



Partner Discovery Guide

Use these questions to uncover safety, operational, and risk use cases where Intelligent Detection can create measurable customer value.

How to use this guide

Start with outcomes before technology. Use these questions to understand where the customer has risk, cost, inconsistency, or visibility gaps that cameras, sensors, and workflow automation can help address.

Area	Ask These Questions	Listen For
Current infrastructure	How many cameras are deployed? Which sites, docks, lines, yards, or restricted areas create the most risk? What VMS, network, access control, or sensor systems are already in place?	Existing camera footprint, multi-site complexity, underused video, network readiness, OT involvement.
Safety	Which incidents or near misses are most concerning? What behaviors are hard to observe consistently? How are PPE, forklift-pedestrian interactions, blocked exits, or restricted zones monitored today?	High-cost incidents, leadership pressure, manual audits, inconsistent observations, OSHA or insurance concerns.
Operations	Where do delays, congestion, downtime, rework, or manual checks slow the operation? Which processes would benefit from earlier visibility or automated escalation?	Bottlenecks, labor constraints, dock delays, quality issues, line stoppages, poor root-cause visibility.
Risk & compliance	How are incidents investigated and documented? What evidence is needed for claims, audits, compliance reviews, or corrective action?	Slow investigations, incomplete evidence, compliance burden, recurring issues without objective data.
Pilot fit	What outcome would justify a pilot? What baseline can we compare against? Who needs to see results, and what would make the program worth expanding?	Clear use case, measurable baseline, executive sponsor, site champion, expansion potential.



Scout Tip: Good discovery beats a good demo. When the customer can name a painful use case and success metric, Intelligent Detection becomes a business conversation - not an AI pitch.

What to do after discovery

<p>1. Confirm the use case Choose one or two safety or operational scenarios with measurable impact.</p>	<p>2. Quantify the baseline Document current incident volume, review time, downtime, audit effort, or claim exposure.</p>	<p>3. Map the stakeholders Identify the economic buyer, site champion, technical approver, and day-to-day owner.</p>
<p>4. Define POC success Agree on what result would justify expansion before the pilot starts.</p>	<p>5. Prepare technical review Validate camera access, network readiness, privacy needs, and deployment path.</p>	<p>6. Recommend next step Use the ROI Calculator and POC Success Worksheet to turn discovery into a plan.</p>

Recommended partner action

- Use the ROI Calculator to estimate impact.
- Use the POC Success Worksheet to define success criteria and stakeholder alignment.
- Bring Rainscales into the next technical review or executive briefing when a measurable use case is confirmed.