Y6OS: Selecting A Cloud Supplier

February 2022 – Version 1.0

YourSix

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YourSix Overview

YourSix

Who is YourSix?

Founded by veterans. Fueled by visionaries. Fixated on your security.

As an award-winning Physical-Security-as-a-Service (PSaaS) provider, YourSix combines all aspects of physical security delivered as a service by a single trusted security partner.

Our cloud native Y6OS platform empowers the seamless convergence of video surveillance, access control, audio technologies and video monitoring. We equip you to more intelligently safeguard your most important assets, eliminate blind spots, and leverage visual intelligence in operational success. We've got your back.
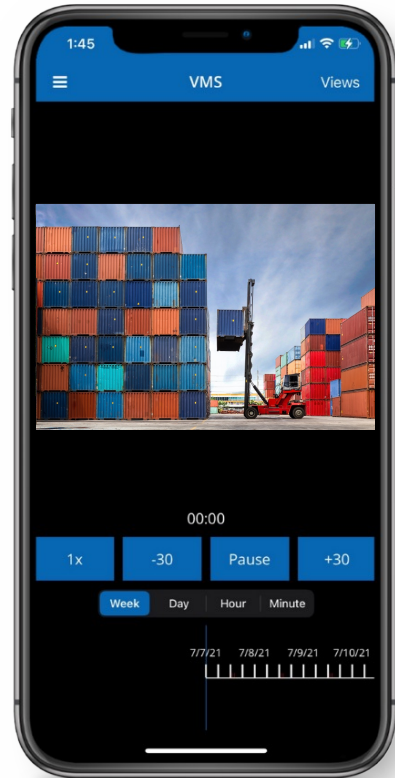
A Vision of Intelligence You Can Trust

The YourSixOS platform delivers the world's leading software-defined visual intelligence platform through our commitment to:
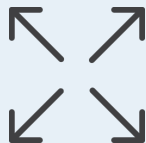
Protecting investments long term with **open technology**

Eradicating downtime with **redundant architecture**

Powering simplicity with a **single pane of glass**

Growing to needs with **unlimited scalability**

Ensuring up-to-date protection with **proactive health monitoring**

Guarding data with **modern cybersecurity protocols**

Cloud v. On Premise

Y6OS: Open, Pure Cloud Solution

Cloud Advantages:

→ Automatic feature updates
→ Automated patching
→ Scalability, add device with ease
→ Eliminate network hardware
→ No box – no single point of failure
→ Bandwidth reduction = lower cost
→ Redundancy – eradicate downtown
→ Simplicity – easy to connect & manage
→ One login – anywhere on any device
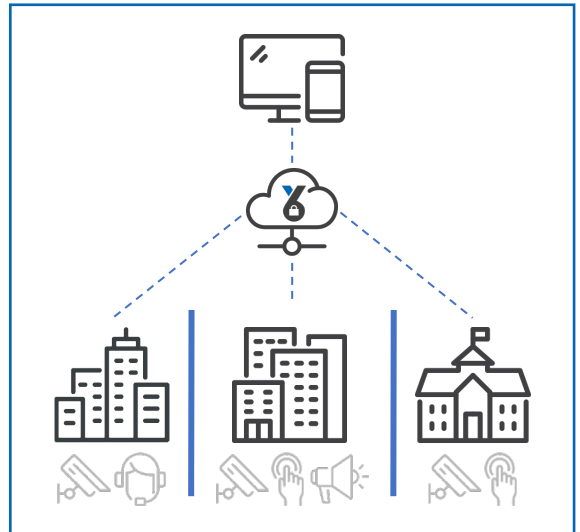
On-Premise Disadvantages:

→ Manual feature updates
→ Vulnerabilities are not patched
→ Limited scalability
→ Network hardware – most common target of attach & point of failure
→ High bandwidth costs
→ No notifications if system goes offline
→ Systems age quickly

Solution Requirements

→ Security

→ Platform

→ Camera Options

→ Fault-Tolerance

→ Storage

→ SSL Certificates

→ Complete Physical Security Solution (PSaaS)

→ Scalability & Flexibility

Security

There are multiple ways to meet your physical security needs, but a secure, trustworthy platform is at the heart of it all.

When selecting a physical security solution, ensure your provider maintains a secure platform that you can trust, including both securing the platform and disclosing breaches when they happen.

Performing simple research online will help you identify those VMS (Video Management Software) providers in the market that claim to provide a secure platform, but their track record proves otherwise.

At minimum, a secure cloud solution includes:

Secure by Default	Y6OS
Adaptive Multi-Factor-Authentication (MFA) by default	True
Breach Password Detection	True
Suspicious IP Throttling Detection	True
Support Single-Sign-On (SSO) from multiple identity providers	True
Utilize Security Proxy to verify device identity	True
Utilize Permission Profiles	True
Automatic Firmware Updates	True

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Platform

A physical security solution is an important and sometimes costly investment.

There are two starting points in looking for their solution for most customers. First are those who already have an existing solution. It is important to protect the investment that these customers have already made. Second, those customers start with a clean slate and want to build a new solution.

It is important to protect the investment these customers are about to make. No matter which one of these you are, it is important to select a VMS that supports 3rd party cameras. Providing an **OPEN** solution that supports 3rd party cameras will allow you to utilize the cameras even if you move away from the chosen VMS provider in the future.

Protect your investment, and **DO NOT GET LOCKED IN**.

Protected Investment	Y6OS
OPEN Platform	True
Supports 3rd Party Cameras	True
Does NOT Require Proprietary Cameras	True

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Camera Options

Cameras are not one size fits all.

You need a camera supplier that offers you the specific solution you need.
Most VMS's support camera options such as vandal-resistant, outdoor options, and IR, but multi-sensor, PTZ, and thermal cameras need to be part of your solution options.

Utilizing competent design methods by deploying a multi-senor camera compared to deploying multiple cameras in one area results in a less upfront cost for the camera, less cabling, fewer mounts, a more esthetically pleasing solution, and fewer VMS licenses to cover the devices.

Along with multi-sensor cameras, PTZ and Thermal cameras can be an important part of a strong physical security solution. Your needs are ever-changing, so even if the deployment does not require PTZ or Thermal cameras today, it still may need to be deployed in the future.

DO NOT GET LOCKED INTO a VMS that does not support Multi-sensor, PTZ, and Thermal devices.

Camera Support	Y6OS
Supports Multi-Sensor Cameras	True
Supports PTZ Cameras	True
Support Thermal Cameras	True

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Fault-Tolerance

Creating a fault-tolerant solution is important for maintaining a highly available solution.

Additional onsite hardware creates single points of failure, adds security vulnerabilities, and adds upfront and ongoing expense to the solution.

Utilizing the cloud, you can meet your solution requirements while removing unnecessary hardware leading to a lower TCO and fewer areas of vulnerability.

Fault-Tolerant Solution	Y6OS
No Additional HW (outside of the camera required)	True
Supports 3rd Party Camera without additional onsite HW*	True
Proactive Health Monitoring of Devices	True

*Support for AXIS Communications

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Storage

When utilizing cloud storage, it is important to upload footage automatically and intelligently. First, require that your VMS uploads footage automatically and does not require manual intervention. Second, this upload must be completed intelligently, such as uploading only when motion is detected. Continuous recording and uploading to the cloud can be necessary but not required in all situations. Intelligently uploading footage to the cloud will limit bandwidth consumption while maximizing storage.

Not all "clouds" are created equal. It is important to utilize redundant cloud storage backed up across multiple, regionally dispersed locations.

DO NOT USE a supplier that houses your data in a single location.

Storage Options	Y6OS
Support On-Device Storage	True
Support NAS	True
Support Cloud Storage	True
Regionally Dispersed & Redundant Cloud Storage	True
Support Continuous Recording, Motion Recording, Edge-Based AI Recording	True
Automatically Upload Footage to the Cloud	True
Removable SD Card for Flexible Storage Capacity	True

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Open API

Your software needs are unique, and the solutions that meet those needs cannot come from a single supplier. There are thousands of software applications in the market, with more developed each day. Utilizing an ecosystem via an open API platform will allow you to integrate with a wide range of applications so you can use analytics unique to your industry.

Application Flexibility	Y6OS
Open API Platform	True

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SSL Certificates

Local onsite monitoring of video feeds is a common deployment scenario, but hurdles can come when utilizing the internet to view the footage. Using an SSL/TLS certificate encrypts the communication between the camera and the web browser, allowing users to access the camera locally.

When dealing with multiple cameras, issuing automatic certificates is important. Eliminating the manual process will allow you to scale and take out any human error caused by manually issuing certificates.

Make sure your VMS handles SSL/TLS certificates from a globally trusted source and that these certificates are updated annually.

Certificates	Y6OS
Globally trusted, automatic SSL/TLS certificates for each device (updated annually)	True

Complete Physical Security Solution (PSaaS)

Video Surveillance is just a piece of a complete security solution.

Make sure you make it a requirement for the solution to integrate with audio, I/O, and access control, creating a unified Physical Security solution. Additionally, it is important for many customers that the selected solution be compatible with a professional alarm monitoring service. With that can come additional onsite hardware such as a proprietary alarm panel; however, a true cloud system can allow video alarm monitoring without additional investments.
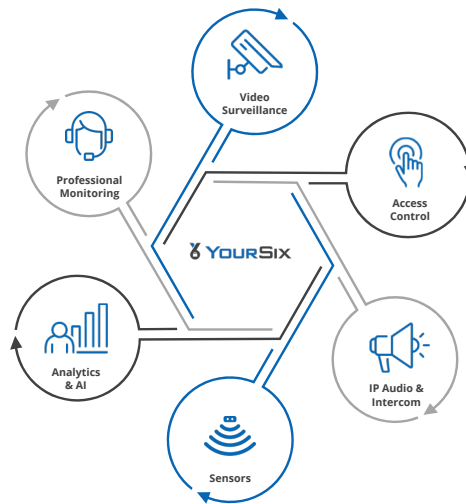
Unified PSaaS Solution	Y6OS
Support Audio	True
Support I/O	True
Support Access Control & Door Stations	True
Support Professional Alarm Monitoring without additional HW *(example: Alarm Panel)*	True

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Scalability & Flexibility

No one knows what the future holds, so choose a solution that grows and changes with you. Along with requiring an open platform that has automatic firmware updates, the ability to scale from 1 to thousands of devices without adding additional onsite hardware and the ability to change storage settings will provide future proof of your investment.

Scale & Flexibility	Y6OS
No Additional Onsite HW as # of Devices Increase	True
Ability to Change Cloud Storage Options	True

Supplier Checklist

→ [Tool: PSaaS Supplier Checklist (Blank)](#)

→ [Tool: PSaaS Supplier Checklist (Y6 Populated)](#)

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PSaaS Supplier Checklist

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		Supplier A	Supplier B	Supplier C
Platform	Does the platform support PTZ, thermal, and mutisensor devices?			
	Does the platform support camera deployments in remote areas without a local appliance or server at that location?			
	Does the platform require onsite hardware to manage the devices?			
	Does the platform support 3rd party cameras without a bridge?			
	Does the platform support audio and I/O devices?			
	Does the platform support professional alarm monitoring without additional hardware (Alarm panel)?			
	How often do you launch new features?			
	Can I access devices from a mobile device?			
	Does the platform provide sub 1 second latency when streaming remotely?			
	Does the platform provide sub 1 Mbps bandwidth consumption when streaming HD?			
	Does the platform have a user or device limitation?			
	As I add cameras to a site will I need to add additional servers or bridge?			
Security	Does the platform automatically issue globally trusted SSL/TLS certificates for each device?			
	Does the platform encrypt data in transit and at rest?			
	Does the platform require VPN or port forwarding?			
	Does the platform support adaptive Multi-factor authentication?			
	Does the platform have breach password detection?			
	Does the platform detect suspicious IP throttling?			
	Does the platform support SSO from multiple identity providers?			
	Does the platform utilize security proxys to verify device identity?			
	Does the platform utilize web application firewalls?			
	Is the platform audited for security by a 3rd party?			
	Does the platform require inbound traffic?			
	Does the platform support user permission profiles?			
Storage	Can I change storage options without new hardware?			
	Does the platform support on device storage, Cloud storage, and NAS?			
	Is your cloud storage regionally dispersed and redundant?			
	Does the platform support continuous recording, motion recording, and edge-based AI recording?			
	Does the platform automatically upload footage to the cloud in real time?			
	Does the platform support removable SD cards for flexible storage capacity?			
Maintenance	Does the platform supply zero downtime updates?			
	Do you patch camera firmware and if so, how often?			
	Do you provide an SLA and if so, what is it?			
	Are feature updates, patching, and new firmware releases free?			
	Does the platform supply proactive health monitoring of devices and storage?			
	Does the platform have proactive health monitoring with notifications?			
	Does the platform require software we have to manage?			

PSaaS Supplier Checklist		YourSix	Supplier A	Supplier B	Supplier C
Platform	Does the platform support PTZ, thermal, and mutisensor devices?	Yes			
	Does the platform support camera deployments in remote areas without a local appliance or server at that location?	Yes			
	Does the platform require onsite hardware to manage the devices?	No			
	Does the platform support 3rd party cameras without a bridge?	Yes			
	Does the platform support audio and I/O devices?	Yes			
	Does the platform support professional alarm monitoring without additional hardware (Alarm panel)?	Yes			
	How often do you launch new features?	Multiple times a week			
	Can I access devices from a mobile device?	Yes			
	Does the platform provide sub 1 second latency when streaming remotely?	Yes (200 millis)			
	Does the platform provide sub 1 Mbps bandwidth consumption when streaming HD?	Yes			
	Does the platform have a user or device limitation?	No			
	As I add cameras to a site will I need to add additional servers or bridge?	No			
Security	Does the platform automatically issue globally trusted SSL/TLS certificates for each device?	Yes			
	Does the platform encrypt data in transit and at rest?	Yes			
	Does the platform require VPN or port forwarding?	No			
	Does the platform support adaptive Multi-factor authentication?	Yes			
	Does the platform have breach password detection?	Yes			
	Does the platform detect suspicious IP throttling?	Yes			
	Does the platform support SSO from multiple identity providers?	Yes			
	Does the platform utilize security proxys to verify device identity?	Yes			
	Does the platform utilize web application firewalls?	Yes			
	Is the platform audited for security by a 3rd party?	Yes			
	Does the platform require inbound traffic?	No			
	Does the platform support user permission profiles?	Yes			
Storage	Can I change storage options without new hardware?	Yes			
	Does the platform support on device storage, Cloud storage, and NAS?	Yes			
	Is your cloud storage regionally dispersed and redundant?	Yes			
	Does the platform support continuous recording, motion recording, and edge-based AI recording?	Yes			
	Does the platform automatically upload footage to the cloud in real time?	Yes			
	Does the platform support removable SD cards for flexible storage capacity?	Yes			
Maintenance	Does the platform supply zero downtime updates?	Yes			
	Do you patch camera firmware and if so, how often?	Every 8 weeks			
	Do you provide an SLA and if so, what is it?	99.90%			
	Are feature updates, patching, and new firmware releases free?	Yes			
	Does the platform supply proactive health monitoring of devices and storage?	Yes			
	Does the platform have proactive health monitoring with notifications?	Yes			
	Does the platform require software we have to manage?	No			

YourSix

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About YourSix Inc.

YourSix is an award-winning Physical Security as a Service (PSaaS) provider. The Y6OS cloud platform leverages a unique convergence of surveillance, access control, audio, sensors, artificial intelligence, and monitoring to deliver a singular operational intelligence and physical security solution. YourSix's commitment to innovation continues to transform the industry through its open standards-based framework, robust cybersecurity protocols, and ongoing advancements powered by machine learning/artificial intelligence. YourSix was founded in 2015 and headquartered in St. Paul, Minnesota. In 2021, Inc. 5000, the most prestigious ranking of the nation's fastest-growing private companies, ranked YourSix Inc., No. 208 in America.