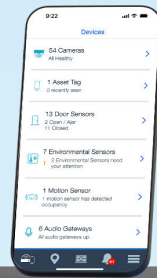
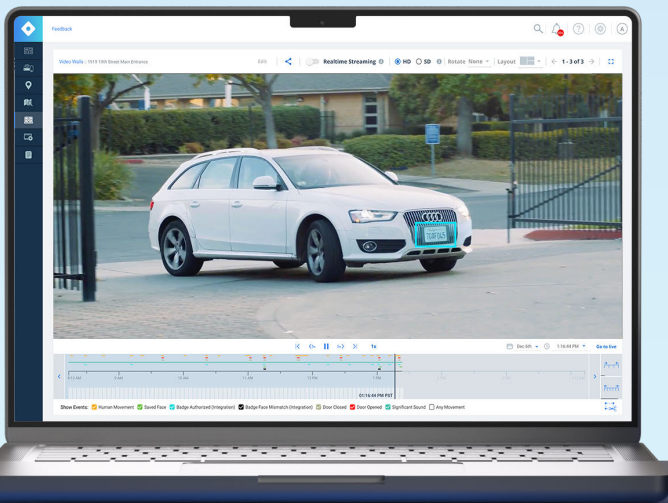


Physical Security Provider Scorecard



- ✓ 4K Cameras
- ✓ Instant Clip Sharing
- ✓ Smart Search
- ✓ Alarm Monitoring
- ✓ Modern Access Control
- ✓ Integrations & Open API
- ✓ Smart Sensors
- ✓ Unified Platform
- ✓ Easy Automated Alerts
- ✓ Free Trial
- ✓ Exceptional Service

Introduction

Rhombus has developed a comprehensive vendor scorecard tailored to evaluate physical security systems. In today's landscape of modern physical security, where ease of use and accessibility are paramount, we've created a comprehensive vendor scorecard tailored to aid in evaluating these systems to ensure they meet and exceed the unique requirements of your campus, facility, or business.

Gone are the days of relying on subjective judgments. Our scorecard introduces objective metrics, allowing you to quantify essential aspects such as system usability, remote access capabilities, and seamless footage management. By meticulously evaluating each vendor against these criteria, you can make a well-informed decision supported by tangible data.

Based on insights gathered from Rhombus customers, we've pinpointed the critical questions that significantly impact overall satisfaction with a physical security vendor. From initial considerations to post-implementation assessments, our scorecard encapsulates the key factors that drive excellence in security solutions. With a straightforward "check" if the vendor meets requirements, you can confidently navigate the vendor selection process, ensuring optimal outcomes for your security needs.



SECTION 1

Identifying Your Pain Points

Before diving into the evaluation process, it's crucial to identify the specific pain points and challenges you're facing in terms of physical security. A clear understanding of these needs and priorities ensures that the vendor scorecard effectively addresses your unique requirements.

Take a moment to write down your biggest pain points in the space provided below. Keeping these items top of mind will guide you through the assessment and help you prioritize features and functionalities that are most critical to your organization's security needs.

Feel free to elaborate on each pain point to provide context for the evaluation process. Once you've identified and documented these, you're ready to proceed with using the Rhombus Vendor Scorecard to assess potential physical security vendors.

Pain Points:

1. _____

2. _____

3. _____

4. _____

5. _____

6. _____

7. _____

8. _____

SECTION 2

Checklist Evaluation

In this section, you will assess each potential vendor's capabilities based on a checklist of essential criteria.


Ensure that you carefully review each criterion and consider its relevance to your organization's specific needs and pain points, as highlighted in Section 1. As you go through the checklist, keep in mind the overarching goal of finding a vendor who can effectively address your security challenges and deliver the solutions you require.


At the end of the checklist, tally up the total number of checks for each vendor. This quantitative assessment will provide you with valuable insights into each vendor's suitability for your organization's needs. Keep in mind that finding a vendor who will effectively address your security challenges and deliver the solutions you require is the end goal of this scorecard.

Key Features

Unified Dashboard

Experience a seamlessly integrated control panel accessible both on-site and remotely via your smartphone, web browser, Apple TV, or equivalent devices.


FEATURES	 rhombus	VENDOR 2	VENDOR 3	NOTES
Easy Automated Alerts <ul style="list-style-type: none">• Easily create & monitor automated alerts from key events.• Ensure stakeholders receive alerts via email or mobile.	<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/>	
Sharing video Instantly <ul style="list-style-type: none">• Send clips via email or text from the dashboard in seconds.• Share live feeds from the cameras on demand as needed.	<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/>	
AI Analytics search footage instantly <ul style="list-style-type: none">• Quickly find and view footage by face, license plate, color, or unusual behavior.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	


FEATURES	 rhombus	VENDOR 2	VENDOR 3	NOTES
<p>Plug and Play</p> <ul style="list-style-type: none"> All connected cameras and sensors should connect to vendor software upon power-up. 	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<p>Expansion</p> <ul style="list-style-type: none"> Adding cameras, sensors, or access control should be seamless and unlimited in scale. 	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<p>Support</p> <ul style="list-style-type: none"> US based and experts on the system Support reachable 24/7 Unlimited technical support Reachable by both phone & email Response time under 20min 	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

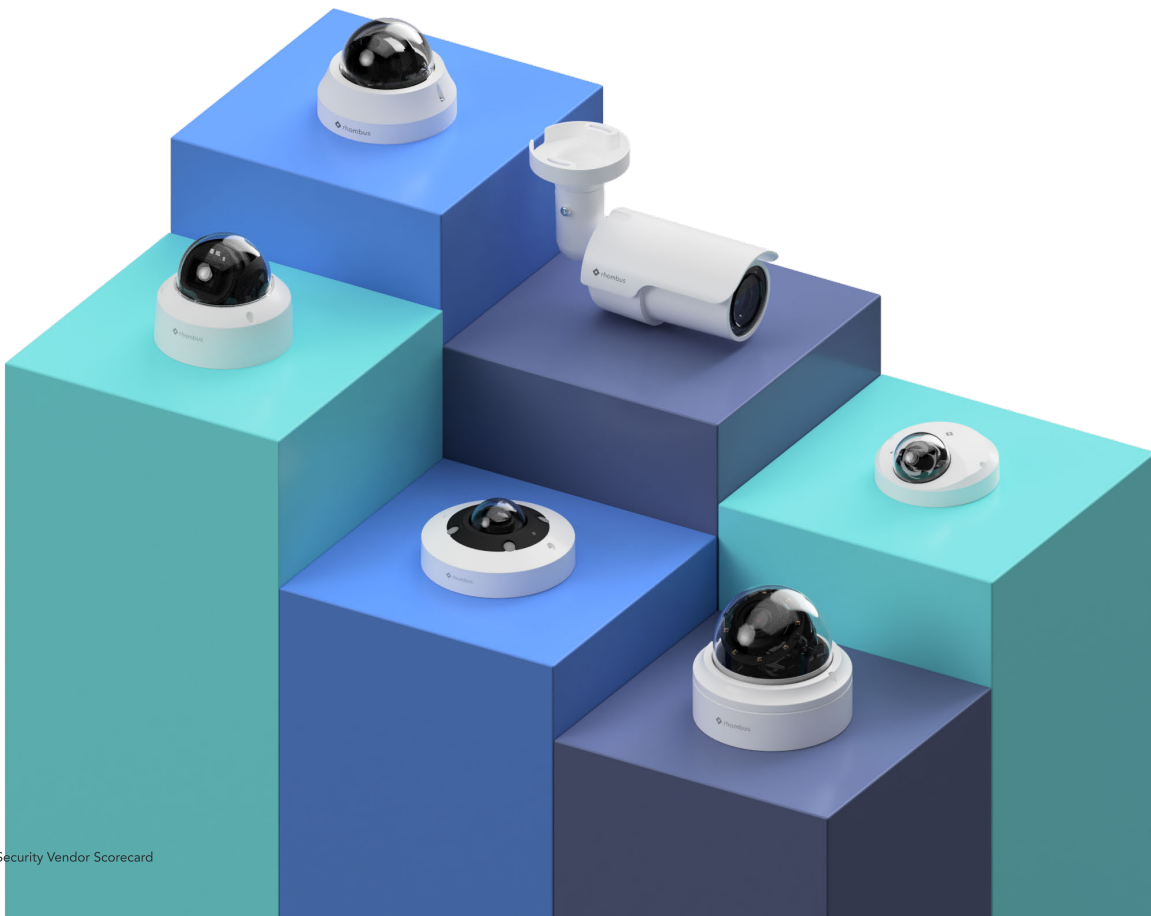


Cameras

The cornerstone of any robust physical security setup begins with cutting-edge cameras, where your chosen vendor should excel. Effortless installation and user-friendly operation, coupled with crisp, high-definition video quality, are paramount for safeguarding every facility.


FEATURES	 rhombus	VENDOR 2	VENDOR 3	NOTES
<p>Optics</p> <ul style="list-style-type: none"> Cameras should be at a minimum 1080p quality and higher. <i>This helps ensure quality captures across your installation.</i> 	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<p>Latency</p> <ul style="list-style-type: none"> Instant high-quality video feeds <i>For example, Rhombus achieves latency of 200-500ms in our latest test, whereas many brands average 2-4 seconds.</i> 	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<p>Warranty</p> <ul style="list-style-type: none"> A 10-year warranty should be expected by consumers in the physical security space. <i>A longer warranty ensures a commitment on camera reliability from the vendor to each client.</i> Easy, no-hassle, replacement for warranted items. 	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<p>Bandwidth</p> <ul style="list-style-type: none"> A high-quality video + audio feed should come in between 530Kbps - 1440Kbps per camera. <i>Any less and the quality may be too low, and more and the vendor may have some optimizations to work on.</i> 	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<p>NDAA Compliance</p> <ul style="list-style-type: none"> Ensures the camera chipset is designed and manufactured by companies that are compliant with US law. 	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	


FEATURES	 rhombus	VENDOR 2	VENDOR 3	NOTES
HIPPA Compliance <ul style="list-style-type: none"> Cameras meet requirements as outlined by the HIPPA Act. 	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Dust/Shock Protection <ul style="list-style-type: none"> Weather Resistance IP66 and greater Impact Resistance IK10 and greater 	<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/>	
Encryption <ul style="list-style-type: none"> Data is encrypted end-to-end 256 AES Mutually authenticated client and server-side certificate verification. Automated Firmware Updates 	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	



Ecosystem

At the core of Physical Security lies an interconnected ecosystem that encompasses more than just cameras; it safeguards both human and physical assets across various dimensions. Leading modern security vendors provide all-encompassing solutions that offer unparalleled ease-of-use and scalability. They seamlessly integrate into the platform and are effortlessly managed from a unified dashboard. Holistic physical security offer a suite of IoT sensors, communication tools, and live alarm monitoring services. These complementary services take your security to the next level and ensure comprehensive protection beyond just video surveillance.


FEATURES	 rhombus	VENDOR 2	VENDOR 3	NOTES
<p>Live Alarm Monitoring</p> <ul style="list-style-type: none"> • US-Based security center • Able to activate local responders to incidents. • Five-Diamond Certified 	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
<p>Virtual Door Guards with Access Control</p> <ul style="list-style-type: none"> • Real-time door access credential updates • Seamless connection to Microsoft Active Directory. • Two-way intercom with touchless unlock • Door Readers compatible with common RFID standards. • Can connect to CRMs via API 	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
<p>Sensors</p> <ul style="list-style-type: none"> • Sirens + Intercoms • Automated alerts • Loud 80dB or higher • Two-way communication 	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	

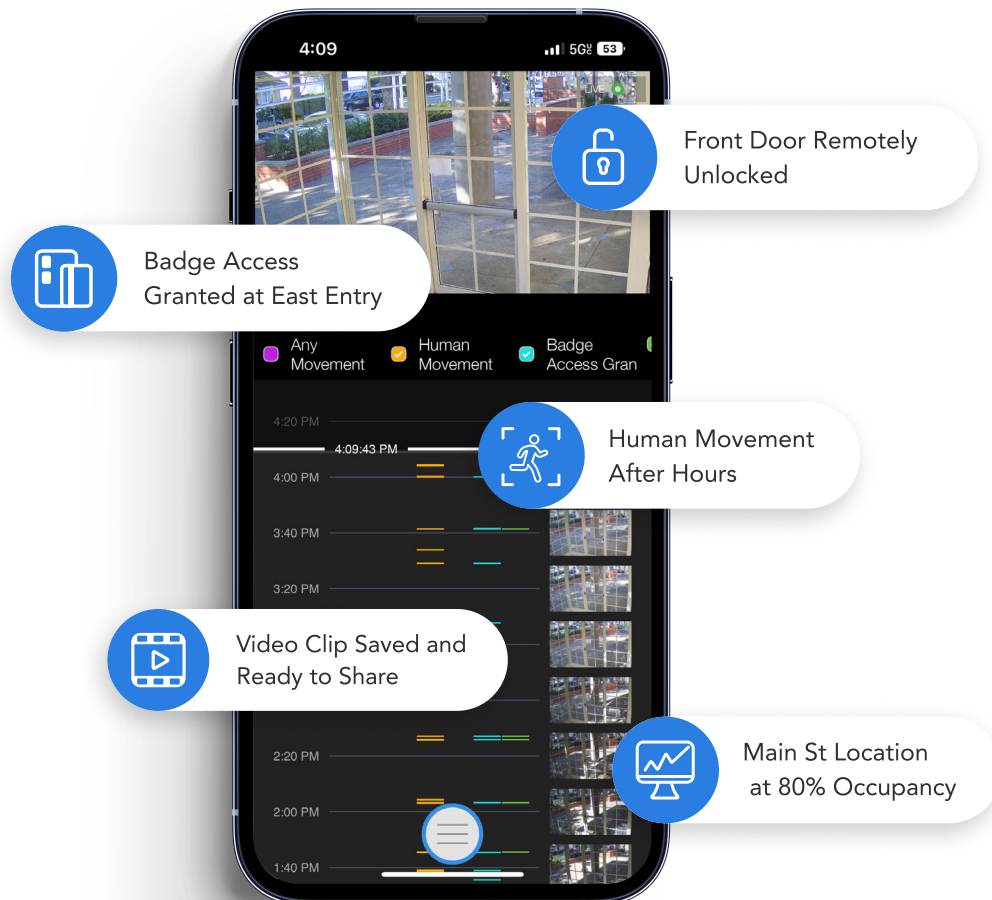
FEATURES	 rhombus	VENDOR 2	VENDOR 3	NOTES
<ul style="list-style-type: none"> • Panic Buttons <ul style="list-style-type: none"> • Easy to program with a correlated action • 5 Year battery life 	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
<ul style="list-style-type: none"> • Motion Sensors <ul style="list-style-type: none"> • Automated alerts • 200 SqFt of coverage per sensor 	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
<ul style="list-style-type: none"> • Environmental Sensors <ul style="list-style-type: none"> • Automated alerts • Temperature • Vape/Tobacco • Humidity levels 	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
<ul style="list-style-type: none"> • Door Sensors <ul style="list-style-type: none"> • Automated alerts 	<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/>	



Customization

In the event that you have pre-existing business-critical systems, it's imperative that your chosen vendor provides robust API documentation and support to facilitate seamless integration. This ensures that your systems can work together effortlessly, maximizing operational efficiency and maintaining business continuity.


FEATURES	 rhombus	VENDOR 2	VENDOR 3	NOTES
<p>Open API</p> <ul style="list-style-type: none"> Documented and open with support from the vendor. 	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<p>Integrations</p> <ul style="list-style-type: none"> Library of pre-built integrations for a large number of commercial and enterprise SaaS products. 	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	



Customer Experience


Physical Security Assessment

Collaborating with the vendor team demands a personalized approach, recognizing and addressing your distinct security requirements with precision. It's important to anticipate that each member of the vendor's team is a seasoned expert in the realm of physical security, equipped with comprehensive knowledge of their product suite. This ensures that every aspect of your security framework is meticulously assessed and tailored to your specific needs, guaranteeing optimal protection and peace of mind.

CUSTOMER EXPERIENCE	 rhombus	VENDOR 2	VENDOR 3	NOTES
<ul style="list-style-type: none">Assessed your exposure and liability as it relates to your facility's physical security.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<ul style="list-style-type: none">Understood the impact of security on your business operations.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<ul style="list-style-type: none">Showcased deep understanding of the business environment and operations to recommend the best physical security solution.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	


Demo

Engaging in a demonstration provides the most effective means to evaluate both the vendor and their team. Utilize your expertise alongside the scorecard to craft insightful questions that guide the discussion, ensuring that you acquire valuable insights into the vendor's capabilities and the expertise of their team members.

CUSTOMER EXPERIENCE	 rhombus	VENDOR 2	VENDOR 3	NOTES
<ul style="list-style-type: none">Featured a practical overview of the physical security dashboard and features.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
<ul style="list-style-type: none">Accommodated deeper dives into features at your request.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

Free Trial

Confident physical security vendors stand behind their products by offering a complimentary trial period. Taking advantage of this opportunity is prudent, allowing you to validate that the vendor not only meets but exceeds your expectations.

CUSTOMER EXPERIENCE	 rhombus	VENDOR 2	VENDOR 3	NOTES
• Ability to try vendors for yourself	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
• Arrived in a timely manner	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
• De-risks your technical evaluation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
• Technical support help you set up and go live.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
• The trial met and exceeded your expectations.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

Rhombus is Rated #1 in Physical Security on G2



Customer testimonials for Rhombus physical security products:

- Nathan P.:** ★★★★★ "Great cameras, great features, and great support."
- Bryce P.:** ★★★★★ "Rhombus is a great service to use and work with!"
- Michael L.:** ★★★★★ "Rhombus is the best cloud product on the market."
- Joe V.:** ★★★★★ "Intuitive, Intelligent Security."

SECTION 3

Evaluation and Decision Making

Now that you have completed the checklist evaluation for each vendor, it's time to analyze the results and make an informed decision.

Sum the Checks

Total the number of checks for each vendor. This quantitative assessment will provide a clear indication of how well each vendor aligns with your organization's needs and priorities.

Collaborate with Your Team

Engage with your team members to discuss the checklist results and share perspectives. Collaborative decision-making ensures that all stakeholders' concerns and preferences are taken into account.

Consider Additional Notes

Review any additional notes or comments you may have made during the checklist evaluation process. These insights can provide valuable context and may influence your decision-making.

Select the Best Vendor


Based on the checklist results, additional notes, and team discussions, choose the physical security vendor that best meets the needs of your organization. Selecting the right vendor is crucial for ensuring the effectiveness and reliability of your security system.

We are confident that you will find Rhombus to be a superior choice, as we strive to meet and exceed your expectations with our powerful yet easy-to-use, fully-featured physical security solution.

Once you have selected the vendor, proceed with the necessary steps to finalize the purchase and implementation process. Should you have any further questions or require assistance, our team is here to support you every step of the way.

Ready to Upgrade Your Physical Security?

 quote@rhombus.com

 916.907.7404

 rhombus.com/live-demo

