

# Minimizing Total Cost of Ownership: Tips to Cut Long-Term Security Costs Q&A

**Q** – Do these costs vary amongst various verticals?

**A** – Cost doesn't necessarily vary amongst verticals, but is more so dependent upon the type of *solution* you are employing, the way you're going to configure your system, and what you need the system to do. Other than that, from vertical to vertical, it's not truly different from a software perspective.

**Q** – What are some financial aspects that I should consider when evaluating TCO?

**A** – Some of the main aspects when considering TCO are hardware needs, software choices, and installation. Then the ongoing costs, including operation, maintenance, and replacement costs over time must be added to this initial expenditure. While calculating the upfront costs is straightforward, coming up with a price for how much time this is going to take away from your staff (such as for resolving issues and sitting on hold with Tech Support), can become increasingly challenging. That's when you should begin evaluating the conveniences of your investment, and if there are things that require less leg work—or more—once the system is installed.

**Q** – Does TCO dramatically increase with additional cameras?

**A** – Traditionally, TCO can increase as more cameras are needed. However, this is when transparency with your solution is vital. Understanding if upgrades are included in your overall TCO can save you thousands.

**Q** – I might have missed this, but does Vicon require mandatory upgrades?

**A** – Vicon does not require mandatory upgrades; however, we do offer an Upgrade Protection Plan (UPP). Customers have the option to purchase the 1-, 3- or 5-year plan with the initial Valerus VMS purchase. With Vicon's UPP, you can download updates as soon as they are released. Hassle-free and cost-effective, a UPP is the optimum way to ensure you have the most up-to-date VMS.