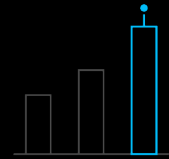


ASF FIELD BRIEF

02 / 06

COMPETITIVE COMPARISON



Three ways to buy security. One of them actually answers for the outcome.

Physical security is usually sold in pieces — guards from one vendor, cameras from another, monitoring from a third — and each vendor has someone else to point to when something goes wrong. The table below settles the question before you sign anything: what you actually get, and who actually answers.

	TRADITIONAL GUARD FIRMS	NEW TECHNOLOGY FIRMS	KNIGHTSCOPE ASF
	National and multinational guarding contractors typically foreign-owned or controlled	Venture-backed detection, monitoring, and robotics platforms	The Autonomous Security Force
WHAT YOU ARE BUYING	Headcount. A contract for warm bodies on a schedule. A staffing firm not a security provider.	A piece of the puzzle — cameras, sensors, apps — with verified human response left to a separate plan.	One managed operation: machines, AI software, and licensed armed and unarmed agents under a single contract.
OWNERSHIP & DATA JURISDICTION	Controlling shareholders typically sit abroad. Your vulnerabilities, patrol patterns, and response times answer to their jurisdiction.	Venture-backed; ownership, priorities, and continuity can change with each funding cycle or acquisition.	American-owned and controlled. Publicly traded (NASDAQ: KSCP), U.S.-only operations. No foreign parent company.
ACCOUNTABILITY	Split across whoever is on shift. When something goes wrong, it is rarely clear who owns the outcome. Where is the proof of work?	Split across vendors: the camera company, the monitoring center, and your guard firm all point at each other.	One accountable entity, one escalation path, one audit trail — the ASF-7 model, end to end.
COVERAGE MODEL	Limited by headcount. Shift changes create gaps; nights, weekends, and turnover windows carry the highest risk.	Detection can run 24/7; verified human response often cannot. Many platforms alert a call center and stop there.	24/7 autonomous patrol, AI filtering, human verification, and licensed response — one continuous operation.
ESCALATION & VERIFICATION	Manual and guard-dependent. Judgment calls are not standardized, logged, or consistent shift to shift.	Varies by vendor. Alert quality differs widely; verification and response is often left to the client.	ASF-7: autonomous detection, Mission Intelligence verification, licensed physical response. Documented and consistent.

CONTINUED	TRADITIONAL GUARD FIRMS	TECH-ENABLED POINT SOLUTIONS	KNIGHTSCOPE ASF
WORKFORCE & RETENTION	Turnover regularly exceeds 100% annually industry-wide — inconsistent training and site familiarity.	Minimal field workforce of their own, or the same guard-industry turnover bundled in through a staffing partner.	Agents hold equity in Knightscope, Inc., with full benefits and paid training from day one — a career, not a shift.
EXECUTIVE PROTECTION	Rarely offered; usually a separate specialty vendor and a separate contract.	Not offered. These are detection platforms, not a physical response capability.	Included. Licensed EP Agents operate under the same command layer as the rest of the Force.
PRICING STRUCTURE	Billed hourly per guard — roughly \$25 – \$65+ per hour by market and armed status. Cost scales with headcount.	Hardware lease or software subscription — an indoor robot can run \$5,000 – \$8,000 per month — often stacked with separate monitoring or guard costs.	One managed-service contract scoped to outcomes — not billed by the hour or the SKU. Not a product you buy — it is an operation we command for you.
TRACK RECORD	Varies widely by branch, franchise, or regional office.	Mostly newer companies with a narrower deployment history.	13 years. 434 clients. 42 U.S. states. 4.4M+ autonomous hours.

THE STAKES

KEEP THE PATCHWORK

A gap nobody owned. An incident nobody saw coming. A report with no clean answer — and your name on it.

COMMAND A FORCE

Machines, software, and licensed people under one contract, one escalation model, one accountable team. Stop managing vendors. Start commanding a Force.

TRUST & VERIFICATION

American-owned and controlled. Publicly traded (NASDAQ: KSCP), U.S.-only operations. No foreign parent company.

Public-company governance. Audited financials, independent board — scrutiny no private guard firm faces.

US. Federal Government cybersecurity standards underway. The same platform serves every client, federal or commercial.

Licensed and vetted. Every agent licensed in the state where they serve, screened beyond industry minimums.

Bring your current vendor stack to a briefing, and we will map it against the Force — knightscope.com/briefing