VELOCITY VIEW

POV
Outcomes

Executive Report

CAREAR™
A Xerox Company

The Bottom Line

As a high-growth niche player, Velocity View provides visual monitoring and security solutions focused on loss prevention in high-risk, high-visibility, industrial, construction, retail, and community environments. Our mobile security systems are self-contained environmentally friendly and can be deployed within hours with a small footprint.

Our ability to scale our business is highly dependent upon our dealers' and installation partners' capability to efficiently and accurately install our units at customer locations. We need to create and distribute instructional deployment protocols in a simple-to-access and easy-to-update tool that can be used across our dealer and partner networks.

ROI | 823%

Payback | 6 months

Average annual benefit | $1.4M

Our Solution

After a review of available applications, our team selected CareAR. This application provides three key advantages over other solutions:

1. Simplicity in capturing, creating, distributing, and maintaining instructional unit deployment and maintenance content.

2. Accessibility of content in digital formats among our dealers and partners.

3. Ability to visually verify installation accuracy, audit dealer/partner compliance, and integration of content with our field service ticketing system.

The Proof of Value (POV)

Working with CareAR's POV team we conducted a six-week evaluation of the CareAR Platform, including Instruct, Experience Builder, and Assist. We engaged select dealer and partner teams to deploy and test CareAR's impact on three metrics:

1. Installation Compliance Accuracy – First-Time Unit Operational Compliance after 14 days

2. Efficiency / Install Task Verification Audit - Mean Time to Install

3. Dealer / Partner Experience – App Usability and User Satisfaction

"

We now accomplish tasks faster, more accurately, and with improved AR interaction from a dealer and partner enablement perspective. We have significantly reduced technician second and third-time deployments. CareAR Instruct allows us to better organize and share knowledge, and to validate data related to our maintenance operations quality, safety compliance, and reporting requirements. We now have an instructional reference tool that dealers and partners can access coupled with the ability to verify and audit install and service accuracy."

-Robert Frost,
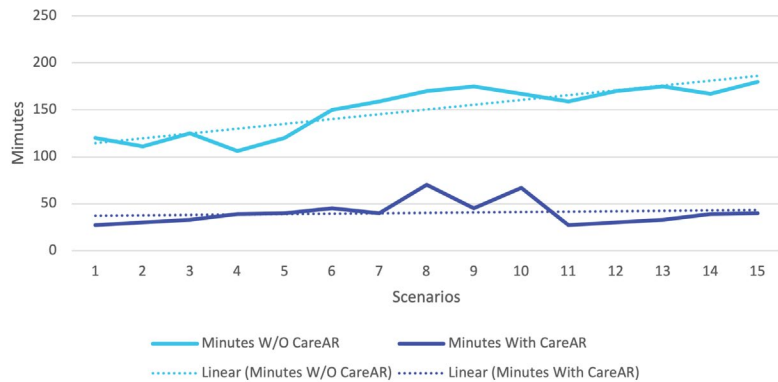 Field Services Senior Director Velocity View

POV Metrics Performance Outcomes

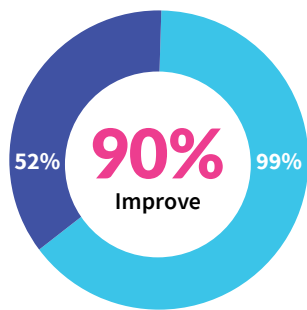## First Time Install Compliance Improvement Dealers
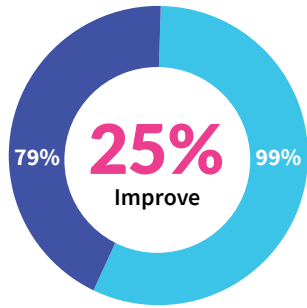
25% Improve
79% 99%

- with CareAR
- without CareAR

Comparitive Minutes Across All Scenarios With and Without CareAR Dealers

Legend: Minutes W/O CareAR — Minutes With CareAR — Linear (Minutes W/O CareAR) — Linear (Minutes With CareAR)

First Time Install Compliance Improvement Partners

90% Improve
52% 99%

- with CareAR
- without CareAR

Comparitive Minutes Across All Scenarios With and Without CareAR Partners

Legend: Minutes W/O CareAR — Minutes With CareAR — Linear (Minutes W/O CareAR) — Linear (Minutes With CareAR)
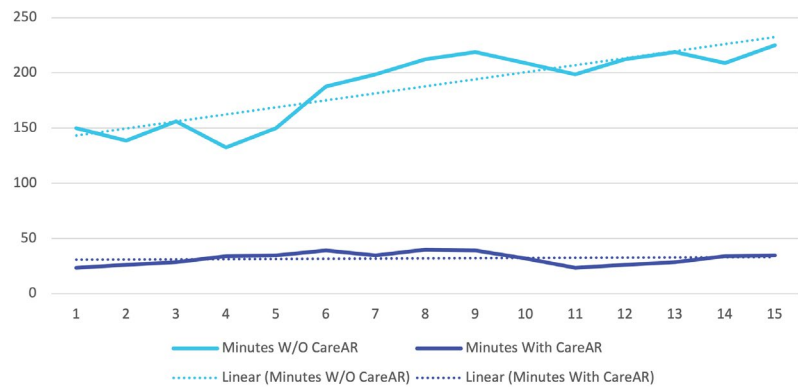
CareAR Platform ROI

Hours	Cost
2.5	Avg. Dealer Installation Time
3.5	Avg. Partner Installation Time
$28.00	Install Average Hourly Rate

Current Annual Expenses					
	Units Installed	Install Hours	Cost	Direct Expense	Total Install Costs
Avg. Dealer Install TIme	20,469	51,173	$29,328,597,270	$293,285,973	$29,621,883,243
Avg. Partner Install Time	20,687	72,405	$41,939,292,962	$419,392,930	$42,358,685,892
Materials			$3,563,394,512	$35,633,945	$3,599,028,457
Other Service Costs			$1,781,697,256	$17,816,973	$1,799,514,228
Totals			$76,612,981,999	$766,129,820	$77,379,111,819
Potential Annual Savings based on Proof of Value Outcomes - Year on Year Assumpted Productivity Improvement					
Velocity View Savings			5%	10%	15%
Avg. Install Time Elimination	**78%**	48,195	50,605	55,424	62,654
Install Cost Savings		$1,349,461	$1,416,934	$1,551,880	$1,754,299
Other Admin Savings	**5%**	$67,473	$70,847	$77,594	$87,715
Total Install Cost Savings		$1,416,934	$1,487,781	$1,629,474	$1,842, 014
CareAR Licenses - Year on Year Assumed Additional License					
Solution Delivery			5%	10%	15%
Content Services	**$0**	$0	$0	$0	$0
Experience Build Services	**$10,000**	$10,000	$9,500	$9,000	$8,500
Other Services	**$0**	$0	$0	$0	$0
CareAR Licenses	**$150,000**	$150,000	$157,500	$165,000	$180,000
Total Deployment Expenses		$160,000	$167,000	$174,000	$188,500
Return on Investment					
Solution Delivery		Year 1	Year 2	Year 3	Year 4
Savings After Expenses		$1,256,934	$1,320,781	$1,455,474	$1,653,514
ROI		786%	791%	836%	877%
ROI - 4 Year Average					823%