

# VMS Vendor Comparison & Scoring Matrix

Read any VMS comparison critically and score it against what you actually need. Weights come from your requirements; scores come from a pilot, not a demo.

## Move weight from the visible to the decisive

Over-weighted (visible, easy to compare)	Under-weighted - but decisive
Headline camera count - the demo's look - the long analytics feature list - a single marketing accuracy number - brand name / analyst quadrant - the sheer length of the checklist.	Camera-support depth beyond the ONVIF baseline - five-year total cost of ownership - cybersecurity & supply chain - the licensing fine print - open SDK & extensibility - lock-in & the cost of the exit.

### How to weight (do this before you score)

Set each weight from your deployment, not from the vendor's emphasis: a mixed-vendor estate makes camera-support depth heavy; a public-space system makes compliance and cybersecurity dominant; a no-IT-staff team weights cloud and simplicity. Differentiate the weights - your top criterion should carry at least twice the weight of your lowest - and agree them before you open any bid. Score 1-5 from evidence, multiply by weight, sum the column; any score of 1-2 on a weight-5 row is a disqualifier to investigate before totals matter.

### The scoring matrix - weight x score, summed (blank, ready to fill)

Criterion (family)	Weight 1-5	Vendor A	Vendor B	Vendor C
Camera-support depth, beyond ONVIF (Fit)				
Deployment model fit: on-prem / cloud / hybrid (Fit)				
Scale & federation across sites (Fit)				
Analytics that match your job (Fit)				
Open SDK / API & extensibility (Future)				
Five-year total cost of ownership (Cost)				
Licensing model & fine print (Cost)				
Cybersecurity & supply chain: NDAA, SOC 2 (Risk)				
Reliability under load & failover (Risk)				
Compliance: GDPR / BIPA / HIPAA / PCI (Risk)				
Lock-in & exit / data portability (Future)				
Vendor roadmap, ecosystem & support (Future)				
<b>Weighted total (sum of weight x score)</b>				

Fill Weight once per row from your requirements; score each vendor 1-5 from pilot evidence. Cell = leave blank to fill, or pre-print weight x score.

Score a pilot, not a demo: put your real cameras on the platform, on your network, for a busy hour, a flaky link, and an overnight stretch, then score from what you measure. Engineering and procurement guidance, not legal advice - the compliance row (GDPR Art. 9 biometric data, Illinois BIPA) and the supply-chain row (NDAA Sec. 889 / FAR 52.204-25) are evaluation criteria; confirm specifics with qualified counsel.