

Pilot-Readiness Checklist

Single-page checklist for a **60-day pilot at one site**. Use this as the shared artifact between the customer's physical-security team and Tessure's deployment team. Every box is non-optional; if one does not apply, write "N/A" with a one-line reason so the pilot retrospective has full context.

1 · SITE & SCOPE

- Single pilot site confirmed
name / address / contact
- Site archetype identified
critical-infra · data-center · logistics · estate · resort · event
- Pilot scope defined (perimeter only vs. perimeter + interior)
- Boundary of Tessure responsibility vs. incumbent vendor
- Explicit exclusions in writing
what Tessure does not cover

2 · BASELINE

- 30-day false-positive log from incumbent system captured
- Current MTTA (mean time to action) documented
- Nuisance-dispatch cost baseline (# and \$ / 90 days)
- Insurance loss-control requirements reviewed
- Existing guard schedule & cost documented

3 · SUCCESS CRITERIA

- FP-rate reduction target
%, measured over 30-day tune
- MTTA target (detect → verify seconds)
- Operator satisfaction score threshold
1-10 NPS-style
- Convert-to-paid threshold written in LOI
- 60-day hard-stop clause

4 · SENSORS & COVERAGE

- Existing cameras inventoried
model · resolution · codec · ONVIF profile
- VMS make / model / version
Genetec · Milestone · Axis · Lenel · CCURE
- Coverage gaps identified (sectors needing radar / thermal)
- New sensors ordered & delivery confirmed
radar · thermal · acoustic
- Site walkthrough completed with Tessure field team

5 · NETWORK & POWER

- VLAN allocated for Fusion Node and associated sensors
- PoE+ ports available (count confirmed)
- Backup power / UPS coverage confirmed
- WAN egress allow-list configured
Tessure Cloud endpoints if Cloud Assist used
- LTE fallback decision documented
yes / no + carrier

6 · PRIVACY & COMPLIANCE

- Jurisdiction identified
state · country · applicable laws
- Biometrics (face / plate) decision documented
off by default; opt-in with counsel sign-off
- Data retention policy set per data class
- DPA / vendor agreement executed
- Worker-notice posted if employees in scope
BIPA / CCPA / local requirements

7 · POLICY PLAYBOOKS

- Response thresholds defined (log / notify / dispatch / auto-action)
- Human-in-the-loop actions enumerated
- Escalation tree documented
operator → supervisor → LE
- Integration with customer's on-call platform
PagerDuty / Opsgenie / other
- LE notification protocol agreed
local PD liaison · direct or via central station

8 · EVIDENCE & AUDIT

- Evidence storage location chosen
local only · customer cloud · Tessure Cloud
- Retention windows per data class configured
- Signed-PDF export template approved by legal
- SIEM connector enabled
Splunk · Elastic · Sentinel
- Quarterly audit cadence scheduled

9 · OPERATORS

- Pilot-phase operators identified (min 2, max 6)
- Tessure Command accounts provisioned with role scoping
- Half-day training completed
- Shadow shift scheduled before cutover
- Feedback channel to Tessure team established
weekly 30-min sync

10 · COMMERCIAL

- Pilot LOI signed
- Conversion pricing agreed in LOI
Edge Small · Mid · Large tier
- Case-study participation clause agreed
anonymous ok · named on success
- Reference-call clause agreed
1 call per 30 days, 12 months
- Pilot-to-paid conversion review scheduled
Day 50 of 60

TESSURE

The pilot ends on Day 60 regardless. On or before Day 50, both sides review the scorecard against \$3 success criteria. If conversion happens, the contract picks up Day 61. If it does not, Tessure removes the Fusion Node, retains nothing, and ships the customer a data packet summarizing the pilot's measured outcomes.

One page. No hidden terms. — sean.florez@colorado.edu · v0-tessure.vercel.app