



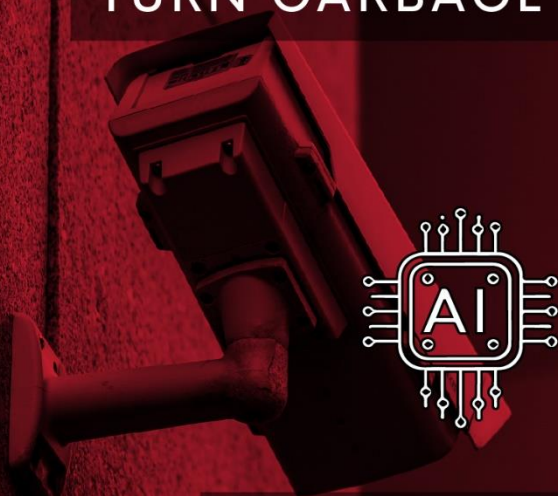
GET THE BOOK
INTERNATIONAL PRICING



"SEE WHAT THE CAMERA SAW"

IN 95% LESS TIME

KNOW WHAT YOU DON'T KNOW
TURN GARBAGE TO GOLD



BUILD 'BETTER' AI
POWERED BY DAILY AUDITS

100+ SECTORS - AIRPORTS TO ZOOS

GAUTAM D. GORADIA

Welcome to the COM-SUR Channel Partner program.

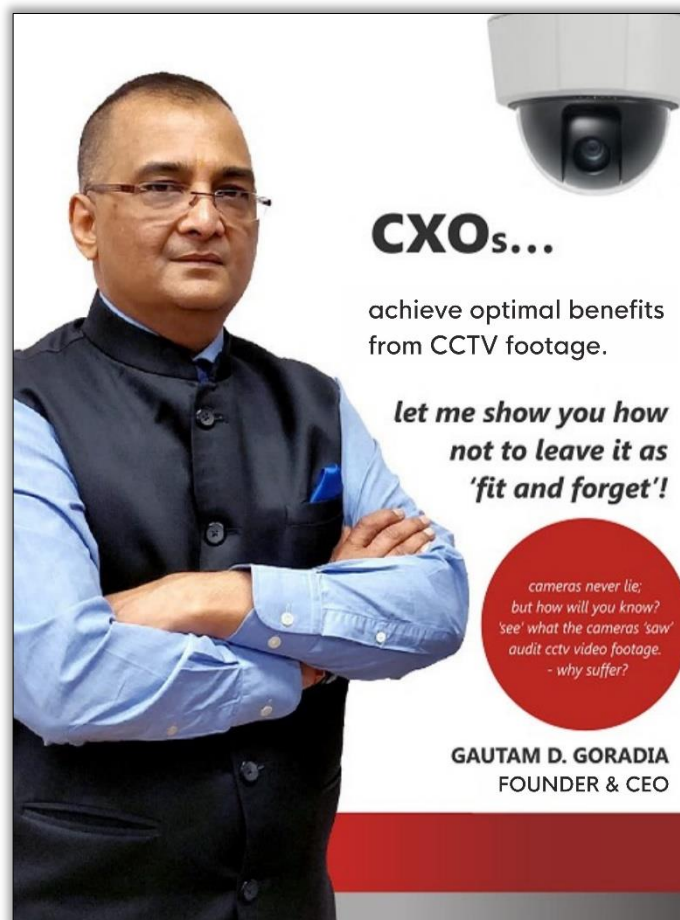
Our goal is to provide our partners with the resources and support they need to help their prospects and customers achieve optimal outcomes and actionable insights from CCTV/video surveillance.

This document is designed to answer some common questions and provide guidance on how to make the most of our program. You'll find key features and benefits of the program as well as the best practices for a successful partnership. Whether you're a new or existing partner, we hope you find this document useful. If you have any questions or concerns, please do not hesitate to reach out to us for clarification.

See What the Camera Saw – The Footage Whisperer

Authored by our Founder and CEO, "See What the Camera Saw – The Footage Whisperer" is a world-first compendium that transforms how we perceive and utilize CCTV surveillance. This comprehensive guide transcends conventional boundaries, serving as an essential text for various stakeholders within the CCTV ecosystem. Delve into 100+ business verticals (from bustling Airports to serene Zoos), read about some important topics related to COM-SUR, and discover how this compendium uncovers hidden insights, converting dormant cameras into active guardians. Purchase the book from Amazon at:

<https://tinyurl.com/fa39vuu6> - download the first three chapters from here: <https://tinyurl.com/3jkbmezcz>



Overview - The future of visual intelligence

Our journey began with the realization that CCTV was vastly underutilized. To address this gap, we built 'COM-SUR', the world's only CCTV video footage auditing, smart backup, and intelligent incident reporting software. What started as a focused surveillance tool has since evolved into a deep-technology infrastructure layer. True to its ethos — "We help people know what they don't know — in minutes" — COM-SUR creates an Executive Summary of 24 hours of surveillance footage, turning overwhelming video into structured, explainable intelligence.

At its core, COM-SUR is an imaging productivity suite that brings structure and standardization to visual data. Just as MS Office became essential for document workflows, COM-SUR fills the gap in visual workflows, with surveillance as its proven foundation, now extending into medical and multi-industry domains. COM-SUR enables enterprises, governments, and institutions worldwide to extract explainable and actionable intelligence from visual data.

Technology and Patents

Built on a .NET and SQL platform, patented (with additional patents pending) COM-SUR is the missing layer in surveillance. It works with all imaging sources (CCTV, drones, body-worn, dashcams, medical, satellite, underwater (ROV), mobile) and VMS (COM-SUR is compatible with standards-based VMS platforms that render decoded video via OS-managed viewports. GPU-rendered or AI-only consoles may require fallback strategies), regardless of brand.

Government Validation

Ministries of Skill Development and Education, India: We collaborated to create the world's first NOS (National Occupation Standard) for the 'CCTV Video Footage Auditor' skill, to be introduced as a

vocational subject for grades 11 and 12. COM-SUR is cited as the official 'auditing' tool in the Participant Handbook. Mandates exist for schools in some regions in India to audit their footage daily. Similar mandates can be expected to follow globally.

The Problems/Solutions

Problem (1): Too Much Data, Too Little Insight. Surveillance systems generate massive video data, but turning it into timely, actionable intelligence is a challenge — example, for just 16 cameras, conventional DVR/NVR/VMS systems must process 34.56 million frames per day (16 cameras × 25 fps × 24 hours). Fast-forwarding skips frames, while decoding every GOP (group of pictures) creates heavy CPU/GPU load, I/O thrash, random seeks, buffering, and jitter—making comprehensive review practically impossible. While AI/ML tools assist, they're costly, complex, and often miss site-specific or contextual cues.

Solution (1): COM-SUR converts continuous video into a sequence of time-stamped images at a user-defined cadence (default: one second). Each image reflects the exact visual state of that moment across all active camera views, preserving the full timeline without the heavy data load of traditional video. This transforms continuous video streams into 86,400 audit-grade images per day per viewport (3600 per hour × 24 hours), dramatically reducing data volume while preserving the complete timeline. When multiple cameras are displayed at a time simultaneously)—such as in a 4×4 grid—COM-SUR records the entire composite view within a single frame. This reduces infrastructure strain, cuts review time by ~95%, and ensures audits remain humanly feasible and institutionally reliable. This addresses the core challenge: "We don't have time to review footage as a daily SOP." COM-SUR's smart media player then offers multiple playback methods, synchronized views, and forensic filters such as gamma and false colour— enabling 24 hours of

footage to be audited in minutes with greater efficiency and user experience.

Problem (2): Vanishing Data and AI Model Stagnation. AI models increasingly rely on static, outdated datasets. With expanding restrictions on public data and no access to private CCTV footage due to privacy rules, models face data exhaustion. Without fresh, site-specific inputs, AI struggles with accuracy, adaptability, and relevance.

Solution (2): ‘Better AI’ Through Site-Specific Frontier Data. COM-SUR generates continuous, time-stamped, site-specific data from surveillance feeds—otherwise unavailable to AI providers. COM-SUR’s Daily CCTV Footage Auditing Chart strengthens RLHF and XAI, enabling AI models to improve within dynamic, context-rich environments.

Problem (3): Centralised Surveillance Struggles. Centralised surveillance faces bottlenecks in storage, backup, and remote monitoring. Streaming large video files across sites is bandwidth-heavy, prone to overwrite risks, and inefficient for distributed teams.

Solution (3): COM-SUR’s Smart Compression and Data Resilience. By reducing terabytes of video into lightweight, time-stamped image datasets, COM-SUR creates an institutional library and makes backup and disaster recovery efficient (cloud-ready: Dropbox, OneDrive, etc.). More importantly, auditors can securely access COM-SUR at the site itself via remote desktop tools provided by Citrix, Microsoft, or AnyDesk—enabling full review without streaming heavy video. This ensures scalable, resilient, and cost-efficient centralised auditing across locations.

Additional Differentiators

Alongside solving data overload, bandwidth constraints, and data resilience challenges, COM-SUR adds workflow features that speed up investigations and strengthen compliance:

(1) Synchronized Playback: COM-SUR’s ‘RIP-IT’ tool extracts frames from multiple videos, enabling seamless side-by-side playback for cross-camera correlation.

(2) Standardized Reporting: COM-SUR generates incident reports in an ‘intelligent’ PowerPoint template, embedding the video or frames directly into a 5Ws+1H (what, when, where, why, who, how) template. This ensures that ‘everyone speaks the same language’, leaving no scope for confusion, ease of sharing, and faster decision-making. Having provided the above overview, here are the answers to some basic questions that may cross your mind:

Q 1: Where will COM-SUR be useful?

Wherever there is a surveillance camera! COM-SUR’s use cases range from an airport to a zoo (A to Z). For the police/LEA/defence forces, it is a great investigation and productivity tool besides offering benefits from community policing and crowd sourced surveillance as more stakeholders start to audit their own footage.

Q 2: What type of cameras/VMS does COM-SUR work with?

COM-SUR works with all types of existing cameras/VMS (COM-SUR is compatible with standards-based VMS platforms that render decoded video via OS-managed viewports. GPU-rendered or AI-only consoles may require fallback strategies), video analytics software (brand/type agnostic). It works with CCTV, drone/UAV, body-worn, dashcam, and mobile cameras.

Q 3: What are the benefits that people can hope to achieve with the dedicated use of COM-SUR?

a) COM-SUR helps users audit hours of surveillance footage in 95% less time (conditions apply). This time saving encourages people to “see what the cameras saw” as a daily SOP. Auditing

helps unlock 'hidden' information which can lead to multiple benefits like crime and loss prevention, faster crime solving, threat and hazard risk mitigation, operational efficiency improvement, root cause analysis, compliance enhancement, TQM, improvement in health and safety matters, and enhanced homeland security through public participation. Quicker corrective and preventive actions lead to continuous improvement (Kaizen) in every area.

b) Dramatic reduction of data size and a very inexpensive disaster recovery mechanism.

c) Ease of creating standardized reports in PowerPoint that deliver business intelligence.

d) New business opportunities of a CCTV video footage auditing service. An end-of-day audit report can enhance customer profits and deliver benefits to them in every area.

Q 4: Who does COM-SUR benefit at an organization?

From a CEO to a CSO. Every functionary will benefit from actionable intelligence that otherwise remains buried within the footage. Please refer to the link below for more details:
https://comsur.biz/index.html#not_just_about_cri_me

Q 5: How is auditing different from live monitoring?

Auditing is fundamentally different from live monitoring because it involves a systematic review of recorded CCTV footage, rather than the continuous real-time observation of video feeds. While live monitoring requires operators to watch

multiple feeds at once and respond instantly, it is often hampered by challenges such as video blindness, short attention spans, monotony, operator bias, and even lapses when operators are away from their seats.

In contrast, auditing removes the pressures of real-time response. It allows analysts to carefully examine footage with focus, using technology, tools, and expertise to identify incidents, detect anomalies, and uncover patterns or trends. This dedicated process makes auditing more thorough and reliable, providing deeper insights that are often missed during live monitoring.

Besides, not everyone has a dedicated team of operators. Therefore, it is important to have a specialized tool that makes it possible for every user to audit his/her own footage. That tool is COM-SUR! Moreover, auditing creates a structured record of findings that can be handed over seamlessly to the next shift through a proper *pass-down* log (shift handover), ensuring operational continuity and accountability.

Q 6: Tell us something about COM-SUR's standardized reports.

Besides what has been explained earlier, other reports that COM-SUR generates in Word, Excel, PDF deliver added benefits including the ease of creating lists and posters of mugshots.

Q 7: What is the competition scenario for COM-SUR, and how is it priced?

Patented (and patents pending) COM-SUR is a comprehensive solution. Our research indicates that there isn't a single technology that is even remotely close to COM-SUR. COM-SUR is

reasonably priced based on the version segmentation and the number of cameras.

Q 8: Does COM-SUR come in different versions? What are the differences between them?

Yes. As of date, there are 6 Versions:

‘HOME’, ‘BASIC’, ‘BUSINESS’, ‘PLUS’, ‘PRO’, ‘ULTIMA’

Link: https://www.comsur.biz/COM-SUR_Versions_Comparison.pdf

Q 9: What are the system requirements for running COM-SUR?

Link: https://www.comsur.biz/COM-SUR_System_Requirements.pdf

Q 10: We can play back the footage through our DVR/NVR/VMS. How is COM-SUR different?

While there is a detailed White Paper on this topic in the USE CASES section of our website, here is a basic comparison of traditional video playback methods with COM-SUR's innovative image approach for playing surveillance footage. The analysis covers data size and complexity, processing efficiency, user experience, resource optimization, as well as additional features like forensic filters, and multi-camera zoom/pan offered by COM-SUR.

Also, as explained earlier, as opposed to COM-SUR's approach, conventional DVR/NVR/VMS systems must process millions of frames which creates heavy CPU/GPU load, I/O thrash, random seeks, buffering, and jitter—making comprehensive review practically

impossible. Please see page 9 for a comparative table on this subject.

Q 11: What is 'BETTER' AI about? We have heard about AI, but what is 'BETTER' AI - What is COM-SUR's role in it?

As mentioned earlier, ‘BETTER’ AI is an innovative approach that addresses key limitations of traditional artificial intelligence. Unlike generic AI models that are typically trained on vast but generalized datasets, ‘BETTER’ AI emphasizes the importance of continuous, site-specific data generation and human-led insights. It builds a smarter, contextually aware AI ecosystem by using real-world, site-specific data, making it better suited to handle the dynamic, nuanced conditions present in real-life environments.

‘BETTER’ AI incorporates Reinforcement Learning from Human Feedback (RLHF), ensuring that AI models are constantly refined through real-time human feedback loops. This human-in-the-loop approach enhances AI adaptability and accuracy, addressing biases and data limitations present in standard AI training.

COM-SUR plays an instrumental role in achieving ‘BETTER’ AI. COM-SUR serves as a continuous data generator for AI models, especially in scenarios where specialized, contextual information is needed. By allowing organizations to extract site-specific insights from a wide range of video sources (CCTV, body-worn cameras, dashcams, drones, etc.), COM-SUR provides AI models with an invaluable flow of real-world data, tailored to the unique operational needs of each site. COM-SUR is designed to work with any type of camera, including legacy systems, which makes it accessible to a broad spectrum of businesses and

organizations without requiring advanced AI hardware or AI-enabled cameras. This feature democratizes AI, allowing even smaller entities to benefit from AI's potential without incurring substantial infrastructure costs.

THE COM-SUR DAILY CCTV VIDEO FOOTAGE AUDITING CHART

The COM-SUR Daily CCTV Video Footage Auditing Chart is a tool that is to be used by customers to provide regular, actionable feedback to AI solution providers. By auditing CCTV footage daily, customers can use this chart to compile insights that include patterns, anomalies, and behaviours observed across surveillance footage. Each audited day contributes to a progressively refined dataset, allowing AI providers to fine-tune their models in alignment with specific, real-world inputs rather than relying solely on static or synthetic data.

Download our detailed White Paper on the subject from here:

[https://www.comsur.biz/White_Paper_-_Better' AI - Powered By COM-SUR.pdf](https://www.comsur.biz/White_Paper_-_Better_AI_-_Powered_By_COM-SUR.pdf)

Ask us these questions during an online session:

Q 1: Some customers have hundreds/thousands of cameras. How can they audit so many cameras?

Q 2: For the software to convert video into images continuously, the computer needs to be kept on 24/7/365?

Q 3: Some organizations are not allowed to keep their monitors on to save electricity. In this case, how will COM-SUR convert video into images?

Q 4: What would happen if the computer on which COM-SUR is installed got stolen or is compromised?

Q 5: How does COM-SUR reduce the data size? Also, how much bandwidth will be required for COM-SUR?

Q 6: Is there a need for any additional software like MS Office?

Q 7: What is the Channel Partner discount?

Q 8: What are your support and licensing policies? What about annual maintenance and upgrades?

Q 9: What about the sales territory and how will you protect us if other Channel Partners or customers approach you?

Q 10: We read about COM-SUR's National Service and Societal Purpose. While this is a great gesture for India, and society in general, how will we make money?

Q 11: Marketing and Sales Collateral: Can we access marketing materials, sales presentations, and other collateral to help us promote COM-SUR to our customers?

Q 12: How frequently does COM-SUR release updates or new features? Will we have access to these updates, and how will they be communicated?

Q 13: Growth Opportunities: Beyond selling the software, are there opportunities to offer additional services, such as consulting, implementation, or training, to our customers?

Q 14: All this seems great. One final question. Doesn't all this seem very different from what the surveillance industry is used to? What if the auditor does not do a good job? And won't the customer need more resources?

We are convinced. What are the next steps?

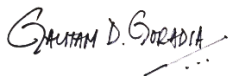
Upon receipt of your email evincing interest in becoming our Channel Partner, we will send you our standard COM-SUR Channel Partner Agreement for further action. Once we complete this formality, we will send you the following documents:

(1) Our standard COM-SUR Channel Partner Price List

(2) Pre-training preparations document:

This is a very detailed document that lists out the preparations to be made by the relevant people at your end before we can commence with the training. The document also contains the setup files for you to download the software and other needed instructions.

Thank you once again for showing interest in coming onboard as a COM-SUR Channel Partner. We welcome you whole-heartedly.



Gautam D. Goradia
Founder and CEO

COMPARING PLAYBACK OF COM-SUR WITH A STANDARD DVR/NVR/VMS

Aspect	Traditional Video Playback	COM-SUR
Data Size and Complexity	High data volume due to continuous video streams	Reduced data size and complexity with discrete images
Processing Efficiency	Strain on hardware resources, potential performance issues	Optimized playback efficiency, smoother navigation
User Experience and Analysis	Challenging analysis due to rapid frame progression	Clearer view, easy navigation, detailed analysis capabilities
Resource Optimization	High resource consumption impacting system performance	Reduced strain on system resources, efficient playback
Additional Features	Limited capabilities for forensic analysis, zoom, and pan	Advanced forensic filters, multi-camera zoom/pan capabilities

Conclusion: COM-SUR's image-based approach not only addresses traditional challenges in surveillance review but also offers additional features like forensic filters and multi-camera zoom/pan, enhancing the overall effectiveness of surveillance operations. This innovative approach ensures smoother navigation, clearer insights, and efficient utilization of hardware resources, making it a valuable tool for very quick, efficient and comprehensive surveillance analysis.

The White Paper on this topic can be accessed from here:

https://www.comsur.biz/White_Paper_-_Surveillance_Video_Playback_Revolution.pdf