

# Venzo Secure optimizes video surveillance solutions with HPE hardware platform

## Delivers turnkey CCTV solutions to IP video software integrators worldwide

### Objective

Provide an optimized hardware platform for Milestone XProtect video surveillance software to empower security integration partners with a reliable, high-performance solution for customers

### Approach

Leverage HPE servers, support, and OEM partnership to provide a performance-enhanced, globally supported solution

### IT Matters

- Simplifies Milestone video surveillance software deployments by providing HPE hardware optimized for each implementation
- Leverages HPE Foundation Care Services to streamline global server support

### Business Matters

- Enables Milestone partners to leverage the HPE brand in selling video surveillance solutions
- Helps Milestone partners reduce costs by delivering the right server platform for each implementation
- Milestone can meet service level expectations and ensure onsite service 24x7



Venzo Secure is an HPE OEM worldwide partner that provide turnkey surveillance solutions for large-scale projects on a global basis. Its pre-configured solutions eliminate the risk and complexity that often occurs when dealing with larger infrastructure projects. Venzo Secure follows strict guidelines created in close cooperation with HPE and software provider, Milestone Systems, to enable smooth implementations of reliable, high-performance video security solutions.

Video surveillance solutions are not “one size fits all” and configuring proven software on optimized server platforms can be very challenging. If the server platform is not powerful enough, the solution can be underpowered. Conversely, if the server is too robust for the application, the channel partner can overspend for the solution.

Danish IT solutions provider Venzo Secure was consulting with Milestone Systems, a global leader in open-platform IP video management software, and saw the need for

“Partners of Milestone Systems have a difficult time aligning server and storage sizing with surveillance requirements. The flexibility of the HPE hardware platforms allows us to streamline video surveillance and enable Milestone Partners to profitably deliver tailored solutions.”

— Adrian Adolfsson, Cofounder and COO of Venzo Secure

hardware platforms that would provide an optimized turnkey solution for video security deployments.

Venzo Secure tested and selected HPE ProLiant and Apollo servers as the platforms for the new solution. “I previously worked with Milestone Systems software and realized that Milestone partners needed assistance designing integrated solutions that bundled Milestone software with server platforms tailored to the needs of each installation,” says Adrian Adolfsson, Cofounder and COO of Venzo Secure. “We partnered with HPE and Milestone to enable the Milestone channel to deliver customized video surveillance solutions that are carefully tuned for each implementation.”

Adolfsson explains, “HPE has a wide range of servers, and this allows us to offer proven solutions that Milestone partners can trust. To establish our position in the market, we needed to partner with a leading server company that could help us build solutions for mission-critical deployments.”

## **Integrated video surveillance solutions**

Adolfsson adds, “Sizing hardware platforms for video surveillance is extremely challenging. It doesn’t matter what country you’re in, it is difficult to align server and storage requirements with video surveillance demands. We worked with HPE and Milestone to develop and test a reference architecture that would empower Milestone partners with the optimal hardware configuration for each implementation.”

Venzo Secure joined the HPE OEM program, and initially targeted the high-end of the market but has since extended its portfolio to address midrange implementations. “We selected several HPE server platforms that we would use as recording and management platforms, and scoped each server based on the type of applications it would optimally support,” states Adolfsson. “We even developed high availability configurations for mission-critical deployments.”

## Customer at a glance

### HPE Hardware

- HPE ProLiant DL380 Gen9 Servers
- HPE ProLiant DL160 Gen9 Servers
- HPE ProLiant ML110 Gen9 Servers
- HPE Apollo r2600 Gen9 Servers

### HPE Services

- HPE Foundation Care

Milestone partners contact Venzo Secure with surveillance requirements, and the company will design a bundled solution based on Milestone XProtect running on HPE servers. “There are nearly 8,000 Milestone partners worldwide, and we work closely with them to help them deliver high-value solutions to athletic facilities, arenas, retail stores, law enforcement agencies, and businesses worldwide,” says Adolfsson.

All solutions provided by Venzo Secure are covered by HPE Foundation Care contracts so partners can ensure service level agreements globally. This allows Milestone partners to leverage both HPE technologies and services to close deals with end customers.

## Increasing profit margins and delivering high-performance security

“We developed internal expertise on optimizing Milestone XProtect software on HPE platforms, and have established Venzo Secure as a leading provider of high-performance security solutions. We found that we can generally optimize server performance by roughly 30% by tuning them for video surveillance, and this allows Milestone Partners to improve their margins by selecting the optimal server platforms for each of their customers.”

By becoming an HPE OEM partner, Venzo Secure has quickly positioned itself as a full-service provider of integrated video surveillance solutions to Milestone Partners. The company has leveraged the brand value of HPE servers and the power of Milestone XProtect software to support complex surveillance deployments worldwide.

“We work with Milestone Partners throughout Europe, Asia, and the Middle East and provide a unique value proposition that has helped us establish our business in multiple countries, even though our business is less than two years old,” concludes Adolfsson. “We’re able to remove the risk and complexity of providing video surveillance solutions while allowing channel partners to protect margins and ensure customer satisfaction.”

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