



Case Study #1 - Chemical

Eight (8) Sites – 250 NEW Cameras

24/7/365 Live Monitoring

168 hrs Live Monitoring per Week

Challenge

- DHS CFATS Regulations Required
- Substantial Increase in Guard Coverage

Solution

- VirSec \ Virtual Security
- Annual Cost = \$252,229 (\$28.87 hr) or \$3.60 hr per site

Results

- Complied with CFATS Regulations: Continuous & Dedicated Monitoring
- Redeployment & Re-Utilization of Security Staff
- VirSec also serves as a Backup Security Command Center.
- **Savings = \$1,147,771 year (Guard Reduction & Avoidance)**

Client would have required 8 guards 24/7 @ \$20 hr or \$1,400,000 annual



Case Study #2 – Food Processing

One (1) Site - 16 Existing Cameras + 9 NEW Cameras

24/7/365 Live Monitoring

168 hrs Live Monitoring per Week

Challenge

- Avoid the Use of Guards During Pre-Plant Shutdown to Ensure Against Food Tampering
- *Heavy Union Environment*

Solution

- VirSec \ Virtual Security
- Annual Cost = \$243,394 (\$27.86 hr)

Results

- Provided Video Surveillance Where None Existed
- Client Preferred “Non-Uniformed” Solution
- **Savings = \$280,766 year (Guard Avoidance)**

Client would have required 4 guards 24/7 @ \$15 hr or \$524,160 annual



Case Study #3 – Auto Distribution

Four(4) Sites - 16 NEW Cameras

6p-6a M-F + Weekends

108 hrs Live Monitoring wk

Challenge

- High Theft & Vandalism
- Were Preparing to Hire Guards
- Wide Geographical Footprint

Solution

- VirSec Virtual Security
- Annual Cost = \$154,000 year (\$27.42 hr) / 4 sites = \$6.85 hr per site

Results

- Provided Video Surveillance Where None Existed
- **Savings = \$370,160 year (Guard Avoidance)**

Client would have required 4 guards 108 hrs week @ \$15 hr or \$524,160 annual



Case Study #4 – Non-Profit

Multi-Site Client

Example One (1) Site - 10 NEW Cameras

5p-7a M-F + Weekends

118hrs Live Monitoring wk

Challenge

- Employee Safety Concerns
- Product Theft & Contamination Risk
- Limited Existing Technology, Expensive Guard Services

Solution

- VirSec \ Virtual Security
- Annual Cost = \$13,750 year

Results

- Increased Security & Reduced Cost
- **Savings = \$100,686 year (Guard Reduction)**

**Client would have required 1 guard 118 hrs weekly @
\$18.65 hr or \$114,436 annual**