

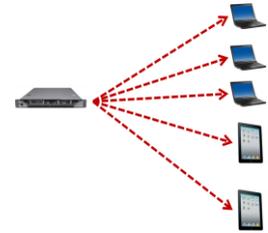
DEVOS on Premises vs. Cloud DEVOS

The DEVOS video delivery system is a comprehensive system that includes a world-class user interface, live streaming server, video-on-demand streaming server, encoders, digital signage, priority alert, iOS and mobile support, and much more. All of this powerful capability is embodied in a server product that you may install on your premises, or operate over the public Internet via the DEVOS Cloud service. The solution that is best for you depends on several factors.

FACTOR	DEVOS ON PREMISES	DEVOS CLOUD
Internet Bandwidth	Content is delivered locally, uses no Internet bandwidth	Content is delivered via the public Internet, consumes Internet access bandwidth
Security / Privacy	No content leaves your facility (depending on your setup/desires)	Content is exposed to the public Internet, but is secured with login and password methods
Cost	Low, one time capital expense	Low monthly operational expense
Reach	Reaches viewers on your private network. Can reach Internet viewers if you expose the DEVOS to the public Internet	Reaches public Internet viewers. Viewers in your private network consume your Internet access bandwidth
Active Directory	Connects to your Active Directory for user login credentials	Usually, user accounts set up by system administrator. DEVOS Cloud can also connect to your Active Directory.
Video Storage	Storage depends on hard disk capacity. Most DEVOS servers expand to more than 14 TB of storage (RAID5)	Storage depends on amount purchased and can be expanded to 20 TB
Maintenance	Annual Software Maintenance fee	Software maintenance included

Here are a few examples. Let us assume you wish to send a live video stream to viewers. We will assume that you have a conventional 100 Mbps Ethernet network in your building, and that your Internet Access provides 10 Mbps service.

Example 1 DEVOS on premises.
100 people in the same location view a live 500 Kbps stream.



Bandwidth from DEVOS to viewers: $100 \times 500,000 = 5,000,000 = 5 \text{ Mbps}$

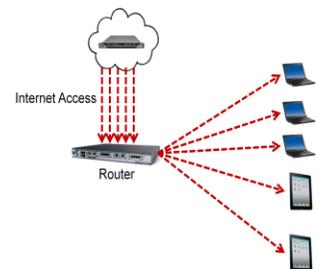
% of 100 Mbps LAN network used: 5%

Internet Access Uplink Bandwidth used: 0

Internet Access Downlink Bandwidth used: 0

In this case, DEVOS is delivering 100 streams to local viewers and uses no Internet access bandwidth

Example 2 DEVOS Cloud
100 people in the same location view a live 500 Kbps stream.



Bandwidth from Cloud to viewers: $100 \times 500,000 = 5,000,000 = 5 \text{ Mbps}$

% of 100 Mbps LAN network used: 5%

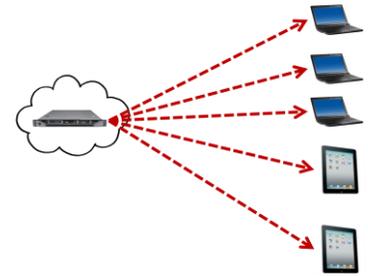
Internet Access Uplink Bandwidth used: 500 Kbps (to send the live stream)

Internet Access Downlink Bandwidth used: 5 Mbps

In this case, you must have at least 5 Mbps of downlink Internet access

Example 3 DEVOS Cloud

100 people in different locations view a live 500 Kbps stream.

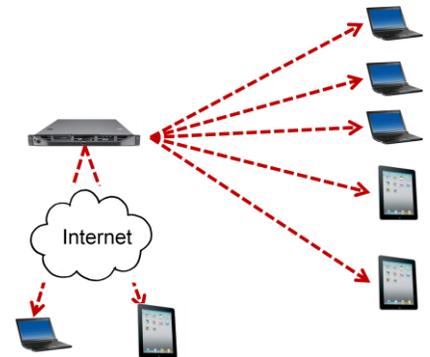


Bandwidth from Cloud to viewers: $100 \times 500,000 = 5,000,000 = 5 \text{ Mbps}$
% of 100 Mbps LAN network used: 0%
Internet Access Uplink Bandwidth used: 500 Kbps (to send the live stream)
Internet Access Downlink Bandwidth used: 0

In this case, you have no viewers in your location and each independent viewer is using their own bandwidth to view your stream

Example 4 DEVOS on Premises

100 people in the same location view a live 500 Kbps stream, 100 people in different locations view a live 500 Kbps stream.



Bandwidth from DEVOS to viewers: $200 \times 500,000 = 10,000,000 = 10 \text{ Mbps}$
% of 100 Mbps LAN network used: 5% (5 Mbps)
Internet Access Uplink Bandwidth used: 5 Mbps
Internet Access Downlink Bandwidth used: 0

In this case, you have configured your network to allow DEVOS to reach the public Internet and you delivery your stream to 100 local viewers and 100 Internet viewers. DEVOS is delivering a total of 200 streams.

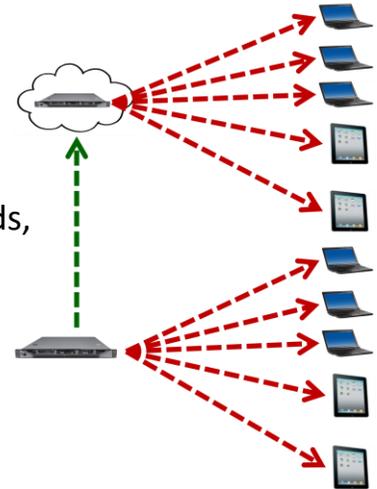
ARCUS

The Discover Video Arcus service is another option to consider when your primary need is content delivery to on-premises viewers, yet you wish to deliver some content over the public Internet. DEVOS allows you to configure your live video streams to be sent to ARCUS which will then deliver your streams to Internet views without using your Internet access bandwidth. This can be extremely useful when you do not have enough Internet access bandwidth to support a large

number of viewers and/or when your premises DEVOS is not exposed to the public Internet.

Hybrid Premises/Cloud DEVOS

An increasingly popular option is a hybrid premises/Cloud solution: install DEVOS on your premises and also use DEVOS Cloud. This approach provides the best of both worlds, where you have certain content that is only local, and other content intended for Internet viewing. The local DEVOS sends live video streams to the Cloud DEVOS for distribution to public viewers.



Conclusion

The Discover Video architecture is very flexible and deployment can be 100% premises-based, 100% Cloud based, or a hybrid arrangement. Cloud solutions are increasingly popular, but for enterprise streaming you must have adequate Internet access bandwidth. For those enterprises with ample Internet capacity, Cloud solutions make sense, but for organizations with marginal Internet access capacity, premises solutions are often a better choice. Organizations seeking to reach Internet viewers as their primary audience should consider the Cloud, while those wishing to deliver content internally should consider premises solution. And those seeking to serve both internal and external viewers should consider the hybrid solution.