# End to End solution or 'open' to innovation –

## Can you have the best of both?

When it comes to choosing a surveillance solutions there are two solution methodologies end users can consider, an end to end solution from a single vendor or an open platform approach. Making the wrong decision can often be an expensive and painful experience.

## End to End solutions –

The benefits of an end to end solution from a single vendor are clear; the products are designed to work together from the ground up making integration between systems and devices easy and results predictable. In effect the manufacturer validates the system.

However, customers are now limited to the product portfolio of just one vendor, and reliant on their continued investment in the technologies and innovations.

## Best of breed solutions –

The open platform approach argues the case for using best of breed products and integrating them together to provide solutions bespoke to the application. This allows for the use of innovation and excellence from a broad range of vendors not just one. Typically, open platform solutions include more advanced features than end to end solutions which can be an advantage on larger more complex applications.

But there are drawbacks, integration between devices is a complex process and if products from different vendors don't work correctly together who is responsible? Ultimately, it's down to the whoever installs the solution, and proving who is at fault and resolving issues is time consuming. Whilst an elevated feature set is useful are you paying for advanced feature you will never use?

# The best of both?

From its inception, Axis Communications have been an 'open' company aiding and collaborating with other security equipment and software vendors to ensure our products are integrated into surveillance solutions around the world. This partnership approach embraces several programs including an Application Development Partner (ADP) program, this assists our software partners create software applications directly onto our devices safely and securely.

Due to increasing demand from our end users, Axis have developed network video management software (AXIS Camera Station), server and recording hardware, network switch and other peripheral IP products to form an end to end solution.

The Axis approach allows customers to choose an end to end solution that brings all the benefits of a complete single vendor solution whilst still allowing for the inclusion of innovation of other vendors via Axis partner programs.

Should your application over time become more complex and require features typically outside that of an end to end solution the fact that Axis partner with all the open systems vendors means the investment in Axis products is protected as open platform software can be deployed taking over the management and recording of the devices within the solution.



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