Computer Vision Buyer's Guide & Comparison Workbook



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COMPUTER VISION BUYER'S GUIDE

Are you thinking about integrating Computer Vision into your business but feeling lost in the sea of options? This worksheet has everything you need to know to make sense of the options out there. Whether you're new to this or already have some experience, our guide will help you navigate with clarity and confidence.

WHAT TO EXPECT:



Solution Success Criteria

Answer these essential questions to align CV solutions with your business goals. Identify the problem you're trying to solve and estimate the annual business value so you can make trade-off decisions.



Key Considerations

Determine which areas are most important to your business, such as how well the solution works, how accurate the AI is, how secure the data is, or how well it works with your existing systems. Evaluate each vendor's offerings in these areas to find the best fit for your needs.



Vendor Comparison

Finally, score each vendor's solution. Rank vendors on a 1-5 scale, then tally up the scores based on your evaluation criteria to make a wellinformed decision.

With our Buyer's Guide, you'll gain clarity, confidence, and a roadmap for successfully integrating Computer Vision into your business operations.



SOLUTION SUCCESS CRITERIA

Answer these questions to help frame the business problems you are trying to solve with Computer Vision. This will help you make trade-off decisions and gauge the success of your project. Ideally, solicit input from your stakeholders to answer these.

01 QUESTION

What problem are we trying to apply computer vision to?

02 QUESTION

What data are we trying to collect to automate or improve the accuracy of this problem?

03 QUESTION

Assuming we can get data from the cameras, what will we do with it?

04 QUESTION

What is the estimated annual business value of solving this problem?

05 QUESTION

How are we solving this today?

05 QUESTION

What is the cost of doing nothing?

ANSWER

Counting peanets to feed our elephants

ANSWER

Elephants, peanuts, time

ANSWER

Order more (or less) peanets

ANSWER

\$0.05 per pranit & 20M pranits = \$M

ANSWER

Trusting the elephants to keep track

ANSWER

Hangry elephants (and no one likes hangry elephants)

RANK THE IMPORTANCE OF THESE KEY CATEGORIES

For the following categories, we provide sample questions to ask of any vendor. Determine how important these categories are for your business (using the questions from the previous section as a guide). These relative scores will help you weigh the importance of different aspects of a particular solution. Rank them from 1 (least important) to 5 (most important).

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 you see visual markups on the video or image feeds and 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? 	3
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) that comes 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? 	



Category	Key Questions	Score (1-5)
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

Score the Vendor based on the questions above. On the left side, put the raw score for that category from 1-5. On the right side, multiply your "Importance" for the category with your score for that vendor. At the end, total each column to give you a score for that vendor.

Category	Important	Vendor 1: Score / Total	Vendor 2: Score / Total	Vendor 3: Score / Total
Example	3	5 / 15	4 12	3/9
Solution Capabilities and Feedback Loop		/	/	/
AI Model Accuracy		/	/	/
Data Security/Privacy		/	/	/
Ease of Deployment		/	/	/
Data Integration		/	/	/
Hardware Compatibility		/	/	/
Ecosystem Lock-In		/	/	/
Required Resources & Expertise		/	/	/
Total Cost of Ownership		/	/	/
Total		/	/	/



RECOMMENDATIONS AND DISCUSSION WITH TEAM
