukebox	n/a	\$19,330	n/a	n/a
Blu-ray Discs @ \$7 each	n/a	\$77,770	n/a	n/a
9.6 TB LTO Data Tape Library (without media)	n/a	n/a	n/a	\$3,705
Hard Disk @ 109.99 each	n/a	n/a	\$50,485	n/a
Tape Cartridges @ \$29 each	n/a	n/a	n/a	\$20,358
Phoenix RSM Software Licenses	\$38,999	\$10,498	\$16,499	\$9,298
Total	\$352,953	\$131,145	\$95,919	\$56,908

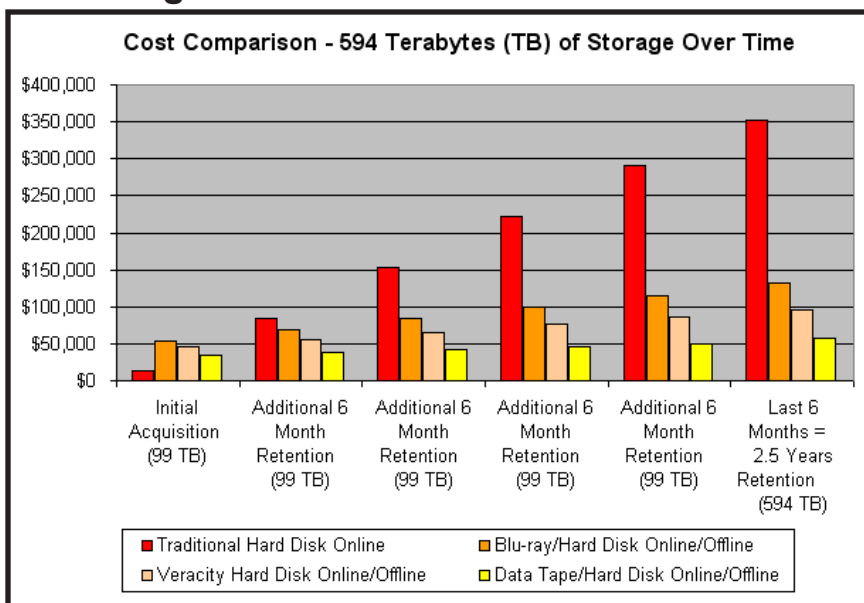
Using Arecont Vision’s storage calculator we compared costs for the total dollars spent to keep video captured from 25 3-megapixel cameras recording 24/7 at 15 FPS for 2.5 years. The calculator indicated that 782 GB of storage is required to keep the video from one camera for 30 days.

- 782 GB per month per camera x 25 cameras = 19,550 GB per month for all 25 cameras
- 2.5 years = 30 months
- 19,550 GB per month x 30 months = 586,500 GB of storage
- This is approximately 594 TB (adjusted for actual number of days in 30 calendar months)

The Cost Comparison graph shows the cost advantage of Phoenix RSM coupled with storage devices over the traditional hard disk only systems. The comparative equipment costs of 594 TB of storage are summarized in the table above.

The Most Affordable, Scalable Solution for Long-Term Retention

Phoenix RSM combines multiple storage options, the use of low-resolution companion files and metadata to search and playback video, all managed for optimal performance. This complete video lifecycle management includes long-term retention without forcing video degradation. Expanding retention with traditional hard disk only systems requires an entirely new disk-based storage unit and additional hard disks – which can be a substantial amount of money to periodically spend. By scaling from gigabytes to petabytes, with multi-tiered storage and ability to effortlessly manage online, near-line, and offline media, Phoenix RSM delivers the best total cost of ownership and is the most affordable, scalable video surveillance solution for long-term retention.



Red - Steep incline depicts climbing prices of hard disk only systems as retention needs grow over time.
 Yellow - Prices remain steady and flat, making the combination of online, near-line, and offline storage an affordable solution for long-term retention.



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