

ipConfigure Competitive Pricing Comparison and Positioning Paper

ipConfigure versus Milestone Systems *



The purpose of this document is to compare ipConfigure's video management software products to its competitors based on price. This paper will be useful for ipConfigure resellers and end users. All comparisons are made against each manufacturer's publicly published list prices.

POSITIONING

Both ipConfigure and Milestone position their video management software products similarly. The fundamental difference between ipConfigure's software and Milestone is architecture. ipConfigure's interface uses a web browser as the client while Milestone uses a thick client that must be installed and maintained on every workstation with access to the system. The use of SQL database and web services allows ipConfigure's products to scale and be distributed across any number of locations. Only Milestone's XProtect Corporate uses a SQL database while their other products use a proprietary database originally designed to run on a PC.

If "Made in America" means anything to you... ipConfigure is an American company based in Norfolk, VA while Milestone Systems is a Danish company based in Copenhagen, Denmark. Although Milestone has a local presence with an office in Oregon, all their software development is done overseas which is important to consider when it comes to engineering support.

PRICING

ipConfigure has a simple pricing model. Customers pay a per camera license fee. Milestone charges customers a per server and per camera/channel license fee. In addition, ipConfigure includes the first year of technical support and upgrades for no charge; Milestone does not.

Let's compare ipConfigure's SMB, ESM and LPR products against Milestone XProtect Professional, Enterprise, Corporate and Analytics.

ESM vs. XPROTECT ENTERPRISE

Product	ipConfigure ESM	Milestone XProtect Enterprise
8 Camera Base License	\$1999	\$4151 (\$1999 Base + \$269 per camera x 8)
Per Camera License	\$245	\$269
Maximum Number of Cameras	unlimited	unlimited
Year 1 Support / Upgrades	free	\$752 (\$360 base + \$49 per camera x 8)
Total Support Cost (2 Years)	\$520	\$1248

ESM vs. XPROTECT CORPORATE

Product	ipConfigure ESM	Milestone XProtect Corporate
8 Camera Base License	\$1999	\$5815 (\$3183 base + \$329 per camera x 8)
Per Camera License	\$245	\$329
Maximum Number of Cameras	unlimited	unlimited
Year 1 Support / Upgrades	free	\$1055 (\$575 base + \$60 per cameras x 8 cameras)
Total Support Cost (2 Years)	\$520	\$1795

ESM with LPR vs. XPROTECT ANALYTICS & XPROTECT CORPORATE

Product	ipConfigure ESM with LPR	Milestone XProtect Corporate & Analytics LPR
8 Camera Base License	\$1999	\$5815 (\$3183 base + \$329 per camera x 8)
Analytics Server License	n/a	\$400
Per LPR Camera License	\$2599	\$2620 (\$2595 + \$25 per channel)
License Plate Library Per State	free	\$645
Year 1 Support/Upgrades	free	\$662 (\$72 base, \$5 channel, \$468 camera \$17 library)
Total Support Cost (2 Years)	\$599	\$1324

ABOUT US

Founded in 2003, ipConfigure is a privately owned video surveillance software company and a leading developer of enterprise IP video surveillance solutions. ipConfigure's core product Enterprise Surveillance Manager (ESM) with License Plate Recognition are available as software only solutions or preinstalled on a Video Surveillance Appliance. All solutions are capable of supporting unlimited cameras, locations and users through a unified browser-based interface.

ipConfigure has successfully deployed systems in facilities ranging from nuclear power plants to universities all based on a non-proprietary architecture which supports third-party IP cameras, servers, storage, and switching hardware. ipConfigure is committed to an open architecture and will continue to facilitate the convergence of physical security and IT technologies by integrating both building and life safety systems through a seamless enterprise solution.