

## Cloud Transition Program

Transition physical security workloads to the cloud with peace of mind and minimal operational disruption.

Organizations are shifting their physical security workloads to the cloud. The cloud offers lower operational complexity and costs while also enhancing system scalability and providing access to powerful new functionality.

Despite the benefits, organizations with existing on-premise physical security systems face two significant barriers in migrating their systems to the cloud:

1. Replacing systems in phases is highly complex and error-prone because companies must run two systems for some time.
2. Entirely replacing existing systems upfront can be overly costly due to prematurely replacing a large number of devices that have remaining useful life.

Verkada's cloud transition program helps organizations accelerate their transition to a cloud-managed platform by offsetting sunk equipment replacement costs with a credit against a Verkada purchase. The program allows new Verkada customers to fully migrate their physical security systems to the cloud without navigating high switching costs or temporary but significant system complexity.

If you are interested in applying for this program and meet the criteria below, please fill out the form on this [page](#).

### Additional information

Participation in this program is approved on a case-by-case basis. Please get in touch with your Verkada representative or fill out the form [here](#) for more information and to begin building your one-time discount.

#### Guidelines:

Discounts are available up to \$250 per camera depending on the value of the cameras (quality, storage, recency).

#### Requirements:

- Minimum 100 camera purchase.
- Existing cameras (for replacement) must be under three years old.
- Available to new Verkada customers only.

### How It Works

1. Submit the attached form
2. Work with your Verkada representative and reseller partner to build a quote for your complete Verkada deployment.
  - Include all new devices and replacement devices in the quote.
3. Define replacement costs:
  - When receiving a quote, work with your Verkada representative to identify which devices qualify for the cloud transition program.
  - You may need to provide invoices or warranty information on existing equipment being included in the quote.
  - Once audited, you will receive a one-time discount on your initial purchase to cover all device replacement costs.
4. Receive your rebate:
  - Your final equipment purchase will include the total number of new devices minus applied discounts from the program.
  - Installation costs are not eligible for participation in the program.