

# Win New Markets, Outperform Competitors, and Drive RMR: How Thermal AI Transforms Remote Video Guarding

Many remote video guarding applications rely on **visible cameras mounted on buildings**, leveraging existing security lighting to protect smaller areas near key assets. These solutions are effective for close-range applications, where lights illuminate the area, and cameras can detect intruders reliably. However, problems arise when **protection is needed beyond 90 feet**—beyond the reach of visible cameras and security lighting.



What do you do when **there is no structure nearby** to mount a camera that can cover longer distances where the security risks reside? Installing poles, running power, and extending communications infrastructure is costly and complex. Additionally, even with poles, **visible cameras still require lighting** to function properly at night, making this approach inefficient.

The solution lies in **thermal AI cameras** like SightLogix's SightSensors, which offer reliable detection at longer ranges, and without lighting. Thermal AI cameras can **detect intruders in total darkness, bad weather, and over large distances**—all while minimizing false alarms. With their impressive detection distances, they can be mounted on existing buildings and still reach the far areas of the site, where the intruders are. This edge-based, in-camera capability empowers security dealers to extend remote video guarding services to larger sites efficiently and cost-effectively, adding new applications and customers, and enhancing opportunities for additional Recurring Monthly Revenue (RMR).

## The Problem with Visible Cameras at Long Range

In typical installations, **visible cameras with AI** provide continuous monitoring using built-in infrared (IR) lighting and security lighting mounted on the building. These cameras work well for **monitoring smaller areas close to the asset**. However, when a site requires detection **beyond 90 feet** or in areas with no nearby structures, visible cameras run into several issues:

**Lighting limitations:** Visible cameras struggle to detect in complete darkness unless lighting systems are installed.

**Mounting constraints:** Visible cameras are limited in detection distance. Poles and infrastructure need to be installed to position the camera closer to the target area.

**Higher costs:** Extending power and communication lines for new poles adds complexity and expense.

When visible cameras can't cover these larger or more remote areas, thermal AI cameras become the ideal solution.

## Thermal AI: The Solution for Long-Range Intruder Detection



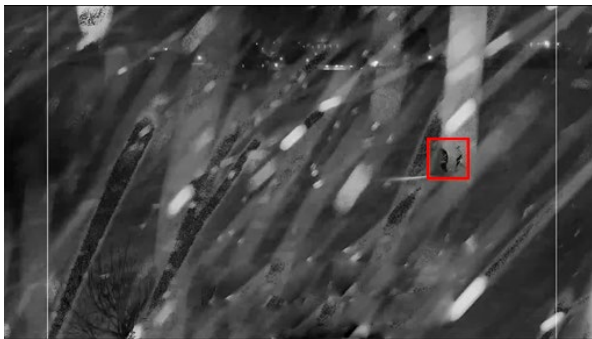
*Car Dealership Protected by SightSensors*

**Thermal cameras detect heat signatures**, allowing them to “see” in the dark, through fog, rain, and other challenging conditions. Unlike visible cameras, they do not rely on external lighting, making them perfect for longer-range applications where lighting is impractical or unavailable.

But the real breakthrough lies in **integrating AI within the thermal video stream, directly in the camera**. This combination ensures high accuracy of detection while filtering out non-threats in real time - in the dark, bad weather, all the time.

## Here's how Edge-Based SightSensors use thermal AI to extend remote video guarding services:

**Long-Range Thermal Detection:** SightSensors reliably detect intruders beyond 90 feet—in fact, hundreds of feet further and wider beyond the range of visible cameras. This means you can mount SightSensors on the building and blanket the site with automated protection.



*Thermal AI Detection in Heavy Snow*

**Performance in Any Weather:** Rain, snow, and fog do not impair thermal AI cameras, ensuring dependable detection in all conditions.

**False Alarm Reduction with AI:** Once a likely target has been identified by thermal analytics, the in-camera AI runs on the thermal video – at the edge - to classify the object as a person, vehicle, animal, or background, ensuring only real threats trigger alerts.

**No Lighting Required:** Because thermal cameras detect heat, they eliminate the need for expensive lighting infrastructure. This means the embedded AI can classify objects as a person, car, animal, or irrelevant background - at night, bad weather, or in total darkness.

**Integrated Visual Verification:** SightSensors are dual-video cameras that combine thermal AI detection with visible video for important color context so you can see what's happening and respond in real time.

## Extending Remote Video Guarding Services with Thermal AI

SightLogix's SightSensor dual-video smart thermal cameras transform how central stations operate, allowing security dealers to cover more sites with fewer resources, enhancing efficiency while reducing costs, offering reliable coverage for many new applications:

**Construction Sites:** Detect intruders 24/7 to prevent theft of equipment and materials.

**Industrial Facilities:** Secure storage yards and loading docks against outdoor theft.

**Logistics & Transportation Hubs:** Protect cargo and vehicles at trucking yards and distribution centers.

**Auto Dealerships:** Address catalytic converter and tire theft with real-time alerts from outdoor lots.

**Substations & Energy Providers:** Detect theft of copper wiring and equipment to ensure uninterrupted service.

**Cannabis Grow Operations:** Safeguard remote or rural grow sites from theft and vandalism.

**Equipment Rental Yards & Storage Facilities:** Deter break-ins and theft at fenced sites housing high-value assets.

## Business Impact: Unlocking RMR and Enhancing Profitability



Thermal AI allows dealers to offer **more effective and scalable security solutions**, especially for large outdoor applications. With **fewer false alarms**, monitoring teams can manage more locations without increasing staff, resulting in higher efficiency and profitability.

**Increased RMR (Recurring Monthly Revenue):** Thermal AI enables dealers to take on new applications that were previously too costly or complex to secure, generating

additional revenue streams. Customers value reliable solutions that prevent costly losses, increasing satisfaction and retention.

Additionally, SightLogix cameras offer **backward compatibility** through firmware updates, allowing existing customers to benefit from thermal AI without replacing equipment—ensuring future-proof solutions for evolving customer needs.

## Conclusion: Delivering Better Security with Thermal AI

When visible cameras and security lighting fall short, especially for long-range applications beyond 90 feet, thermal AI cameras from SightLogix offer the ideal solution. Thermal cameras detect without lighting, perform reliably in any weather, and extend the reach of remote video guarding services to larger and more complex outdoor areas.

By minimizing false alarms and ensuring **high detection accuracy**, thermal AI technology empowers security dealers to **expand their service portfolio, increase RMR, and deliver better results**. Now is the time to grow your business with SightLogix's thermal AI solutions, meeting the outdoor security needs of your customers with confidence.

For more information on how SightLogix's smart thermal solutions can transform your remote video guarding services, contact SightLogix.

## About SightLogix

For twenty years, SightLogix smart thermal cameras have been solving outdoor security problems at sites where detection matters. It's our passion and mission to deliver highly reliable and easy-to-deploy security systems with edge-based Thermal AI, long and wide area coverage, and geo-spatial target tracking, purpose-built to help you succeed.

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