



 Lumana

Achieving positive
ROI with Lumana



Powerful. Easy. Intelligent Security.

Lumana is a modern AI-powered video security and safety platform designed to unlock the value of your visual data and provide unparalleled visibility when it matters most. With modern video management software and next-generation AI with near human-like perception, Lumana reduces manual work and empowers users to operate faster and more accurately than ever.



Key benefits



Reduce manual work & monitoring

Lumana's AI models automatically monitor your environment and notify you when meaningful activity occurs in real-time.



Accelerate incident response

Respond as events unfold with real-time email, SMS, or mobile app alerts — and find and share video in seconds.



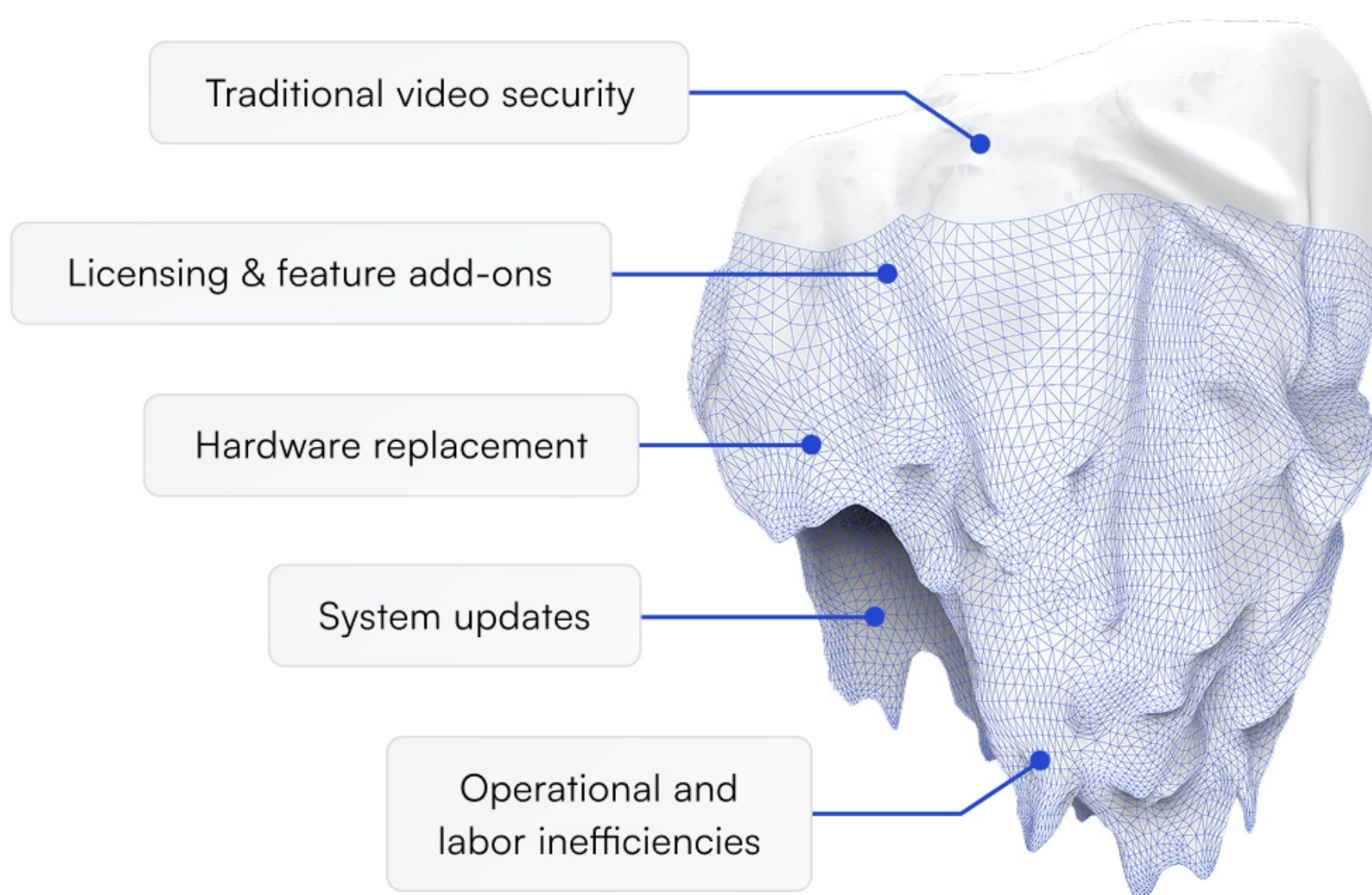
Future-proof video security

Experience a solution that continuously gets smarter with self-learning AI, automatic updates, and new product features.



Improve operational efficiency

Visualize trends and acquire visibility across your organization with customizable AI-driven dashboards and video walls.



Iceberg analysis

When evaluating video security systems, factoring in the total cost of ownership over the product's lifetime is critical to determining ROI. Traditional video security systems have hidden costs that are not immediately apparent, similar to an iceberg floating in a body of water.



5 years total cost of ownership breakdown

100 cameras	12 4TB Cores	4 locations	30 days storage
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Hardware and licensing

	Lumana	Traditional video security
Cameras	\$13,500 <small>\$135 per camera</small>	\$50,000 <small>\$500 per camera</small>
Server	Included	\$32,000 <small>\$8,000 per location</small>
Server license	\$59,940 <small>(\$999 per Core per year) x 5</small>	\$8,400 <small>\$2100 per location</small>
Server maintenance license	Included	\$5,000 <small>(\$250 per server per year) x 5</small>
Software license (per device)	\$87,000 <small>(\$174 per camera per year) x 5</small>	\$24,000 <small>\$240 per device</small>
Camera maintenance license	Included	\$16,000 <small>(\$32 per camera per year) x 5</small>
Technical support license	Included	\$5,000 <small>(\$10 per device per year) x 5</small>
Total	\$160,440 <small>over 5 years</small>	\$140,400 <small>over 5 years</small>

Add-ons

LPR license	Included	\$5,000 <small>\$1,000 per license for 5 cameras</small>
Smart wall license	Included	\$15,000
Warranty	Lifetime	3 years
Total	Included	\$20,000 <small>over 5 years</small>

System updates

Firmware updates	Included	\$5,000 <small>\$50 per camera + downtime</small>
Security patches	Included	\$5,000 <small>\$50 per camera + downtime</small>
New monthly product features	Included	N/A
Total	Included	\$50,000 <small>over 5 years</small>



Operational impact

By integrating modern video security with next-generation AI, Lumana delivers incredible time and cost savings when accomplishing critical security and safety-related tasks.

	Lumana	Traditional video security
Monitoring		
Hours spent monitoring per week	3	30
Average labor cost per hour	\$25	\$25
Annual cost	\$3,900	\$39,000
Total	\$19,500 <small>over 5 years</small>	\$195,000 <small>over 5 years</small>
Investigations		
Time to review and share footage	5 minutes	2 hours
Investigations per year	192 <small>1 investigation per week per location</small>	192 <small>1 investigation per week per location</small>
Average labor cost per hour	\$25	\$25
Annual cost	\$400	\$9,600
Total	\$2,000 <small>over 5 years</small>	\$48,000 <small>over 5 years</small>
Missed security events		
Average cost of physical security breach	\$10,000	\$10,000
Average number of incidents per year	1	2
Annual total	\$10,000	\$20,000
Total	\$50,000 <small>over 5 years</small>	\$100,000 <small>over 5 years</small>
Employee accident prevention		
Average employee injury cost	\$40,000	\$40,000
Average number of incidents per year	1	2
Annual total	\$40,000	\$80,000
Total	\$200,000 <small>over 5 years</small>	\$400,000 <small>over 5 years</small>
Total cost of ownership	\$431,940 <small>55% savings over 5 years</small>	\$953,400
System costs + operational impact		