

VENZO Secure simplifies security with HPE OEM

Video surveillance innovator chooses HPE product line for high-end appliances

Industry

Video Surveillance and Analytics

Objective

Offer preconfigured HPE solutions to eliminate the risk and complexity that usually occurs with large surveillance infrastructure projects

Approach

Partner with HPE OEM to deliver task-specific appliances with worldwide support

IT matters

- Enables purpose-built hardware platform for video surveillance
- Eliminates IT complexity with pre-configured software
- Delivers endless scalability

Business matters

- Delivers 24/7 product support via HPE OEM
- Enables faster time to market for new solutions
- Enhances business growth with partner support and advice



Appliances vs. infrastructure

It seems like we've entered a new paradigm in IT. With seemingly limitless options available for how we deploy technology, there's been an equally developing trend towards defining boundaries, concentrating focus, and building solutions that do just one thing really well.

It's something surveillance leaders at VENZO Secure think about a lot. In the field of video surveillance, simplicity and reliability are tantamount to success. It's why the technology innovator builds turnkey appliances for its network of partners in the security industry.

"We deliver complete, preconfigured turnkey solutions," explains Adrian Adolfsson, Chief Operating Officer at VENZO Secure. "We remove the complexity, and allow the integrators to deploy a video surveillance solution much faster, without the usual risk associated with building their own solution."

Manufacturing outsourced

In order to perform this role in an ever-evolving security industry, VENZO Secure relies on hardware solutions from **HPE OEM**. "Being an HPE OEM partner allows us to gain access to a very wide portfolio of some of the best servers and storage in the marketplace today," Adolfsson says. "It's a business advantage to our customers and us because HPE OEM gives us the ability to bring new products to market faster."

For example, when HPE released its latest **Gen10 Servers**, VENZO Secure's early access to the technology meant they already had a new product line waiting in the wings. "Days after Gen10 was released, we had a new portfolio of video surveillance solutions that we could provide to our customers," Adolfsson recalls.



“**HPE OEM** has been a strong supporter of our business since day one. It’s in their **DNA**. I would recommend anyone considering an OEM relationship to investigate partnering with HPE because HPE OEM will **back you up**, give you **great advice**, and **support** the product you deliver,” says Adrian Adolfsson, Chief Operating Officer, VENZO Secure.



Optimization delivered

VENZO Secure has a specific role in the delivery of these solutions that ensures its customers get the most out of their video management system (VMS). VENZO Secure works directly with Milestone Systems—world leader in open platform IP video surveillance software—to validate, optimize, and deliver the software on a compatible hardware platform ready for use in the field.

“The benefit to our customers is that we perform the reference architecture testing, and we know exactly how many cameras these boxes can handle,” Adolfsson explains. “And the solution is optimized. For example, our Video Processing Server (VPS) Series gives our customers an optimal artificial intelligence (AI) platform with four GPUs in a single 1U server. This is a very dense, powerful solution for an AI environment.”

The hardware challenge

It’s one reason choosing the right OEM partner is so important for VENZO Secure. “We offer a broad range of purpose built HPE surveillance solutions that address the requirements of small to large scale surveillance deployments from core to edge. It’s important to partner with an OEM that has the product range that allows us to address these different needs in the surveillance market,” Adolfsson says.

Currently VENZO Secure offers integrated solutions based on **HPE ProLiant DL360 and DL380**, Edgeline EL4000, and Apollo r2800, 4200, and 4500 series. With three broad categories of appliances—the R-series video recording servers, M-series video management servers, and H-series hybrid servers that deliver both recording and management—VENZO is making use of a wide variety of HPE OEM product lines.

Support built-in

Another key feature of VENZO Secure’s relationship with HPE OEM is the fulfilment and support part of the equation. “HPE OEM allows us to ship our solutions around the globe, where our partners then have access to local, 24/7 support from HPE,” Adolfsson explains. “This has allowed us to very quickly go to market, and very quickly sell globally.”

That level of support also boosts customer confidence for customers of VENZO Secure’s solutions. “Our customers have this great brand awareness around HPE. They trust the brand, no matter what country it is. So when we bring a solution to them based on the HPE ProLiant platform, this makes the sale a lot easier for us than other manufacturers we could have partnered with.”



Customer at a glance

HPE Hardware

- HPE ProLiant DL360 and DL380 Servers
- HPE Apollo r2800, 4200, and 4500 Systems
- HPE Edgeline EL4000 Converged Edge System

Software

- Milestone XProtect Video Management Software
- Advanced AI based Analytics

Filming the future

With AI-powered recognition technology entering the industry, VENZO Secure is expecting new technical challenges in the future. “We’re preparing for this new focus on AI by doing a lot of benchmark testing—ensuring we have the most optimal products for AI—so our partners can rest assured that the products and solutions we’re providing them are correctly sized, and from a cost perspective, brings the optimal setup to them.”

HPE gets the hardware right so VENZO Secure can succeed in its mission to deliver correctly sized, scalable solutions to its customer base. “HPE OEM has been a strong supporter of our business since day one,” Adolfsen recalls. “It’s in their DNA. I would recommend anyone considering an OEM relationship to investigate partnering with HPE because HPE OEM will back you up, give you great advice, and support the product you deliver.”

Solid foundations

In its own future, VENZO Secure sees **HPE GreenLake** as a potential game-changer in the high-end video surveillance industry. “One of the things we’re excited about seeing is this new consumption-based technology on HPE GreenLake. We find this interesting as it allows customers to have an on-premises pay-as-you-go solution without moving their video surveillance into the cloud,” Adolfsen relates.

No matter what the future brings, VENZO Secure sees its partnership with HPE OEM as a critical part of its business model. “HPE OEM has been a fantastic partner for us because we never have to worry about the quality of the hardware or the availability of support,” Adolfsen explains. “It frees us up to focus on our go-to-market strategy. With HPE OEM, our foundation is solid.”

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