

Patrol Sight

Sales & Business Kit — Master Index

HumanityAI'd — July 2026

CONFIDENTIAL — A-Z PACKAGE TO TAKE THE PRODUCT TO MARKET

What this is

Everything needed to sell Patrol Sight to Middle East security buyers — from technical due-diligence to pitch decks, pricing, market and competitor intelligence, a target list, and an outreach playbook. Every document is provided as a finished PDF (decks also as editable PPTX; the target list also as CSV). Editable Markdown sources live in `_src/`, and the underlying research dossiers in `_src/research/`.

The 30-second story

Your officers patrol on foot. Your facial recognition lives on fixed cameras and reports to a control room. So when an officer stands three metres from someone on your watchlist, the officer is the last to know. **Patrol Sight closes that gap:** AR glasses stream to a server inside your building, which matches faces against your own watchlist and returns a colour-coded identification into the officer's lens in **about 68 milliseconds**. Nothing leaves the premises. Every match goes to a human to verify. It runs in production today against a **93,728-person index** on a single GPU.

Folder map

01-technical/

- **Technical-Due-Diligence-Report.pdf** — buyer-grade review of the deployed system: architecture, measured performance, severity-ranked findings, licensing, and a 10-16 engineer-week hardening plan. *Send at technical vetting — including the parts that don't flatter us.*
- **Deployment-and-Ops-Guide.pdf** — hardware sizing, the wireless requirement, install, runbook, security and privacy posture. *For customer IT and security operations.*

02-product/

- **PRD-Patrol-Sight.pdf** — full product requirements, with measured figures against every non-functional target.
- **BRD-Patrol-Sight.pdf** — business case, revenue model, stakeholders, risks.
- **POC-Playbook.pdf** — the 6-week pilot blueprint, with the information-security gate and a shadow-running week. *The core conversion tool.*
- **Feature-Matrix-and-Roadmap.pdf** — what ships today, honest limits, v1.2→v2 roadmap.

03-market/

- **Market-Analysis-MENA.pdf** — the GCC security-capex opportunity, sourced.

- **Competitor-Analysis.pdf** — NEC, IDEMIA, Corsight, Oosto, the Chinese wearable vendors, Clearview, and the Dubai precedent that proves the category.
- **RFP-Response-Template.pdf** — reusable tender response, including the administrative envelope per market.
- **RFP-Response-Sample-Dubai-Profile.pdf** — a worked example on a flagship policing profile.

04-sales/

- **One-Pager.pdf** — first-touch leave-behind.
- **Master-Pitch-Deck.pptx / .pdf** — the core deck.
- **Dubai-Police-Profile-Pitch.pptx / .pdf** — tailored flagship variant.
- **Case-Study-Internal-Deployment.pdf** — the proof, with real metrics and the production problems we hit.
- **Pricing-and-Packaging.pdf** — indicative licence + hardware + services.
- **Demo-Script.pdf** — the live-demo talk track, the limits section, and objection handling.

05-contacts/

- **ME-Security-Targets.csv** — 35 rows: buyers, integrator partners and channels, sortable by priority, country and procurement channel.
- **ME-Security-Targets-and-Contacts.pdf** — priority buyers, procurement channels per market, and the partner map.

06-package/

- **00-START-HERE-Master-Index.pdf** — this document.
- **Outreach-Sequence-Guide.pdf** — buyer sequencing, what to send when, email skeletons, objection handling.

Recommended reading order

1. This index → **One-Pager** → **Master Pitch Deck** (get oriented)
2. **Case Study** + **Competitor Analysis** (the proof and the positioning)
3. **Technical Due-Diligence Report** (what you're really selling — read this before any technical meeting, and before you promise anything)
4. **POC Playbook** + **Pricing** (the conversion path)
5. **Contacts** + **Outreach Guide** (go to market — note the buyer sequencing; do not start with the biggest buyer)

Honesty notes (read before sending anything)

- The **Due-Diligence Report** deliberately discloses deployment-grade security debt (default credentials, a committed API key, plaintext wearable transport, published datastore ports) and the model-licensing item, each with a costed fix. Keep it as-is for technical buyers. In a security sale, undisclosed risk is the one thing that ends the relationship permanently.
- **We do not hold a NIST FRTE ranking.** Never imply otherwise. The substitute we offer is a fully measured pipeline plus accuracy measurement in the customer's own environment during the pilot.
- **State the recognition envelope:** reliable to ~5 m, 6–7 m in good light, 8–10 m in long-range mode. Anyone promising more from a head-worn camera is describing a fixed-camera problem.
- **Concurrent devices per GPU is unmeasured.** Do not estimate it. Measure it in the pilot and contract on that figure.
- All **pricing is indicative** for planning, not a quotation.
- **Contacts contains no individual names, by design** — security-sector person-level discovery runs through supplier registration, integrator introductions and events, not scraped lists. Nothing is fabricated.
- **Market and competitor facts** carry public sources in `_src/research/market_dossier.md`, which also lists the items marked "to confirm" — including the reported scale of Dubai Police's smart-glasses work, sourced only to trade press. Verify before citing to a customer.
- Never pitch **covert use, automated enforcement action, or emotion/demographic inference**. None exist in the product and all three are deliberately out of scope.

Product status at time of writing

Patrol Sight runs today as a live 34-service Docker Swarm stack on a single RTX 4060 Ti sharing the GPU with other production workloads: **93,728 enrolled persons**, glasses-to-label recognition measured at **~68 ms typical** (49–103 ms) with **0% packet loss, 14–20 effective recognition fps**, watchlist search **P95 8.5 ms** over 1,931 real searches, and a two-layer tracker eliding **97.6%** of vector searches. Measured headroom to **13 million faces at 80–130 ms**. The same stack, tooling and console a customer receives.

Two gates before revenue

1. **Model licensing** — the recognition weights derive from a research-licensed lineage; resolve before any paid production deployment.
2. **Security hardening Phases 0-1** — credential rotation, per-device tokens, network-surface reduction, encrypted wearable transport (~4–5 engineer-weeks) before any government operational deployment.

Discovery, demos and evaluation pilots can proceed now. Both gates are detailed in the Technical Due-Diligence Report.