

## Case Study CsC003 – Restructuring IoT Organization, Generating Sales in 12 Mos Category: IoT & ML

### Overview

Managed the multiple development teams in the creation of the first Azure ERP system and platform in the premise securities space based also utilizing Artificial Intelligence (AI) (to determine if a Gunshot was real and Machine Learning (ML) to increase the systems knowledge of false and positive alarms.

Actionable Intelligence for first responders / Gun Shot detection (\$476K in PO's, in 5 months, \$2.4M in 12 months) after Intel Corp, dropped them after 15 previous months. It integrates with alarm, Camera System, central stations, point of sale, and multiple business life safety systems

### Issue

This is a “Gun Shot Detection”, life safety devices, that needs to be monitored every minute, to ensure communications at time of need.

### Solution

1. Utilizing Amazon Web Services, we were able to monitor the devices 24/7/365
2. This solution set up the Ability to add Recurring Monthly Revenue (RMR) related to the monthly monitoring fee that ensured proper operation and revenue that was shared with distribution. This was a game changer, other than security monitoring organizations that security Integrators would receive Residual revenues, now that had an additional source of RMR.

### Result

1. This system was the 1st to market and priced strategically for in an eager affordable add-on solution to an existing premise and video security solutions.
2. Built the 1st industry leading supply chain (blockchain mythologies) system that the entire channel utilized.
3. This solution set up the ability to add Recurring Monthly Revenue (RMR) related to the monthly monitoring costs, that were shared throughout distribution and drove sales fast
4. In 6 months we had
  - a. Fulfilled \$200K or the \$476K in purchase orders
  - b. On track to di \$2.3M in sales
  - c. 14 Distributors through the US
  - d. 11 Manufactures Representatives