



SECURITY SYSTEM PROPOSAL

Channel Expansion & Upgrade Options

Prepared for Robert Bosch (Malaysia) Sdn. Bhd.
following review of Estimate No. 460.

PREPARED BY

Titian System Solutions (M) Sdn. Bhd.

DATE

30 June 2026

TWO ALTERNATE PATHS

A supported
route to the
capacity you need

Two clear options, presented side by side for
your decision.

ABOUT TITIAN SYSTEM SOLUTIONS

A Malaysian system integrator built for mission-critical projects

Titian System Solutions (M) Sdn. Bhd. is a Malaysian-based IT solutions provider, established in 2017 and headquartered in Cyberjaya. We specialize in software development, system integration, and smart infrastructure that help organizations operate more efficiently, securely, and sustainably.

With certified registrations and a track record across government, municipal, and enterprise sectors, we are equipped to deliver complex, mission-critical deployments end to end.

2017

Established in Cyberjaya

MOF

CIDB & Energy Commission registered

RM500K

Paid-up capital

**Gov &
Smart City**

Parliament, PLUS, Putrajaya

OUR EXPERIENCE WITH BOSCH

A registered supplier with proven Bosch integrations

REGISTERED BOSCH SUPPLIER

Titian is a registered supplier to Bosch and has delivered hands-on integration work across Bosch's video management and building security platforms — giving us direct, practical familiarity with the BVMS environment behind this proposal.

BOSCH SEMICONDUCTOR

Developed MusterGuard360 with critical integration for IVA-enabled Bosch cameras.

BOSCH VIDEO MANAGEMENT SYSTEM

Backend integration enabling BVMS data exchange over MQTT for highway lane incident detection.

BOSCH BIS — CORRECTIONAL FACILITIES

Integration middleware between Bosch BIS and Senstar FIDS for two correctional facilities in Malaysia.

THE SITUATION

Estimate No. 460 cannot be implemented

The original quote proposed adding 25 camera/decoder channel licenses directly onto the existing BVMS server. The current system configuration cannot accommodate this expansion, so the licenses cannot be activated as quoted.

Two alternate paths are presented to deliver the required capacity on a supported configuration.

ORIGINAL ESTIMATE

No. 460

NOT VIABLE

25 × BVMS Professional License, channel expansion	RM16,875
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Professional installation service	RM2,500
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Grand Total	RM19,375
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Two alternate proposals

Proposal A

APPLIANCE-BASED

DIVAR IP appliance + subsystem expansion

A standalone DIVAR IP all-in-one 4000 management appliance with licensing and installation — a self-contained, lower-cost route.

GRAND TOTAL

RM44,550

Proposal B

PGP1 UPGRADE

Full BVMS Professional platform upgrade

Upgrade to the BVMS Professional base with 248 channel licenses, workstation expansion, and full software maintenance coverage.

GRAND TOTAL

RM118,875

PROPOSAL A — APPLIANCE-BASED

DIVAR IP appliance & subsystem expansion

Item	Qty	Amount (MYR)
DIVAR IP all-in-one 4000 management appliance, 2 × 18TB	1	34,650
DIVAR IP Expansion License Lite base (MBV-BLIT-DIP)	1	910
BVMS Software Maintenance SMA license, 1 year (MBV-MLIT-DIP)	1	360
BVMS Professional License Subsystem Expansion (MBV-XSUBPRO)	1	6,130
Professional service for installation	1	2,500
Grand Total		RM44,550

Full BVMS Professional platform upgrade

Item	Qty	Amount (MYR)
BVMS Professional License — Professional base	1	9,250
BVMS Software Maintenance SMA license (MBV-BPRO), 1 year	1	1,455
BVMS Professional License Camera/Decoder expansion	248	80,600
BVMS Software Maintenance SMA license (MBV-XCHANPRO), 1 year	248	16,120
BVMS Professional License Camera/Decoder expansion	25	8,250
BVMS Professional License Workstation expansion	5	2,775
BVMS Software Maintenance SMA license (MBV-XWSTPRO), 1 year	5	425
Grand Total		RM118,875

SIDE BY SIDE

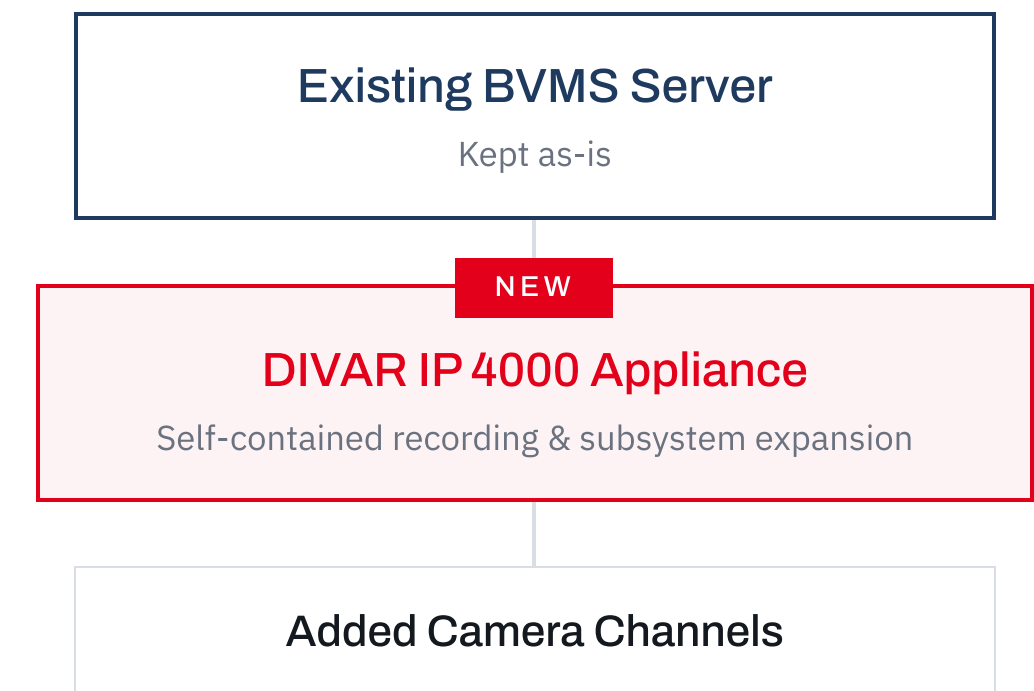
Comparing the two options

	Proposal A	Proposal B
Approach	DIVAR IP appliance	BVMS Pro upgrade
Camera channels added	Subsystem expansion	273 channels
Software maintenance (SMA)	1 year included	1 year included
Best suited for	Self-contained, lower capital outlay	Large-scale, fully integrated growth
Grand Total (MYR)	RM44,550	RM118,875

Two architectures, one outcome

PROPOSAL A · RM44,550

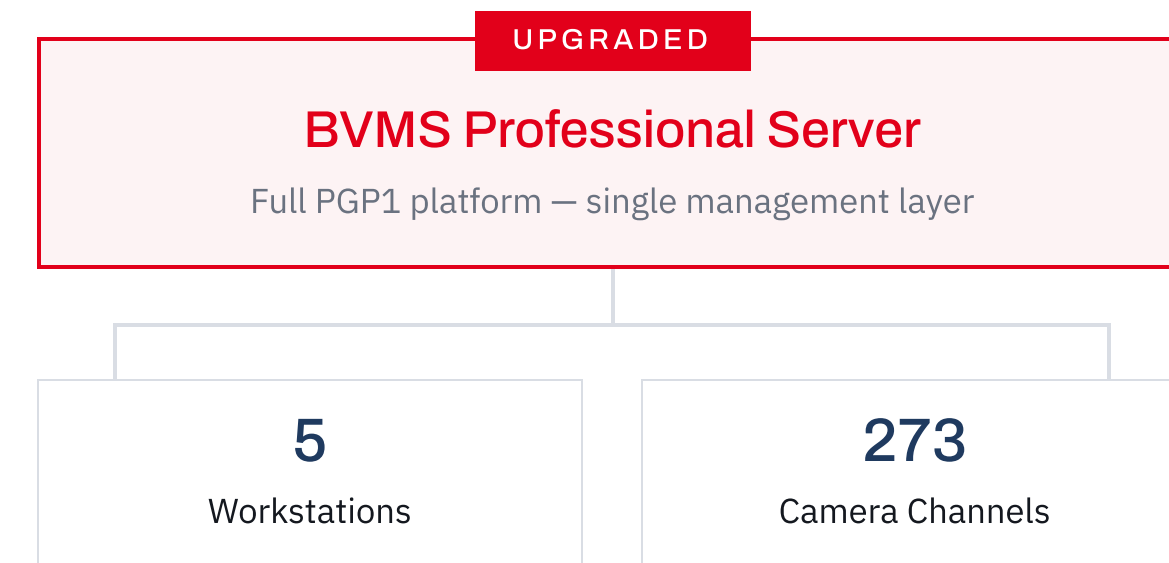
Separate appliance subsystem



New capacity runs on a dedicated appliance — lower outlay, isolated from the existing server.

PROPOSAL B · RM118,875

One integrated platform



Every camera and workstation runs on one upgraded server — built for large-scale, fully integrated growth.

Pros and cons of each proposal

PROPOSAL A · RM44,550

DIVAR IP appliance

PROS

- + Lowest capital outlay — about 38% of Proposal B
- + Self-contained appliance with storage included (2×18TB)
- + Existing BVMS server untouched — faster, lower-risk install

CONS

- New capacity sits in a separate subsystem, not one unified platform
- More limited headroom for large-scale future expansion

PROPOSAL B · RM118,875

Full BVMS Professional upgrade

PROS

- + One integrated platform — single, unified management layer
- + Large-scale capacity: 273 camera channels and 5 workstations
- + Future-ready for fully integrated, organization-wide growth

CONS

- Highest cost — about 2.7× the outlay of Proposal A
- Larger deployment effort and more change to the existing setup



ALL PRICES IN MALAYSIAN RINGGIT

NEXT STEPS

Confirm a direction to proceed

On selection of Proposal A or Proposal B, Titian System Solutions will issue a formal estimate, confirm stock availability, and schedule installation on the supported configuration.

PREPARED BY

Titian System Solutions (M) Sdn. Bhd.

CONTACT

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