EITT FINAL PRESENTATION

INTELIVIEW

AI-POWERED SURVEILLANCE EFFICIENCY

EITT | Group 11 | 26/05/2026

THE EXISTING PROBLEM

SURVEILLANCE OPERATIONS DEPEND A LOT ON EXHAUSTIVE HUMAN MONITORING

Companies allocate large operational teams to process footage that AI can filter automatically

HOW CAN INTELIVIEW SOLVE THE PROBLEM?

WE INTEGRATE AI MODELS IN SURVEILLANCE CAMERAS TO:

01

FILTER LOW-VALUE SURVEILLANCE INFORMATION:
SECURITY OPERATORS PROCESS MORE CAMERAS EFFICIENTLY

02

REDUCE FALSE ALARMS WHICH WASTE TIME AND MONEY

INTELIVIEW

The Team

Pedro
Designer

Control

Francisco
Engineer

Control & AI

Guilherme
Communicator

Computer Science

Bernardo
Engineer

Control

Carolina
Manager

Electronics

Samir
Business Planner

IT

Market Insights

1

Growing Trust in AI Surveillance

2

High-Margin Market Driven by Continuous Innovation

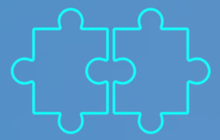
3

Operational ROI Depends on Scale and Market

HOW WE'LL SELL OUR PRODUCT

Revenue source

Recurring SaaS subscription model



Channel

Direct B2B sales to security companies

Scale

Designed for operations managing dozens to a few hundred cameras

How to convince the clients

Pilot deployments in real customer environments & technical demos

Obstacles you may find so far

Lack of training data

Effectiveness

Low margins due to expensive resources

WHAT RESOURCES DO WE HAVE TO OVERCOME THE OBSTACLES?

1

Training data is obtained online, provided by clients, who act as partners, and also generated synthetically.

2

AI surveillance models are becoming highly effective and sufficiently general across similar operational environments without requiring major modifications from client to client.

3

We have the intellectual resources in our team to develop and integrate the models into existing CCTV systems, which absorbs a lot of the potential cost.

Activities to perform

They add costs!

1

Enterprise sales

Human resources for pilot deployments (with server), meetings and continuous contact.

2

Continuous optimization

New training data, tuning of models, problem solving.

3

Integration

Integration of the models on CCTV systems of new costumers

Computed Costs

Technical support for continuous optimization

Enterprise sales

Infrastructure - AI cloud inference & processing setup

CAC

6000€

LTV

45000€

MILESTONES

MONTH 3

FIRST PROTOTYPE

MONTH 5

FIRST PILOT DEPLOYMENT

MONTH 7

CONTRACT SIGNING

MONTH 16

15K REVENUE

MONTH 33

30K REVENUE

THANK YOU FOR YOUR ATTENTION!

ADDITIONAL SLIDES

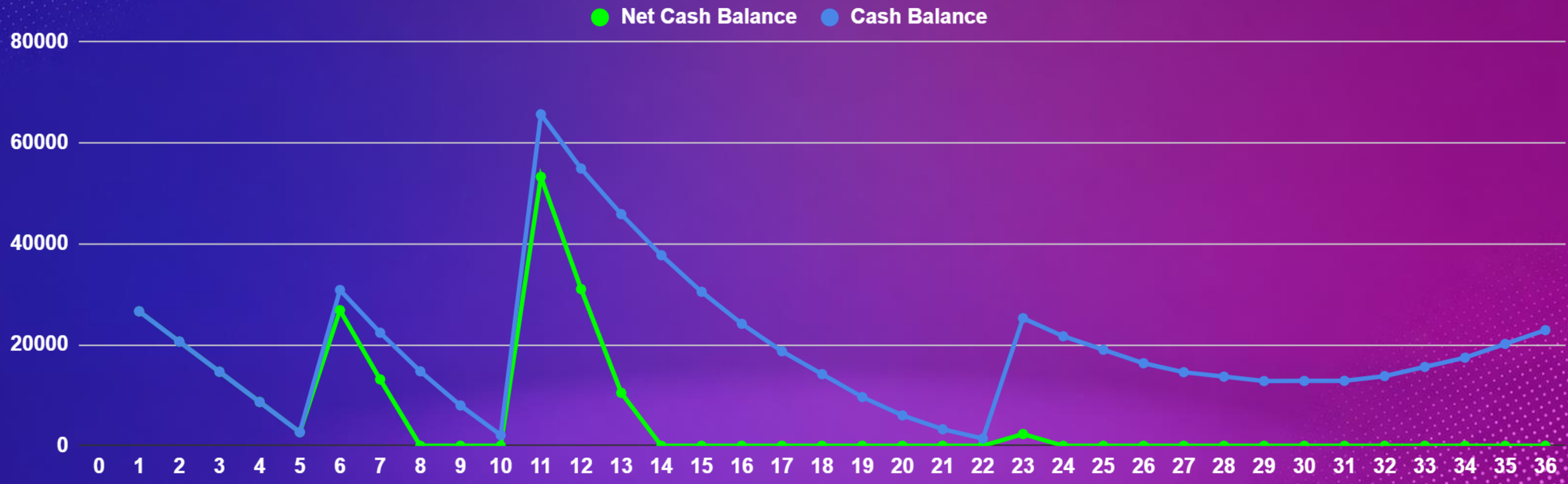
THE VALUE OF LTV

LTV = (SUBSCRIPTION - COGS)/ CHURN = (1250 - 350)/0.02 = 45000€

1. SUBSCRIPTION REVENUE = 1250€
2. COST OF GOODS = 350€
3. 2% CHURN

Values per month

FINANCIAL TIMELINE



FINANCIAL TIMELINE
RESULTS MONTH 36

Total Investment	Total CAC	Total Revenue	Estimated Exit Value
182 500 €	186 000 €	599 000 €	1 671 250 €

PRICING EXPLAINED

Tier-Based subscription

Number of verified alarms per month

< 50 000 = 625 €
50 000 - 100 000 = 1250 €
100 000 - 150 000 = 2250 €
150 001 - 250 000 = 5000 €
> 250 000 = 10 000 €

Example:

In 2022 Securitas Direct received ~210 000 alarms per month with 70 operators

https://www.securitymagazine.pt/2022/04/27/securitas-direct-a-central-de-recepcao-de-alarmes-e-o-coracao-da-empresa/