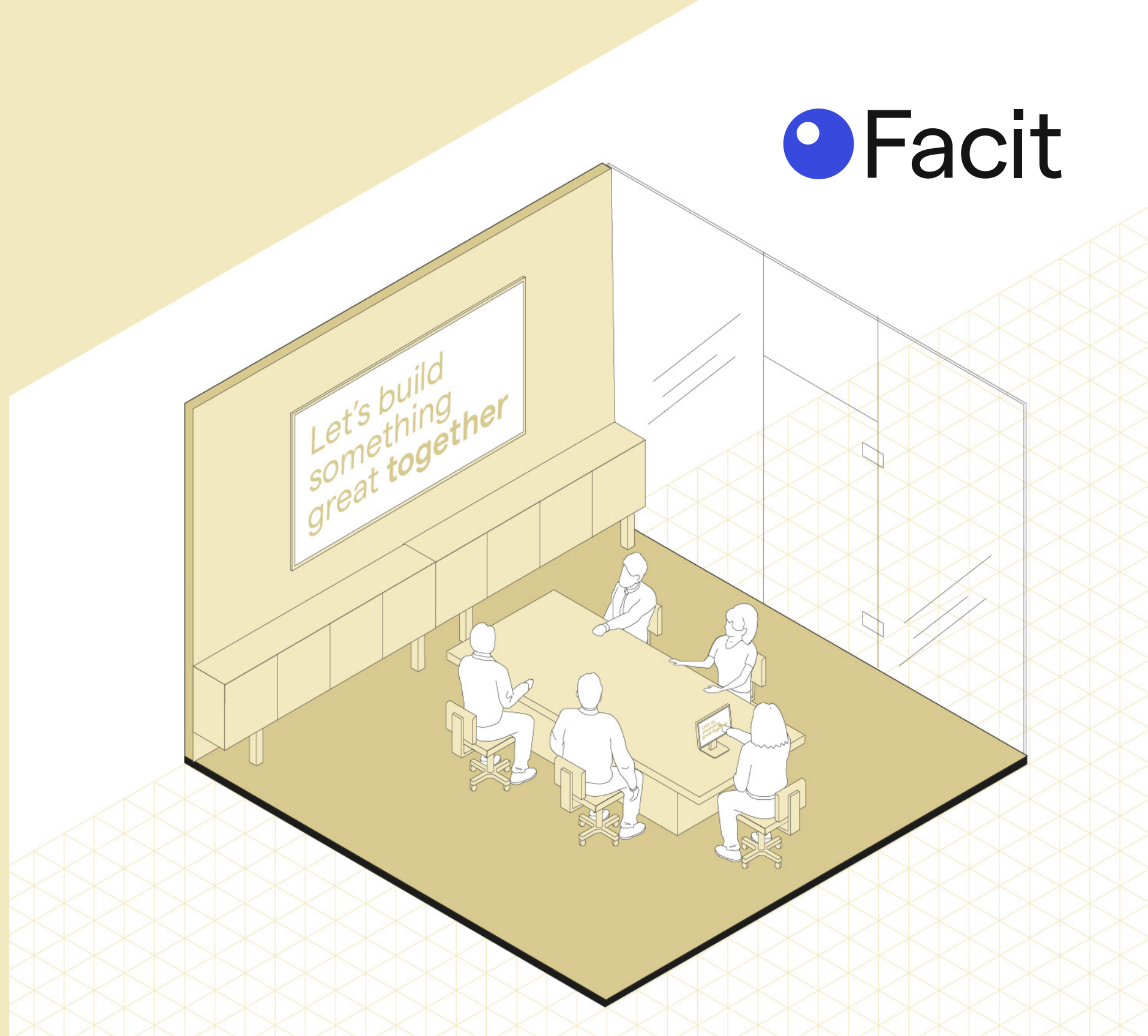# Maximise your profits with Facit

Let's build something great **together**

Facit

Introducing Facit

Facit is a specialist technology company providing video redaction and analytics software to over 80 organisations across the world.

Founded in 2014, Facit software can be found in 14 countries across Europe, North America, Asia and Australasia.

Our on-premise software is developed in house, allowing us to stay ahead of evolving privacy legislation and market needs, while simplifying compliance for our customers.
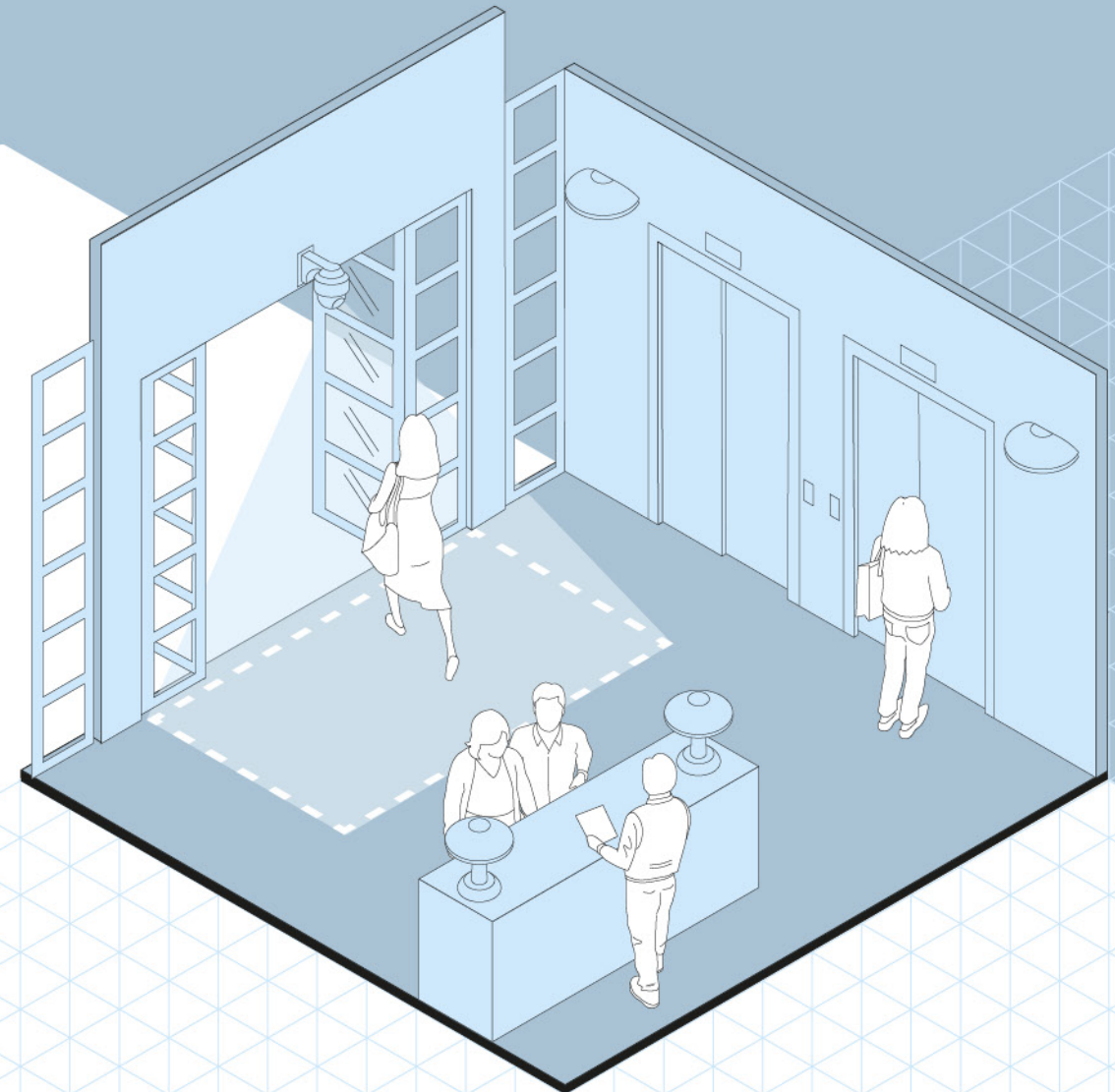
Customers and partners

Why partner with us?

For us, it is truly a partnership approach, focused on collaboration, transparency and shared goals.

Facit's Partner Programme supports you in growing your business portfolio, supporting your customers and enabling you to secure revenue year on year. Our suite of market leading software will fulfil all compliance and data analytics needs for strong, visionary, scalable practices for your customers.

- Add value for the lifetime of the contract with up to 35% channel margin. We offer more than a simple introductory fee – we offer a share of the profit every year

- Growth for your business – reach new customers or enhance existing relationships by offering added value applications to your existing product suite

- Maximise your profits – equip your team with tools and resources to boost software sales

- Innovation for your customers – we build our own software and include additional updates to ensure your customers stay ahead of compliance and data privacy legislation, and best business practices

- Intuitive software – our applications are secure, fast, have a simple user interface and are easy to deploy

- Two-way engagement – to better understand your business and help you sell

- Protect your leads – to safeguard commercial interests as your customers' preferred partner

Two-way engagement

Transparency and engagement is key to the Partner Programme. This is to both understand how to serve your business needs and keep you updated with Facit developments. This includes one-to-one meetings, site visits, webinars, email campaigns and more.

Protect your leads

Our lead registration form enables you to document your opportunities, helping secure your position as the partner of choice and protect you commercially.

A partner portal to maximise your profit

Resources such as brochures, leaflets, case studies, testimonials and videos are hosted on our partner portal. This is to help maximise your sales and revenue opportunities. These are also verticalised and can be tailored with your own logo.

Supporting the sales team

We have created call scripts, play books, battle cards and more to help your sales team in selling the software, ensuring they understand the benefit our software can bring to your customers. We provide as much or as little support as needed; whether that's in-depth - from proof of concept to project completion - or simply providing you with a licence key.
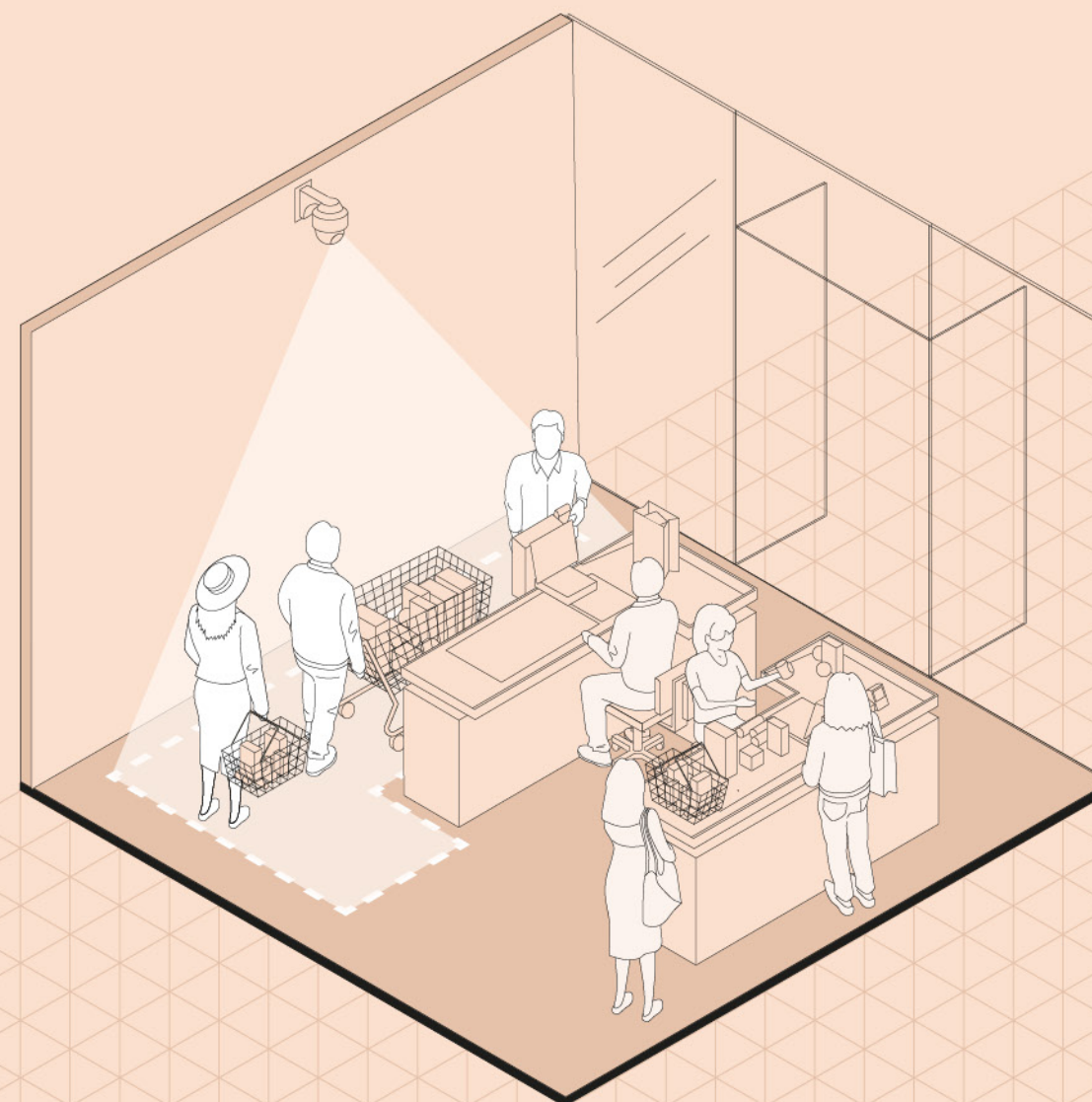
Your own demo software and free trial for customers

We will provide you with demo software which is user-friendly and easy to use, requiring minimal training. We also provide a free trial for customers, which includes a link to our help centre, as well as how to videos, troubleshooting and FAQs to help onboarding.

Supporting your customers

We have a comprehensive onboarding and training process for end users. Training resources are available on demand through our help centre, and the customer success team is on hand to support partners and end users, both online and over the phone. Quarterly webinars ensure your customers are maximising on the benefits of the software. Our internal development team also welcomes feedback to add features and enhance software to ensure your customers always see value, encouraging repeat business.
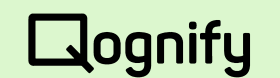
14

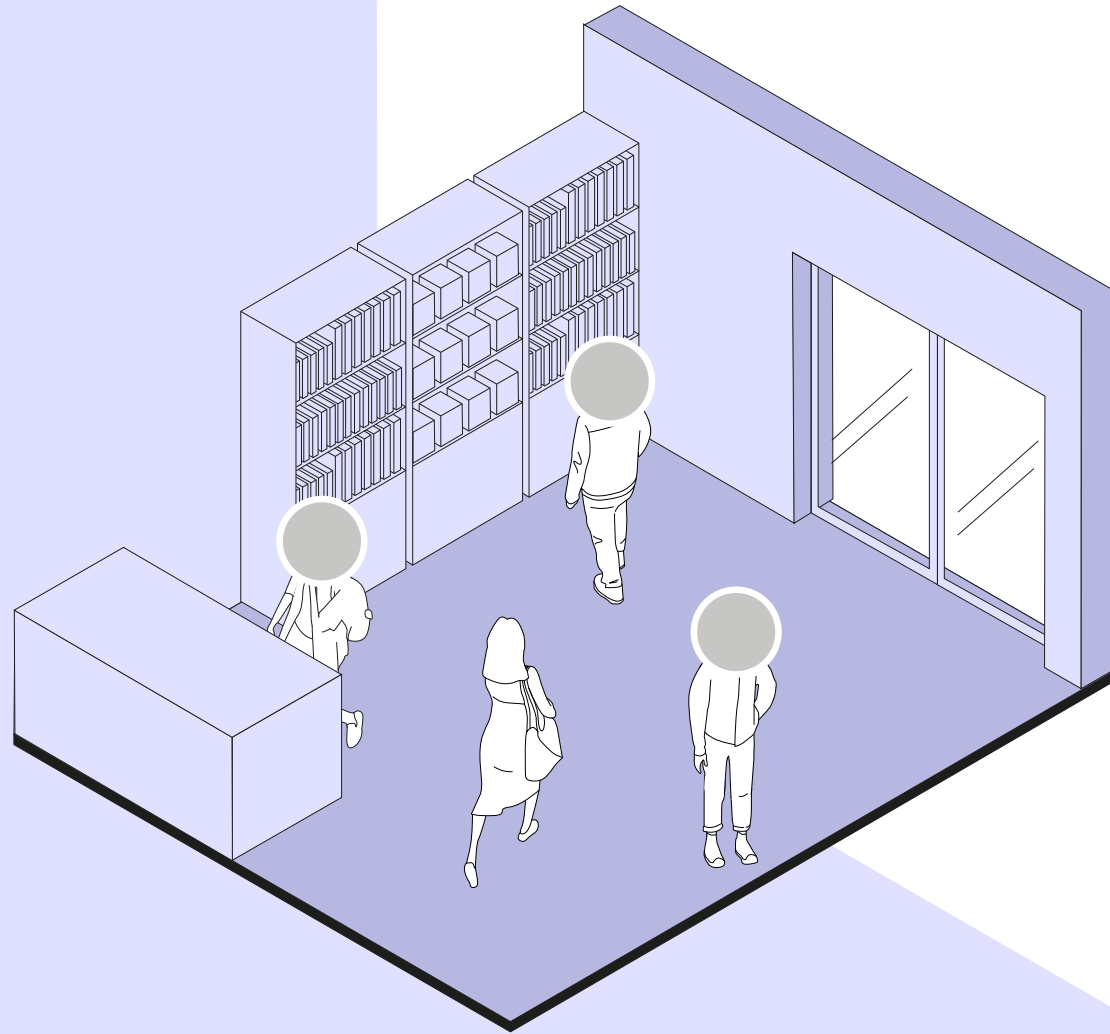countries where Facit solutions are deployed

Associated partnerships across the globe

We have been specially selected as global partners for Axis and Milestone.

- Our analytics software runs directly on Axis cameras

- We have a Live and Playback video redaction plug-in for Milestone XProtect
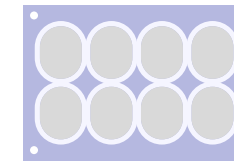
Identity Cloak video redaction software

- Reduced risk with an on-premise solution for complete data protection - no information is held by Facit

- Time efficient process - redact a 6 minute video in 11 minutes

- Auto tracking

- Auto and manual redaction

- Audio redaction

- Import and screen record

- Head, full body, licence plate and custom shape blur

- Trim footage

- Languages: English, Italian and French

- Blur individuals or large groups

- Video types: CCTV, body cam, dash cam, mobile footage and more

- Original file remains unchanged for data integrity

Head blur

Full body blur

Licence plate blur

Video redaction software optimised to operate within XProtect

Live blur

For live footage being monitored by operators, redact heads, bodies and licence plates across cameras in real-time.

- Removes data breach risks
- One-click blur deactivation
- Customisable exclusion and inclusion zones for complete privacy
- Links to alarm functions to trigger blur removal
- Original recording remains unblurred for data integrity
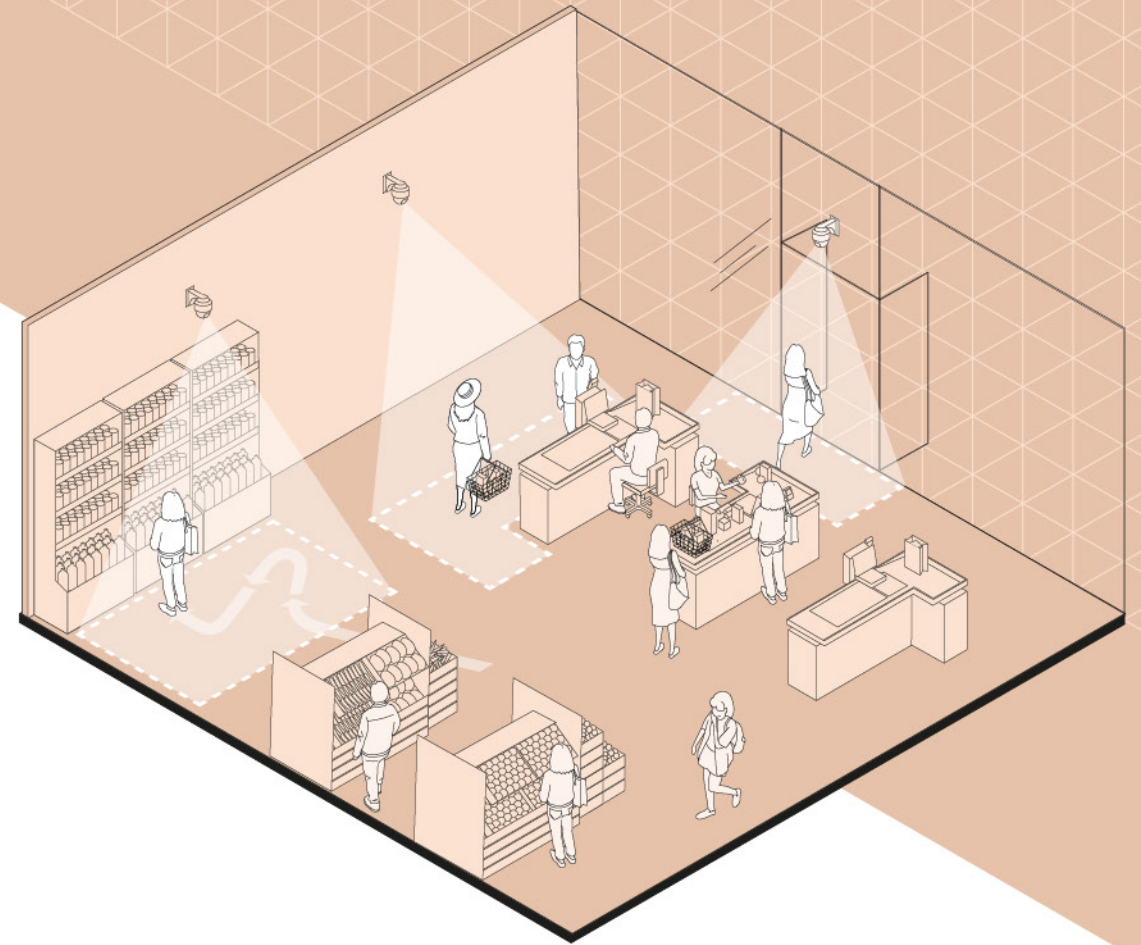
Playback redaction

Redact videos within XProtect; direct from cameras, imports or screen record.

- Roll out plug-in in 10 minutes
- Redact a 6 minute video in 11 minutes
- On-premise solution - no data is held by Facit
- CCTV, body cam, dash cam, mobile phone footage and more
- Auto tracking
- Auto and manual redaction
- Languages: English, Italian and French
- Blur individuals or large groups
- Original file remains unchanged for data integrity

milestone

Video analytics

- Built around existing CCTV infrastructure - plug and play

- Accurate analytics in both indoor and outdoor environments

- Get accurate real-time results

- Utilises perspective view cameras

- Minimum setup and configuration requirement - easy to deploy for large scale rollouts

- Reporting dashboard included with the software

- Smart alert for instant updates across our suite of technologies

Slip, trips and falls
- Instantly detect a slip or a fall to provide immediate assistance
- Recieve real-time alerts to prevent serious injuries
- Ensure people's safety, even in unmanned areas

Smart Count
- Count the number of people entering and leaving the premises
- Receive alerts after reaching occupancy limits
- Measure foot traffic indoors and outdoors

Smart Queue
- Receive alerts for wait time and queue length
- Identify peak and off-peak times for better staff management
- Provide accurate wait time estimates across multiple camera views

Smart Zone
- Know how long people spend in a given area
- Track how many people enter the area over time
- Get a better understanding of their behaviour, including gender breakdown

Trolley Analytics
- Count the number of trolleys entering/ leaving the premises
- Identify people entering or leaving with or without trolleys
- Get live alerts for trolley pushouts

Real-world applications

Retail

- Evidence in incident management eg theft, abuse
- Licence plate redaction enables evidence for car park fines
- Live redaction to protect personal identifiable information

Local governments

- Quickly redact footage to share with police for incident investigations
- Automatically redact faces, signage and licence plates
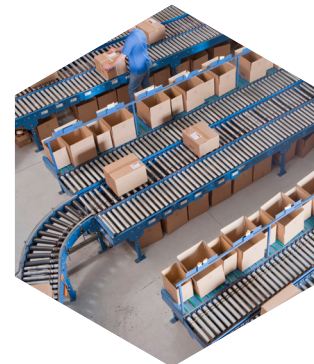- Fixed cost for budget certainty and forecasting

Education

- Ensure your duty of care and safeguarding: comply with laws such as Children Act 2004 and FERPA
- Blur crowded areas, from playgrounds to student unions
- Quickly process footage to respond to incidents

Healthcare

- Full screen blur to protect patient and staff privacy
- Quickly process videos to share with law enforcement or investigators
- Fixed cost for budget certainty and forecasting

Transport and logistics

- Enables evidence of fare dodging to maximise on fines
- Evidence in incident management eg bus accidents, altercations between passengers
- Easy to blur personal information eg passport, address labels

Venues and museums

- Automate blurring for crowded areas, only de-blur persons of interest
- Minimal training, easy and quick to use
- Quick evidence in incident response and investigation

Testimonials

80+
current customers

I have been working with Facit Identity Cloak for a few months now, particularly in processing subject access requests. The software is incredibly useful and user-friendly, with automation handling over 90% of the work.

This has significantly sped up our processes and saved us money compared to our previous video redaction methods. Additionally, the use of local storage rather than cloud storage reassures our clients that their data is secure and less vulnerable to online breaches.

Michael McKerr, Remote Engenieering Service manager, Mitie

After trying several different facial recognition systems, Facit has always come out on top.

Facit saves us time – a 1-minute video takes 8 minutes to process. That's start-to-finish – uploading the video, processing and exporting.

Geoff Shepherd, CCTV Supervisor, Nottingham City Transport

When we place a video in the application it automatically redacts all the individuals within it, which saves the operator significant time in the preparation of the final output.

Ian Taylor, Head of Security, King's College Hospital NHS Foundation Trust

We use Facit because we know we can rely on the system. It's cost-effective, and I don't know another company that can count people with a camera from an angle at this level of accuracy. If I were to recommend Facit to a colleague, I'd say: 'Use it, it works.'

Systems Integrator

The company is in a better position using Identity Cloak. Far better oversight of redaction costs now, whereas it was previously difficult to track spending.

The legal team is happier because Identity Cloak provides a reliable in-house solution, which is increasingly important now that the structures associated with GDPR have taken data protection to even more demanding levels.

Investigations Manager, Major grocery retailer

Facit

Find out more by contacting us or visiting our website

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🌐 facit.ai/become-a-partner

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