

IDC PERSPECTIVE

Solink Summer Product Update: Expanding Platform Offerings to Power a Vision-Enabled Enterprise

Andrew Gens

EXECUTIVE SNAPSHOT

FIGURE 1

Executive Snapshot: Building a Vision-Enabled Enterprise

Solink's Summer Product Launch event showcased several different new products and capabilities aimed at advancing Solink's goal of expanding security operations insights while expanding into vision-enabled operations that permeate beyond security teams. These new products encompass both hardware and software with a focus on reducing time to deterrence, time to compliance, and time to operational insights.

Key Takeaways

- Solink's new products — Video Search, Event Spot Check, VerifEye, Scheduled Broadcast, Climate Monitoring (WSPER), and Cloud Archive — are an expansion of Solink's portfolio on multiple fronts with new AI detection, incident management methods, video storage streamlining, and a new sensor.
- Solink's announcements, while enhancing the platform and functionality in many ways, are strategically aimed at expanding into operational intelligence outside of traditional security.
- Solink has previously announced its intention to implement an AI agent layer to its solutions. Through the introduction of new AI and compliance capabilities, Solink aims to continue to build out a wholistic and intelligent physical security framework for the future implementation of agents.

Recommended Actions

- Assess Solink's newly announced capabilities to see if they fit with organizational initiatives to increase security and operations insights, monitoring, and compliance.
- Examine your organization's current state of physical security and compliance to see what gaps are beginning to emerge in our increasingly data-rich world. Consider the impact of agentic AI as a steward of physical security and how that may change solution requirements and standards.
- Consider the existing physical security infrastructure that exists within your organization and how that may be refocused to gather insights beyond core physical security.

Source: IDC, 2025

SITUATION OVERVIEW

Solink hosted its annual summer product update event on June 18, 2025, featuring a variety of new features and capabilities that aim to enhance Solink's current platform and product suite, as well as expand the company's offerings to encompass more vision-enabled enterprise operations capabilities. This product update is part of Solink's overall plan to augment security with AI-driven insights, aiming to empower customers to take part in a larger shift toward vision-enabled operations across the enterprise. Solink aims to provide this intelligence not just to the core security function but, in the future, across every division in an organization through a flexible, cloud-based, security and analytics platform.

This product update addresses the core physical security use cases from a variety of angles with expansions of sensor capabilities, investigative capabilities, workload reduction capabilities, and the ability to monitor new types of environmental data.

Product Announcements

- **Video Search:** Solink's quick search allows users to search through hours of video using natural language — without installing new cameras. This is a major product addition to Solink's platform with video search capabilities rising in demand across the physical surveillance market as AI search capabilities have become increasingly accurate. In addition, Solink has been able to introduce this capability while maintaining one of its core value propositions, which is the ability to utilize existing camera infrastructure. There are still some areas in which AI Video Search needs improvements across different vendors offerings, with the trickiest problem being maintaining consistent unique object or person identification across different cameras and views. This challenge represents one of the next hurdles many organizations, including Solink, are working to overcome.
- **Event Spot Check:** Solink's Event Spot Check automatically reviews and summarizes video footage to flag unusual or noteworthy activity, aiming to help teams quickly focus on what matters and spend less time scrubbing through video manually. This capability combines knowledge of laws and compliance policies with vision-enabled identification of noncompliance. This is a major capability to reinforce Solink's larger aim of reducing manual audit requirements that used to be an industry standard. By filtering events, users gain expedited access to more critical situations leading to a faster time to recognize the activity and react appropriately.
- **VerifEye:** Solink VerifEye uses AI to filter out false alarms and highlight verified security events across sites — aiming to help security operations centers (SOCs) respond to real threats faster and reduce alarm fatigue. This product helps

address a major challenge that has been present since the early days of AI physical security detection, namely the elimination of false positives. In addition, VerifEye helps eliminate legacy middleware and hardware requirements typically required for global security operations centers (GSOCs), historically forcing organizations to use more costly and resource-intensive monitoring centers. While even VerifEye cannot eliminate all false positives, the reduction in alarm fatigue alone has the potential to free up team members to handle real events and reduce resources spent responding to said events. In the future, Solink intends for VerifEye to be a GSOC console, helping surface the greatest threats working beyond the current starting point of alarm events.

- **Scheduled Broadcast:** Solink Scheduled Broadcast plays preset audio messages over speakers at scheduled times to deter after-hours intrusions and trespassing — no manual intervention required. This capability is part of Solink's ongoing expansion into other forms of devices and sensors to form a more complete physical security package. Solink Scheduled Broadcast aims to help deter activities without the need for alerting authorities or utilizing other resources. This product, while not groundbreaking on its own, works with Solink's larger portfolio of connected devices and security management to give further methods of event resolution without manual intervention.
- **Climate Monitoring (WSPER):** Solink's Climate Monitoring integrates video with WSPER environmental sensors to detect climate issues (like smoke, chemicals, or air quality changes) in real time — aiming to enable earlier intervention and root cause visibility. This capability allows users to be alerted through the Solink security operations control center, bringing up corresponding video footage to the user to help correlate the sensor and visual data. This partnership with WSPER is a big step for Solink, introducing new sensors and data types to help strengthen the overall detection portfolio. However, Solink will likely need to aim to ensure that in the long run it has a larger list of compatible climate sensors on offer to stay aligned with the organizational goal of device agnosticism.
- **Cloud Archive:** Solink Cloud Archive aims to provide secure, searchable, and long-term video storage in the cloud — offering instant access to retained footage without the cost or effort of traditional systems. Constant video monitoring and the necessity of maintaining video long term for auditing capabilities has the potential to cause end users headaches with the amount of storage required. By moving video storage to the cloud, Solink aims to reduce the burden of on-premises storage and allow for more ease of scaling for new facilities camera deployments without having to make upgrades to their storage capacity. In addition, Solink has implemented a new stream quality for this capability known as Archive Definition (AD), which will exist as part of Solink's cloud storage solution under the Cloud VMS component of the Solink platform.

This AD option will allow users to reduce the stream quality to store footage for longer periods with lower cost. This AD format, while not fit for every scenario due to its lower quality, is sufficient to meet many insurance and legal requirements.

IDC'S POINT OF VIEW

While all these product announcements represent improvements on Solink's platform, Event Spot Check and Video Search represent the largest advance on Solink's goal of expanded operational intelligence.

Event Spot Check's capacity to have custom tailored event categories allows for data to be collected in a wide variety of scenarios ranging from more traditional theft all the way to identifying operational trends such as retail stores staying open after official hours, suspicious refund activity, and capacity spikes of a product pickup waiting area as several examples. While these use cases are still closely tied to more traditional loss-prevention scenarios, there is a lot of potential to expand these use cases to cover more nonsecurity-related vision operational intelligence with events in locations like warehouses being flagged to identify trends and best practices instead of just preventing losses.

Solink's video search capabilities are the most critical expansion of both physical security and operational intelligence capacity in this update. AI-powered video search enables a higher degree of forensic assessment of a range of potential scenarios, from identifying a burglar's movements before and after incidents to auditing the movements of product or equipment within facilities. This capability aims to play a large role in empowering smarter investigations and has potential to eventually provide insights beyond security with new use cases such as the ability to audit for quality assurance in an assembly line by searching for items with different kinds of defects, or to identify employee practices that are not conducive to an efficient work environment like long periods of time on their phones.

While not explicitly a product launched at this event, Solink has shared with its customers a view at what both existing and newly launched Solink capabilities will look like in an agentic world. Solink has made it clear to customers that agents will be coming, and as a part of that vision we can begin to see what an agentic physical security scenario could look like. One example Solink shared was an agent that has the responsibility of protecting the outdoor perimeter of a building. This agent would be given a background and objectives for the agent to then utilize devices and capabilities across the Solink portfolio to evaluate a scenario and act. One example given was an agent taking sensor data to detect a person trying to enter a building after hours, it can then use a speaker or alarm to play audio to deter any actions or send the information

to a human in the loop. While this use case itself is straight forward, Solink's devices and capabilities, in addition to the company's 375 data integrations, will allow for a range of different agentic actions to protect an asset.

Overall, this product update demonstrates Solink's vision of expanding the company's platform to encompass new sensors, data modalities, and higher degrees of automation with the aim of unlocking operational intelligence across a business. Customers considering Solink or other computer vision-enabled physical security solutions should be sure to compare the road map of vendor's capabilities with their own vision for the future to ensure alignment. Many organizations in this space, like Solink, are starting to make moves to expand into the realms of enterprise and operational intelligence and some may cater to, or choose to focus on, different use cases than others. A customer's ability to grow their business in alignment with new data and insights unlocked through these solutions is likely to be a major differentiator in expansions of business value gleaned by customers in the future.

LEARN MORE

Related Research

- *Market Analysis Perspective: Worldwide Video Surveillance and Analytics Software Technology, 2024* (IDC #US52694524, November 2024)

Synopsis

This IDC Perspective highlights the coverage of product updates and announcements from Solink's summer product launch event with expansions of devices, video storage, AI detection, and other capabilities.

"Coinciding with trends across the physical security software market, Solink's summer product launch represents a major step toward vision-enabled operations, unlocking untapped operational insights that complement, and go beyond, core security use cases," says Andrew Gens, senior analyst, Computer Vision and Multi Modal AI Tools and Technologies, IDC.

ABOUT IDC

International Data Corporation (IDC) is the premier global provider of market intelligence, advisory services, and events for the information technology, telecommunications, and consumer technology markets. With more than 1,300 analysts worldwide, IDC offers global, regional, and local expertise on technology, IT benchmarking and sourcing, and industry opportunities and trends in over 110 countries. IDC's analysis and insight helps IT professionals, business executives, and the investment community to make fact-based technology decisions and to achieve their key business objectives. Founded in 1964, IDC is a wholly owned subsidiary of International Data Group (IDG, Inc.).

Global Headquarters

140 Kendrick Street
Building B
Needham, MA 02494
USA
508.872.8200
Twitter: @IDC
blogs.idc.com
www.idc.com

Copyright Notice

This IDC research document was published as part of an IDC continuous intelligence service, providing written research, analyst interactions, and web conference and conference event proceedings. Visit www.idc.com to learn more about IDC subscription and consulting services. To view a list of IDC offices worldwide, visit www.idc.com/about/worldwideoffices. Please contact IDC at customerservice@idc.com for information on additional copies, web rights, or applying the price of this document toward the purchase of an IDC service.

Copyright 2025 IDC. Reproduction is forbidden unless authorized. All rights reserved.