Computer Vision Buyers Guide

Ask the following questions for each vendor you're evaluating and determine a score for each category. If any questions are hard to answer, engage the vendor in an interview, demo, or evaluation to fill in any knowledge gaps. Compare vendors by tallying the scores.

Solution Success Criteria

Question	**Answer**
What problem are we trying to apply computer vision to?	
What data are we trying to collect to automate or improve the accuracy of this problem?	
Assuming we can get data from the cameras, what will we do with it?	
What is the estimated annual business value of solving this problem?	
How are we solving this today?	
What is the cost of doing nothing?	

Category	**Key Questions**	**Score (1-5)**
Solution Capabilities and Feedback Loop	● Can we achieve our business goal? ● Does the solution work in our environment? ● Are we able to get reports and data out of the solution? ● Is the solution fast enough for us to take appropriate action with the data? ● Can see visual markup on the video or image feeds as well as time-series data for analysis? ● Is the solution provider receptive to feedback and ideas to improve the solution? ● Has the solution provider been able to fix bugs or incorporate our suggestions into the solution quickly and effectively?	
AI Model Accuracy	● Does the model perform above human standards? ● Does the solution account for anomalies that are rare or	

	hard to produce? ● Does the solution handle rare events? ● Can we improve accuracy over time? ● Is there an additional cost for labeling, training, and model versions? ● Are there humans available to count this manually? ● Is the cost for performance better than doing this manual? ● If the model accuracy declines over time, will the solution detect this condition and alert us? ● Will the solution provider retrain and improve the model over time?	
Data Security/Privacy	● Does the solution include a software bill of materials (SBOM) and come from a reputable software supply chain? ● Can we deploy it ourselves on our own hardware? ● Is data shared with third parties? ● Is personally identifiable information (PII) like faces and license plates shielded or blurred? ● Will our data be used to train a model that will be sold to competitors?	
Ease of Deployment	● Does the solution follow IT best practices for installation, monitoring, updates, and configuration? ● Will the solution provider train our team and help us manage the rollout at a reasonable price or as part of the license fee? ● Can we roll it out incrementally? ● Will the POC rollout be the same as the production rollout?	
Data Integration	● Can we pull data from the solution to feed into our existing data stores, reports, BI systems, and ERP systems? ● Can we configure the data formats to match our specifications, existing formats, and business terminology? ● Can we add custom logic to the solution to output data in a format of our choice?	
Hardware Compatibility	● Does the solution work with existing cameras? ● Can we use video feeds from drones, satellites, security, infrared, LIDAR, or other sources? ● Does the solution let us do real-time video processing? ● Does the solution allow us to do batch processing? ● Can we run the solution in the cloud? ● Can we run the solution on edge? ● Is ruggedized/waterproof hardware available for hazardous situations? ● Can we pick our own hardware or purchase from the	

	solution provider? ● Can we have hardware integrations? (PLC, etc.)	
Ecosystem Lock-In	● Can we work with multiple AI ecosystems and mix-and-match models based on best available technology as it changes? ● Are we future-proofed from changes in hardware, operating systems, GPUs, AI solutions, data integration systems, and cloud providers? ● Does the solution use standard open-source solutions for deployment, packaging, monitoring, data management, etc? ● Can we run on the cloud provider of our choice or will we be locked into a particular cloud provider?	
Required Resources & Expertise	● Do we need data scientists to train the models to support the solution provider? ● Is machine learning knowledge required to use the solution? ● Will we need engineers or developers to customize the solution? ● Will we need dedicated IT resources to roll out and manage the solution? ● Will we need to provision cloud infrastructure or data center capacity for AI training and host the solution?	
Total Cost of Ownership	● Is the cost of full deployment predictable and reasonable? ● Can we estimate the ROI of the solution if it works? ● Is the cost less than building it ourselves? ● Do we understand the maintenance and “hidden costs?” ● Will we have the flexibility of hardware to find the best price? ● Can it run on edge and cloud to ensure price/performance optimization? ● Will we be able to run the solution ourselves, or will we require a SaaS service?	

Vendor Comparison

	Vendor 1	Vendor 2	Vendor 3
Company Name			
Score			

Recommendation: