STATE ELECTRIC SUPPLY CO.
CUSTOMER FOCUSED, QUALITY DRIVEN

02/24/17 14:57:42
WV Purchasing Division

Date: 2/24/2017 | **Number of pages:** 38

To: Dept. of Administration, Purchasing Dept 2019 Washington Street East Charleston, WV 25305 **Re:** CRFT VNF1700000001 Crystal Rink Tuesday February 28, 2017 **Phone:** **Fax:** (304) 558-3970 **CC:**	**From:** Bryan Griffin **PO Box 986** **890 East Pike Street** **Clarksburg, WV 26301** **Phone:** 304-624-7467 **Toll free:** 800-642-7467 **Fax:** 304-624-7464 **Email:**

Remarks: X Urgent   ___ For your Review   ___ Reply ASAP

Request For Information! CRFT VNF1700000001

Buyer: Crystal Rink

Response Opening Date: Tuesday February 28, 2017

Response Opening Time: 1:30 PM EDT

Thank you for your patronage!

Purchasing Division 2019 Washington Street East Post Office Box 50130 Charleston, WV 25305-0130	State of West Virginia Request for Information 21 — Info Technology

Proc Folder: 299117

Doc Description: ADDENDUM 1 REQUEST FOR INFORMATION-DIGITAL CAMERA/DVR SYSTEM

Proc Type: Request for Information

Date Issued	Solicitation Closes	Solicitation No	Version
2017-02-23	2017-02-28 13:30:00	CRFI 0613 VNF1700000001	2

02/24/17 16:57:07
WV Purchasing Division

FOR INFORMATION CONTACT THE BUYER
Crystal Rink
(304) 558-2402
crystal.g.rink@wv.gov

Signature X _____   FEIN # _____   DATE 2~16~17

All offers subject to all terms and conditions contained in this solicitation

FORM ID : WV-PRC-CRFI-001

ADDITIONAL INFORMATION:

THE WEST VIRGINIA VETERANS NURSING FACILITY IS ISSUING THIS REQUEST FOR INFORMATION FOR THE PURPOSE OF GATHERING INFORMATION TO DEVELOP PROCUREMENT SPECIFICATIONS BY IDENTIFYING VIABLE NETWORK INFRASTRUCTURES, CUSTOMER SERVICE AND SUPPORT REQUIREMENTS, AND SECURITY NEEDS, AS WELL AS OTHER RELATED CAPABILITIES THAT BEST FIT THE WEST VIRGINIA NURSING FACILITY NEEDS FOR A REPLACEMENT OF AND INSTALLATION OF NEW CAMERA AND DVR SYSTEM. INFORMATION PROVIDED WILL ASSIST THE AGENCY IN DEVELOPING SPECIFICATIONS AND WILL ASSIST IN THE PROCUREMENT PROCESS.

INVOICE TO:

| DIVISION OF VETERANS AFFAIRS
1 FREEDOMS WAY

CLARKSBURG   WV26301

US | DIVISION OF VETERANS AFFAIRS
1 FREEDOMS WAY

CLARKSBURG   WV 26301

US |

Line	Comm Ln Desc	Qty	Unit Issue
1	Digital Camera	92.00000	EA

Comm Code	Manufacturer	Specification	Model #
46171610			

Extended Description :

We would like to replace existing cameras with new digital cameras. There is also a need for several new cameras to be installed. These cameras would cover the Parking lot, Administration Area, Business Office, Additional Doors, Stairways, etc. See Specs for more detail.

INVOICE TO:

| DIVISION OF VETERANS AFFAIRS
1 FREEDOMS WAY

CLARKSBURG   WV26301

US | DIVISION OF VETERANS AFFAIRS
1 FREEDOMS WAY

CLARKSBURG   WV 26301

US |

Line	Comm Ln Desc	Qty	Unit Issue
2	DVR System	3.00000	EA

Comm Code	Manufacturer	Specification	Model #
52161545			

Extended Description :

The DVR System shall be compatible with the camera system. It shall store the videos for a minimum of 6 months.

INVOICE TO		SHIP TO	
DIVISION OF VETERANS AFFAIRS 1 FREEDOMS WAY CLARKSBURG WV26301 US		DIVISION OF VETERANS AFFAIRS 1 FREEDOMS WAY CLARKSBURG WV 26301 US	

Line	Comm Ln Desc	Qty	Unit Issue
3	Installation of Cameras and DVR	0.00000	

Comm Code	Manufacturer	Specification	Model #
46171610			

Extended Description :

Installation of all equipment in working order.

SCHEDULE OF EVENTS

Line	Event	Event Date
1	VENDOR QUESTION DEADLINE	2017-02-17

VNF1700000001	Document Phase Draft	Document Description ADDENDUM 1 REQUEST FOR INFORMATION-DIGITAL CAMERA/DVR SYSTEM	Page 4 of 4

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions

SOLICITATION NUMBER: CRFI VNF1700000001
Addendum Number: 1

The purpose of this addendum is to modify the solicitation identified as ("Solicitation") to reflect the change(s) identified and described below.

Applicable Addendum Category:

[ ]   Modify bid opening date and time

[ ]   Modify specifications of product or service being sought

[✓]   Attachment of vendor questions and responses

[ ]   Attachment of pre-bid sign-in sheet

[ ]   Correction of error

[ ]   Other

Description of Modification to Solicitation:

1. To provide answers to vendor questions

Additional Documentation: Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

Terms and Conditions:

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.

2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

Revised 6/8/2012

ATTACHMENT A

Revised 6/8/2012

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.
Revised 6/8/2012

Q23. Does the vendor have space in all data closets to rack our network gear?

A23. Yes

Q24. How many rack "U" spaces do you have open?

A24. Four (4) on each rack and there is additional room for another rack.

Q25. Do you have consent power?

A25. Yes, however there is no data

Q26. Are there low voltage conduits back to the building we can us?

A26. Yes

Q27. Are there going to be PTZ in the parking lot for the guards to use and then add four fixed cameras per pole to get adequate coverage of the parking lot?

A27. There will be no PTZ. There are two (2) poles in the lot for four (4) cameras each.

Q28. Will Monitors be wall mount or ceiling mount?

A28. Wall Mount

Q29. Does the vendor need to provide the PC's to run the guard command room?

A29. No there will be no licensing or software for Client Station *Im sure they want a guard Station*

Q30. The request calls for Digital cameras and DVR's. Typically, a digital camera is referred to as an IP Camera that is on a local network and the footage would be recorded on an NVR not a DVR. An NVR can be sized to accommodate numerous IP cameras on the network, therefore, only one NVR is normally needed. Can you clarify what you would like information on?

A30. NVR and IP Cameras

Q31. The description of "digital camera" is extremely vague. Assuming these are IP cameras, these can be domes, PTZ's, fixed, etc...As well as, numerous options for Mega Pixels from 1 MP to 20MP. Can you clarify what you are looking for?

A31. WV VNF is looking for Vendor Recommendations for this.

Q32. How many Client users and PC's will need to use the system?

A32. To be determined at the time of installation. These will be at different security levels.

Q33. Will you need to view video on a mobile tablet or smartphone while off site?

A33. Yes, Both

Q34. Will you be looking for a maintenance Contract for support and troubleshooting?

A34. Maybe at a later date

Q35. Are there any special requirements for the installation contractor?

CRFI VNF1700000001
Addendum 1
Questions from Vendors
Security Cameras/DVR's

Q1. Who is responsible for "carefully considering camera placement so as not to interfere with patient privacy?
A1. Facility will be the final say as to where cameras will be placed. However, we would like to have Vendor Recommendations. There will be none in Patients rooms or showers/bathrooms.

Q2. Can you clarify: Show more crisp and detailed pictures?
A2. We are wanting a camera/DVR that will provide clarity in picture that will be permissible in a courtroom sitting for evidence.

Q3. Is 6 months storage a hard requirement even though this may require an additional storage array?
A3. No, we have decided that we would only like to store footage up to 30 days.

Q4. Who is providing the network POE switches?
A4. The awarded vendor will provide these.

Q5. Do you need a client station? If so, how many do you need?
A5. Yes, we will need one (1) Client Station at the Server

Q6. Do you need monitors? If so, Sizes? Quantity?
A6. Yes, at least three (3). Sizes would be at Vendor Recommendation.

Q7. Are we using existing cabling infrastructure or pulling new CAT6 Cable?
A7. No, we are going from Analog to IP so new cable would have to be run at Vendors expense.

Q8. Is Surge Suppression required for the outdoor cameras?
A8. Yes

Q9. Is 3 NVR's a hard spec or if we can do it in less units is that acceptable?
A9. No, it is not a hard spec. WV VNF is looking for Vendor Recommendations.

Q10. Who is responsible for removing the existing analog cameras and where do they need to go once removed?
A10. The awarded vendor would be responsible for removing all cameras and cable. The cameras would need to be taken to the WV Surplus Property Charleston, WV

Q11. Are there any PTZ requirements for the outdoor cameras?
A11. We are looking for Vendor Recommendations on this.

Q12. Your prints do not show parking lot cameras as mentioned. Where do they go and if they are on poles outside is there power and data at those locations?
A12. There are two (2) poles in the parking lot. There would need to be four (4) cameras on each pole. Yes, there is power at each pole. No, there is no data. We would like to have wireless.

Q13. Can we visit the site for a walkthrough before the bid is due?
A13. Yes, there will be a mandatory walkthrough after an RFQ is submitted. This date will be announced.

Q14. Have you determined frame rates per second as a particular spec or are you leaving that up to the vendor to accommodate the 60 day requirement?
A14. WV VNF is looking for vendor recommendation on this.

Q15. What are the mounting details for the 91 different cameras locations?
A15. Surface, Hard Surface, Drop Ceiling, Electrical Box, Wall, Pendant Drop, Inside Corner, Outside Corner, Pole, and parapet would all be an option. The surfaces vary throughout the facility.

Q16. Clear picture with more details. What is the resolution and recording parameters requested?
A16. 1080p HDTV 1920 X 1080 2.1 mp would be the least we would like to see. However, we are not locked into this. We are open for vendor recommendations.

Q17. Do you want RAD Storage?
A17. Yes, but has to be external hard drive

Q18. Do you want a failover system?
A18. Yes

Q19. Do you want redundant power supplies and CPU in your recorder?
A19. Yes

Q20. Are 3 DVR's the maximum allowed?
A20. No, we are looking for Vendor recommendations on this.

Q21. Do you have any dark fiber we can use between data closets to build out the camera network?
A21. No, Vendor would have to provide and install this.

Q22. Is the Vendor to pull in all new yellow CAT 6 Cable for all 91 cameras?
A22: Yes

A35. West Virginia Cares

Q36. What are you looking for in the RFI packet?
A36. Vendor recommendations on NVRs and IP Cameras with installation.

Q37. Is there a proposed completion date?
A37. Not yet

Q38. Will you be asking for product or system demonstrations prior to putting out specifications?
A38. Possibly

Our recommendation would be to install an indigo vision system due to their unique architecture and not having a single point of failure to take down your entire system. Unlike all other manufacture designs. With Indigo Visions unique DNA the users communicate in view video directly to the cameras and the recorder and communicate directly with the cameras. In this design the recorder is only performing one duty and that is to record video. It is not concerned with being the main traffic cop for the system like other manufactures where the recorder does all the heavy lifting and as far as recording video, playing back video, managing clients, policy and group rules. This becomes very dangerous (you will start to see lag in you live video fees to the guards) and costly due to the fact The recorder has so much overhead performing these other tasks it can't record as much video as an Indigo Vision system can for less money and less horsepower. And you don't have a single point of failure in Indigo Visions world. We would give you high DEF 1080P 2.3, 4mp and beyond cameras for clarity in detail. We would recommend building out a standalone camera network throughout your seven network closet's bringing them back on 50 μm Multi Mode fiber to your main closet on the second floor. We would recommend a large command center for your guard staff that is on site 24 hours a day. This command center would be a minimum of three to four monitors showing cameras and maps both inside and outside of the Sellitti with your cameras located on the Maps as icon for quick reference in viewing. This way a new guard that has no knowledge of your building can come in and use the map as a visual and get up and running on your system day one. We would recommend mounting stainless steel enclosure is on your poles in the parking lot and utilize your power that you have existing, we would then mount the cameras at the top of the pole for 100% coverage of the parking lot. Those cameras would be on a point to multipoint wireless network system that would point back to your building. This wireless collection point would be on the private camera network bringing those cameras back to the head in for distribution to clients and to your recorder. The main recorder would be RAD six fully redundant power supplies We could do a dual NVR design for 2x redundancies and fail over is needed. We would recommend large workstation PCs to run the command & control center for the guards. We would recommend category six cabling out to each camera preferably yellow in color to designate video for easy identification if you're in the ceiling. You have not asked for it but the system also has body worn cameras that integrate directly into your VMS (video management system) and wouldn't record on your recorder. So your guard staff could wear these body worn cameras on their shifts as they make rounds through the facility and have video being recorded from feet on the ground pint of view in case any incidents or problems would occur if they would be involved in an altercation you would have video evidence of this. We would recommend factory sales engineer start up and commissioning along side the dealer so the VA gets what they want and need guaranteed. By having a factory engineer on site for start up this, one sure training and a knowledge transfer to the people on staff that are going to use the system. We normally conduct a one or two day end-user training and bring small groups employees in 2 to 4 at a time and give them as much one on one attention as needed. We look forward to helping you get the best possible video solution, picture quality, ease of use, support after the sale. We are at 62 year plus old company right here local in your community in your county with a proven track record to pull off a project design you will be proud of.

Thank you Bryan Griffin

Bryan Griffin
Datacom Account Manager
State Electric
Cell 304 563 6978
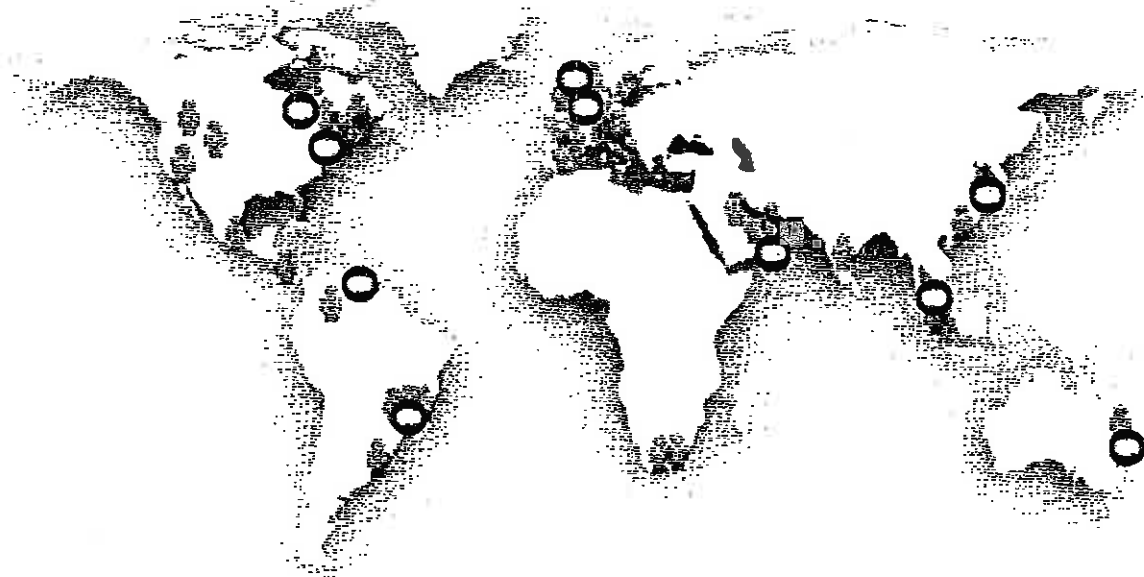bryan.griffin@stateelectric.com

WHY INDIGOVISION?

IndigoVision

1: EXPERIENCE

1994
Founded

$60m
Annual Revenue

10,000
Installations

160+ Employees
800+ Resellers
Delivering to 90+ Countries

FIFA WORLD CUP Brasil

AUDI

RioTinto

Sycuan CASINO

Wendy's

Birmingham Airport

TEKKEN

METROPOLITAN POLICE

jetBlue AIRWAYS

UNDER ARMOUR

amazon

QATAR AIRWAYS

2: END-TO-END
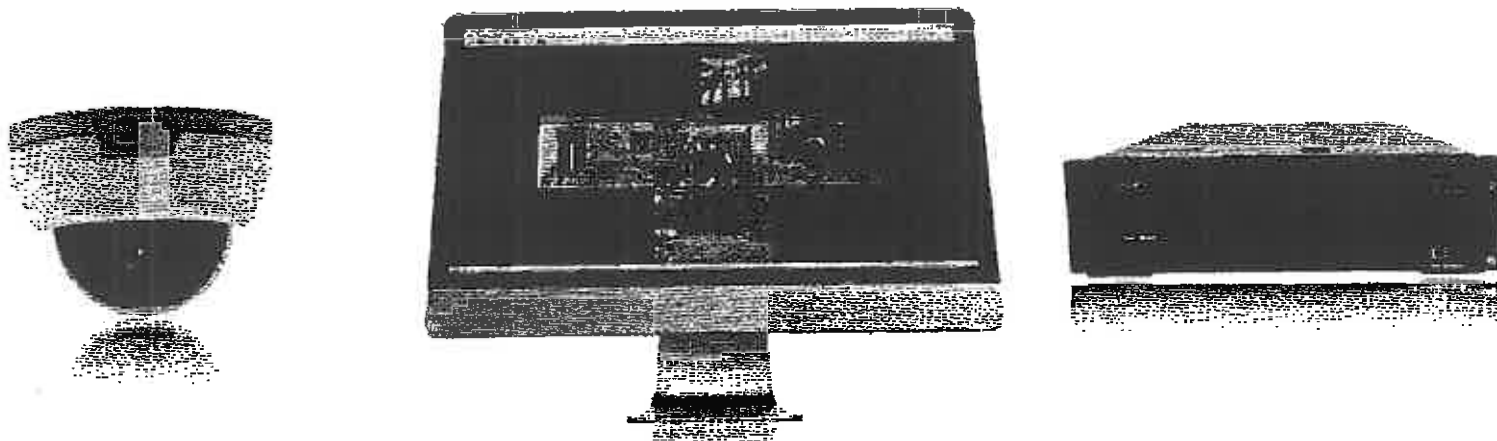
IndigoVision is a complete video security solution from <u>camera</u> to <u>software</u> to <u>recorder</u>, so performance and stability go hand-in-hand. And you are future-proofed: the cameras you buy today we will still support in 10 years time.

IndigoVision

3: NO SINGLE POINT OF FAILURE

IndigoVision's unique Distributed Network Architecture removes the need for a central server – so no single point of failure, greater resilience, dramatically reduced latency and no network bottlenecks.
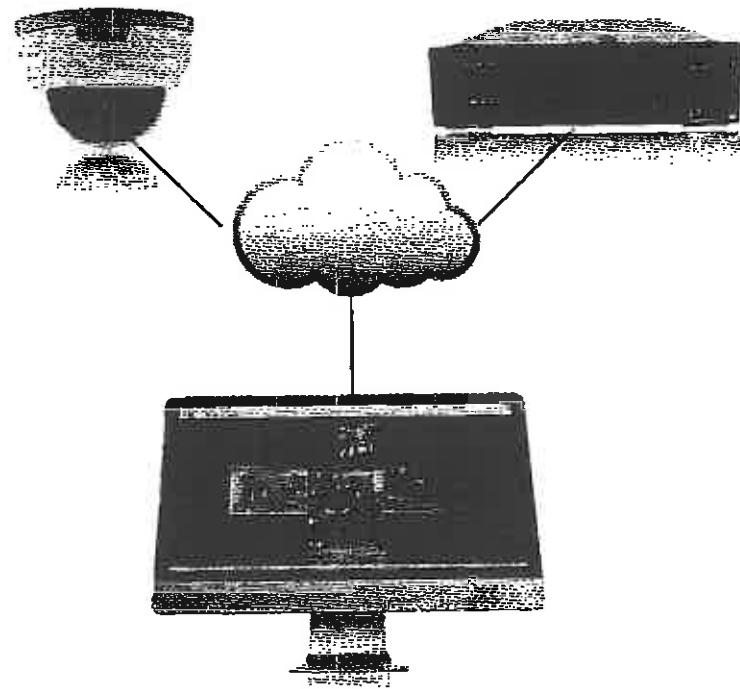
IndigoVision

4: SCALABLE

IndigoVision's architecture is completely scalable, you can expand at will: add more cameras or recorders wherever and whenever you choose. Our software is license-free so you can install Control Center any number of times.

Flexibility, that's also why IndigoVison.
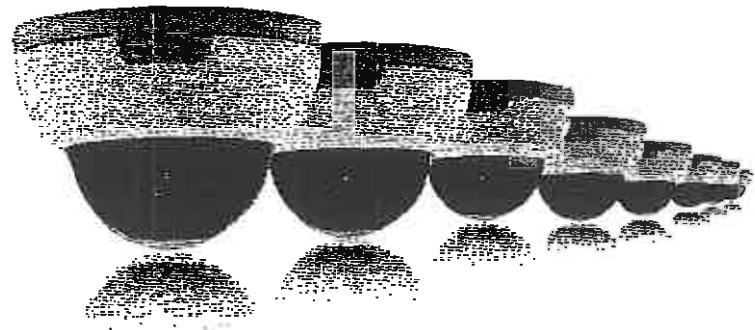
○ IndigoVision

5: REALLY SMART HARDWARE

<u>Cameras</u> and <u>encoders</u> equipped with IndigoVision's unique SMART.core™ technology not only have market leading video and <u>audio performance</u>, but in-built video analytics. Superior compression means less storage costs and up to <u>90% lower system costs</u>. (No that is not a misprint: 90% lower system costs.)

Save money. An obvious reason why IndigoVision.

SMART.core

IndigoVision
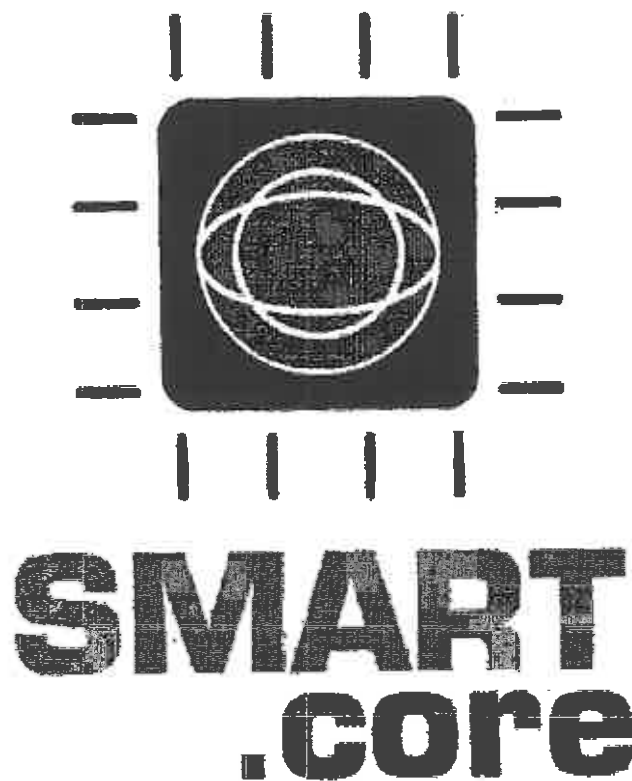
6: OPEN
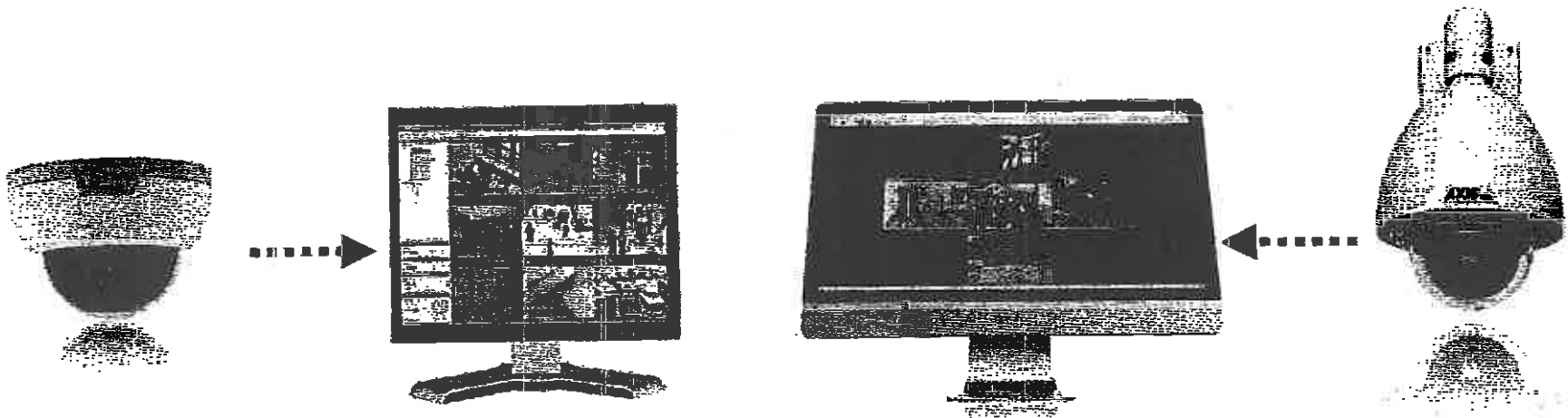
Our system is end-to-end, with all the reliability and compatibility benefits of a closed system, but our hardware is open, you can integrate them with other systems. So is our management software, choose from a wide range of third party cameras.

6: OPEN
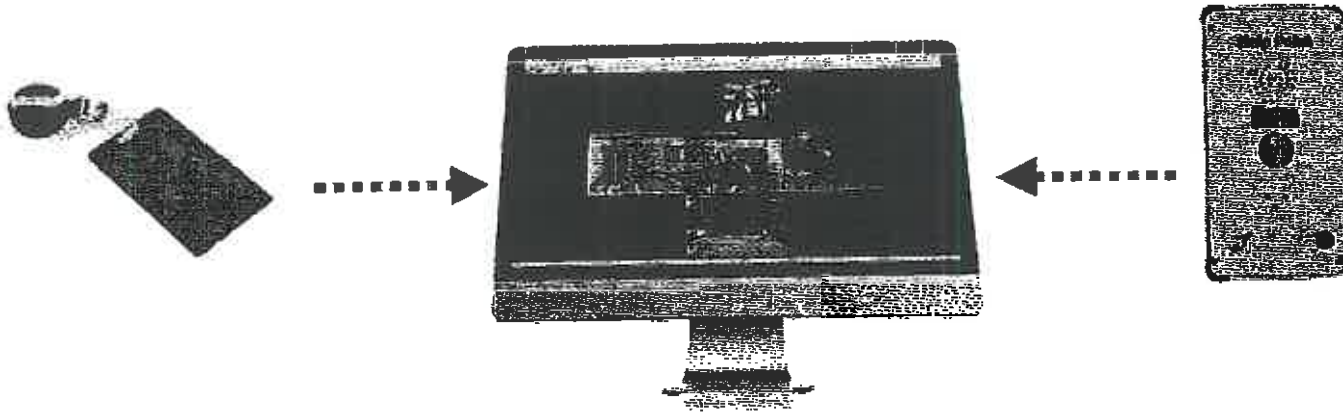
You can also <u>integrate other security systems</u>, such as Access Control, Communication Systems, Perimeter Detection or pretty much anything with our Software Development Kit.

IndigoVision

FEB-24-2017 FRI 05:47 PM TOLLEY ELECTRIC

Received:1304

FAX NO. 1304

Feb 24 2017 04:45pm

P. 21

P021

End to end

DNA

DNA
Distributed Network Architecture
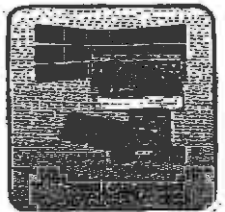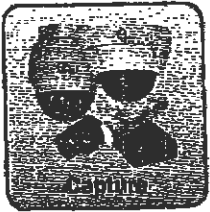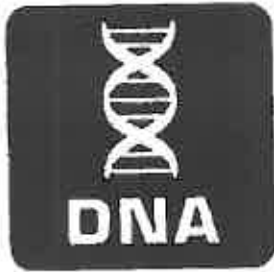
IndigoVision IP Cameras

Capture

Other
Analogue Cameras

IndigoVision Encoder

IP Video Wall

IndigoVision
Mobile Center™

IndigoVision Control Center

Windows Network Video
Recorder Software

Other
IP Cameras

Access
Control

Other Integration
Solutions including
Licence Plate, Alarm,
Analytics and Perimeter

IndigoVision Compact
Network Video Recorders
(NVR-AS 3000 Range)

IndigoVision Network
Video Recorders
(NVR-AS 4000 Range)

Integrate

Record
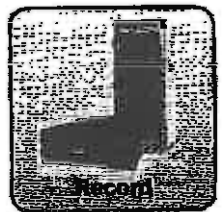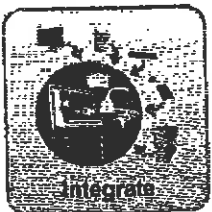
Distributed Network Architecture guide

3 Main Benefits of using DNA

1. Reduced Infrastructures Costs

✓
✓
✓

2. Increased Reliability And Resilience

✓
✓

3. Superb Scalability

✓

www.indigovision.com

IndigoVision

Smart H.264

"Smart H.264" is a new industry term Introduced to define an advanced form of video compression. "Smart H.264" uses techniques where video encoding parameters are adjusted dynamically and intelligently based on video content. An example includes reducing video quality in background areas of the video not of interest to a user. Another example is to reduce video quality at times of the day of similar disinterest to a user. This improves compression, storage and network bandwidth.

Axis's recent Zipstream announcement is one example of Smart H.264 compression with claims of 50% reductions in bitrate over standard H.264 - coincidently (or not!) identical to anticipated savings with H.265 over standard H.264. http://www.axis.com/gb/en/press-center/press-release/3815

IndigoVision has been delivering "Smart" encoding solutions in its SMART.core devices since 2006 with the launch of Activity Controlled Framerate (ACF) – Smart MPEG-4! – and continues to this day with a range Smart H.264 SMART.core products, offering significant savings in storage and bandwidth.

2015	2006 (ACF) and 2014 (ACF2)
Produces fully compliant H.264 bitstreams	Produces fully compliant H.264 bitstreams
Dynamically changes video encoder parameters to achieve lower bandwidth and storage dependent on scene content	Dynamically changes video encoder parameters to achieve lower bandwidth and storage dependent on scene content
Reported to achieve lower bandwidths "..by an average of 50% or more."	Achieves 50% bandwidth reductions and more
Savings dependent on scene content	Savings dependent on scene content
New technology	Installed world-wide and field proven
Adapts to inject more quality immediately when something of interest appears in the scene	Adapts to inject more quality immediately when something of interest appears in the scene
Appears to be no method to define what is "something of interest" so will be subject to potential false alarms	Analytics filters define what is of interest to the user. This can be from the inbuilt and default, easy to configure activity filters, to complex tracking filters with ACF, where encoder parameter adaptation can, for example, be based on whether someone is walking from right to left, rather than from left to right
Adapts over time using I-frame interval (Group Of Pictures or GOP structure)	Adapts over time using I-frame interval (GOP structure), frame rate and target bitrate

IndigoVision

I-frame interval varies dynamically dependent on scene content	I-frame interval switches dynamically between a configurable regular interval and a fixed 20 second interval dependent on scene content
Dynamically varies quality over the video to distinguish between foreground and background	Region of interest defines foreground and background to drive ACF. Dynamic quality variation is on our roadmap under the name Activity Controlled Quality (ACQ).
Works better in situations where there is constant interesting motion	Works better in situations where there are large periods of time of little interest to a user. ACQ will perform well in situations where there is constant interesting motion.
Potential interoperability issues when playing back Zipstream recordings in 3rd party players.	To date no reported problems with 3rd party players and ACF or ACF+.
Only available on ARTPEC-5 cameras once upgraded to 5.72.2 firmware	ACF available on all SMART core devices shipped from the factory since 2006

An example of where IndigoVision ACF will work best against Axis Zipstream is when the scene is largely static for most of the time or when the motion is of no-interest to the user. In situations where there is constant interesting motion Zipstream may work better.

Figure 1 shows an Ultra 2K Fixed Dome (5.4.8 firmware) configured with 6Mbps CBR target (optimise for storage) versus Axis Q3505 (5.72.2) with 6Mbps capped target bitrate and Zipstream disabled. No "Smart H.264" enabled on either devices.
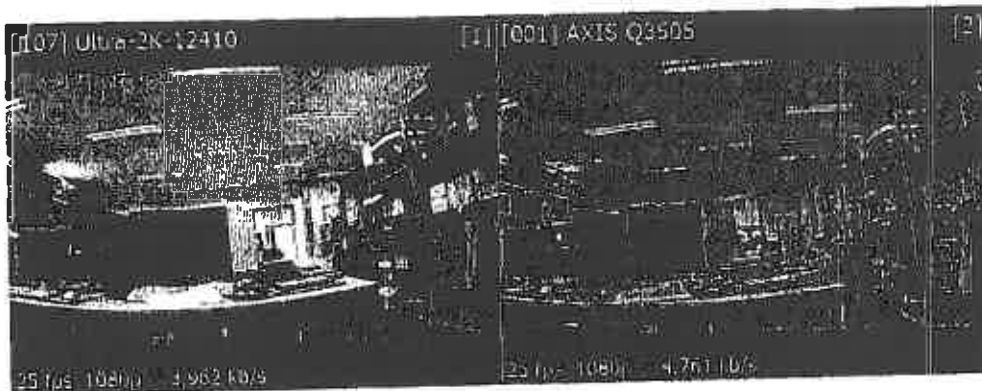
Figure 1: No "Smart H.264"

Figure 2 shows the Axis Q3505 with "Low" Zipstream bitrate reduction enabled and Dynamic GOP enabled with maximum GOP length versus the Ultra 2K with ACF enabled but the default automatic frame rate reduction disabled by setting below to 1 in the web configuration, as shown below.

IndigoVision   Technical Note: Smart H.264
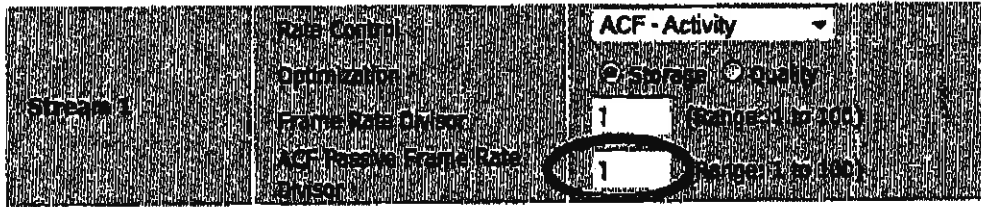
For the Ultra 2K this means instead of dropping to 1fps (as default) the camera remains at full frame rate and adjusts only the I-frame interval and target bitrate when the scene is static. This is the configuration mode most similar to the Axis Zipstream Dynamic GOP solution.
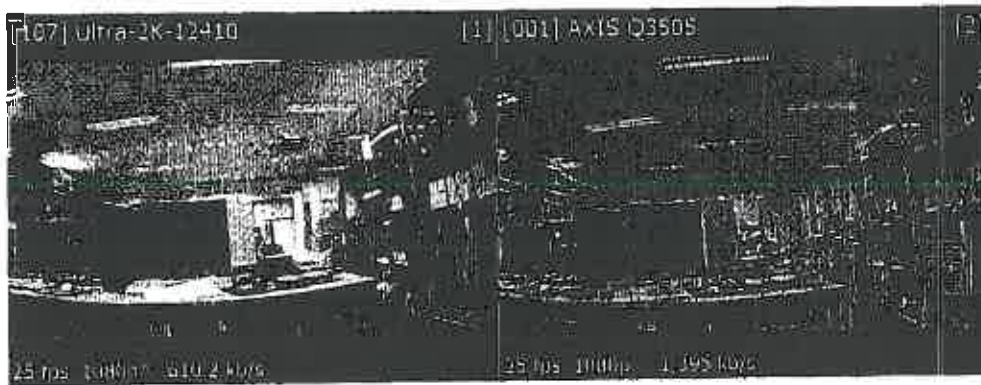

Figure 2: Full frame ACF against Dynamic GOP

Figure 3 shows when the Ultra 2K is configured with ACF in its default setting to drop to 1fps when no activity is detected versus the most aggressive Zipstream non-default setting of "High" Zipstream bitrate reduction and Dynamic GOP reduction.
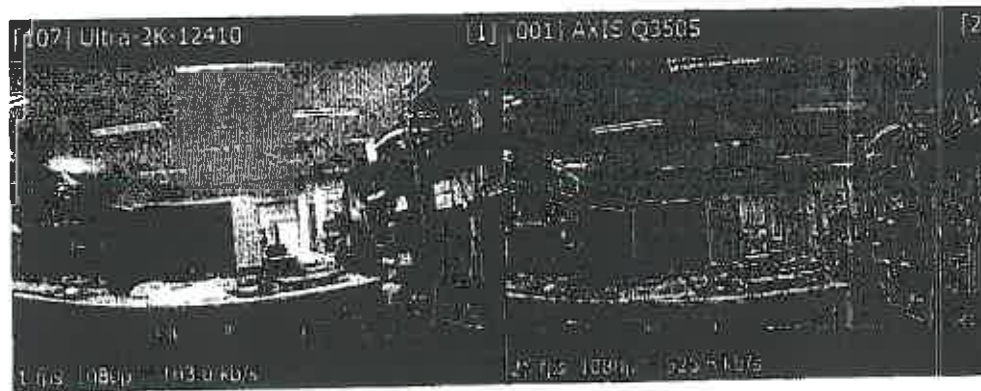
Figure 3: Default ACF against extreme Zipstream

Finally the ACF/ACF+ features on the Ultra 2K allow you to remove false alarms or set up rules. In Figure 4 a child's spinning toy has been added to the scene. The Ultra 2K is now configured to ignore this irrelevant motion. Zipstream has no method to remove it from its Smart H.264 algorithm.

IndigoVision   Technical Note: Smart H.264
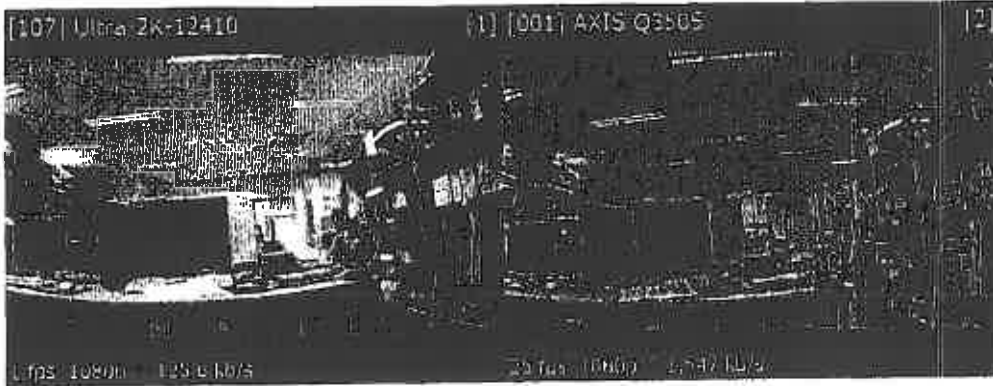
Figure 4: ACF+ against Zipstream

Bitrates from the example pictures expressed in a graph.
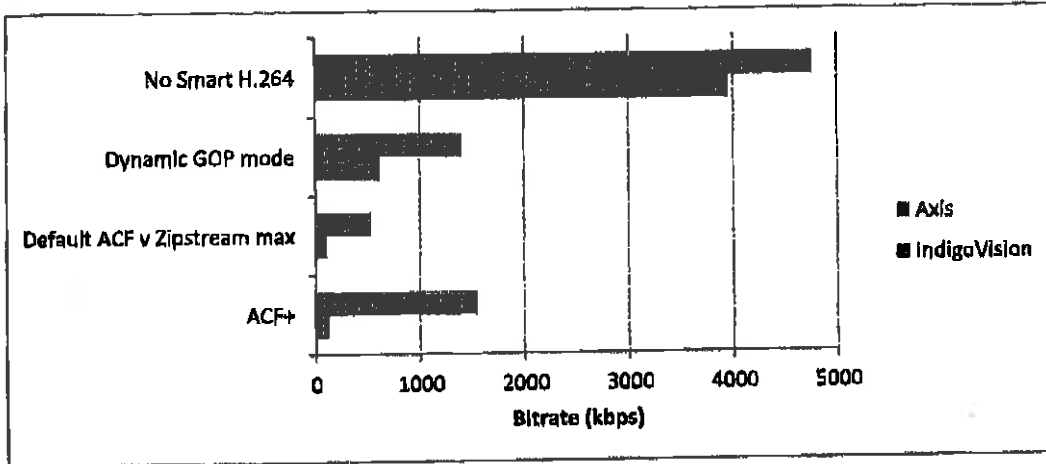
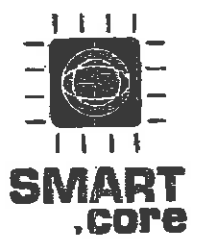# Today - Proven Technology

Reliable total resilience and redundancy
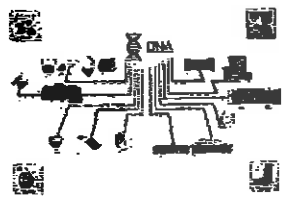
End-to-end smooth deployment, low cost of ownership

SMART .core

Optimized class leading H.264, reducing storage

DNA Distributed Network Architecture

Distributed server-less architecture, no single point of failure

Automated integrated systems for better-faster-cheaper security

Roadmap - Capture

Launch Cameras with higher resolutions, including 4K

Expand camera range to include fisheye, bullet, covert and mini PTZ.

SMART .core

Move from H.264 to H.265

Launch a range of Body Worn Video cameras

Develop further its edge-based analytics strategy

Roadmap - Manage

Maps and GIS

Higher performance (users, cameras)

Expand Storyboarding and export functions

Integration of Body Worn Video
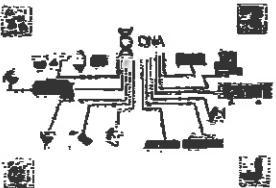
Strengthen IndigoVision's market leading resilience and redundancy.

SMART.core

Roadmap - Record

Expand enterprise storage to higher and denser capacities and form factors

Include application specific versions of the NVR-AS

Expand edge-based recording

Roadmap - Integration
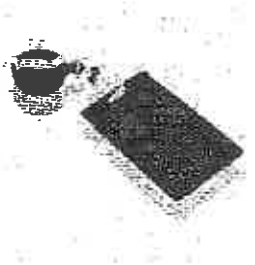
Expand Integration to access control

Expand integrations with 3rd party analytics companies

Enhance Mobile Apps including playback and higher functions
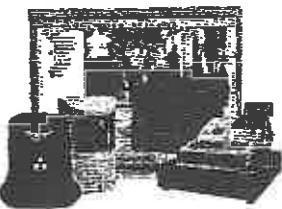
Investigate new types of integration including perimeter,
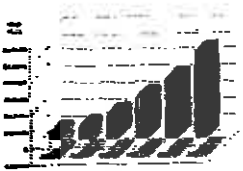
Command and Control and PSIM

Summary
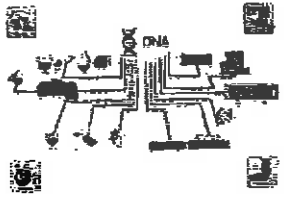
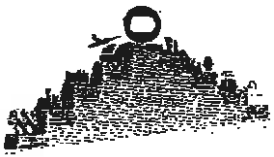Complete end-to-end solution

Integrated and open

Proven track record – we are winning in the market

Proven technology – inherently cost-effective

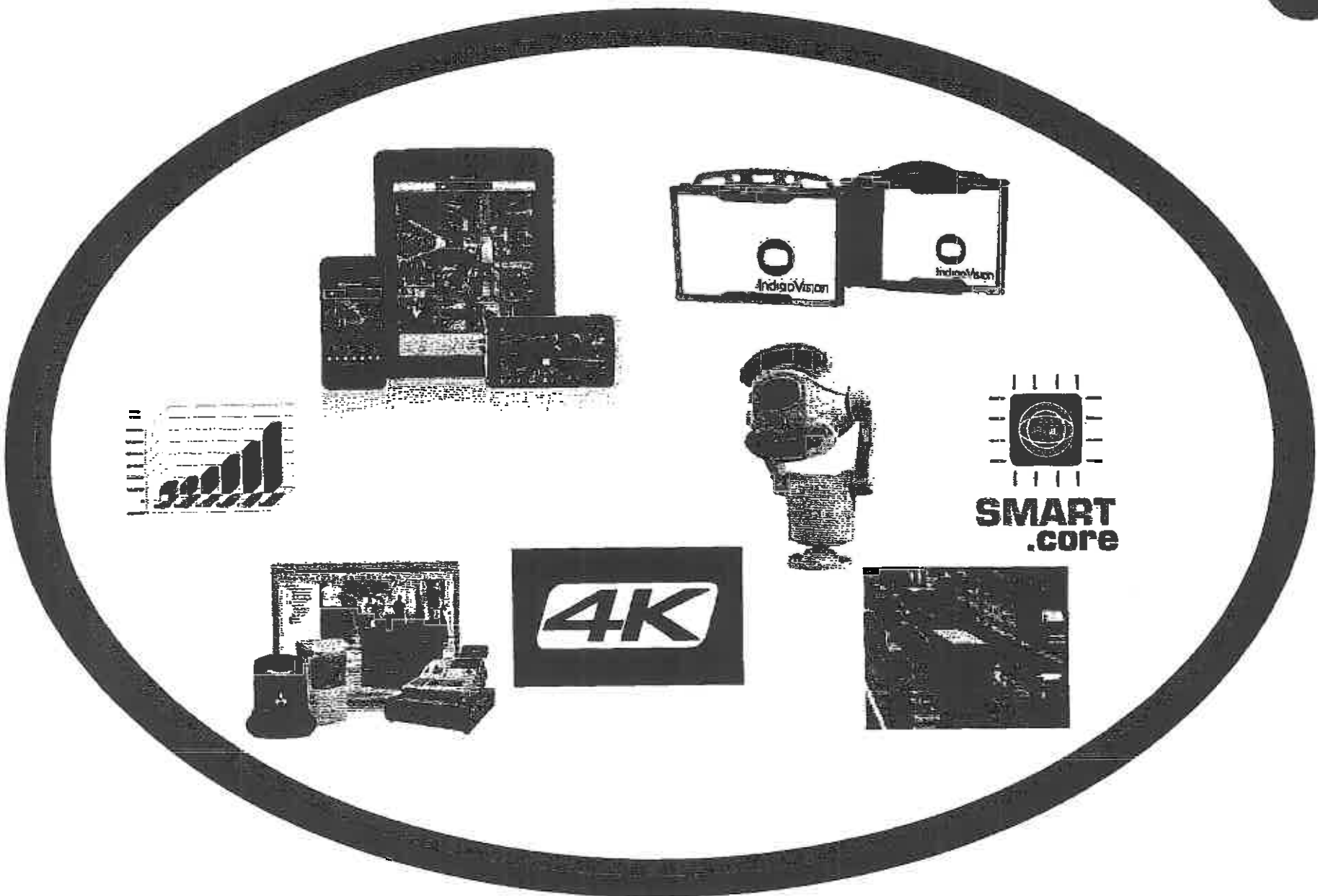Proven projects in all market sectors – worldwide

SMART
.core

4K

A live network gives my staff the opportunity to view real time images which is so important in caring for our clients. Emergency Response is crucial when dealing with a violent person or someone in need of medical attention. We cannot afford the time delay in dispatching our officers who are the front line responders in all our color code emergencies.

Mike Bessegato
Director Fire & Security Services
St Joseph's Health Care

St Joseph's Health Care, London, Canada

IndigoVision's integrated IP Video technology has been providing multi-site CCTV surveillance for St Joseph's Health Care's four facilities in and around London, Canada since 2001. The IndigoVision solution has provided St Joseph's with reliable and scalable CCTV surveillance for more than seven years. The system now includes 250 cameras, over twice the number that was originally installed. IndigoVision's position as a leader in IP Video technology is underpinned by the many projects that have been field proven over a number of years, such as the one at St Joseph's.

IndigoVision's technology provides complete IP-based system solutions for transmission, control and storage of live-networked video. The system is location independent, allowing an operator to view live digital and recorded video from a different building, town or country. It is these features that allow St Joseph's to monitor all of its 250 cameras from each local site as well as centrally from the Security Control Center located at the Parkwood Hospital, without the need for an expensive cabled infrastructure.

The system utilizes St Joseph's existing wide area network to deliver high-quality live video around the site. This provides a far more cost effective solution than analog CCTV systems and has enabled St Joseph's to expand the number of cameras installed from the cost savings realized.

IndigoVision

Complete IP Video Security Solutions
www.indigovision.com

Case Study

Project Brief
Greater Baltimore Medical Center

Healthcare

Integrated IP Security Transforms Healthcare Safety

IndigoVision

End User
Greater Baltimore Medical Center (GBMC)

Country
USA

Vertical Market
Healthcare

Partner
Tele-Tector of Maryland, Inc

Technology Features
Integration with access control
Distributed VMS workstations
Migration from analog CCTV
HD Cameras

Background

Greater Baltimore Medical Center (GBMC) has upgraded its aging analog CCTV and access control to a fully integrated security solution using IndigoVision's IP Video technology. The 281-bed Medical Center is situated in Towson, a suburb of Baltimore, Maryland, and handles approximately 27,000 inpatients and 60,000 ER visits each year.

Solution

When the original CCTV system and access control were becoming end of life, GBMC turned to system integrator Tele-Tector of Maryland, Inc. for advice. They recommended an integrated solution using IndigoVision's IP Video and Software House C•CURE access control system.

Commenting on the success of the project, Steve Cohen, GBMC Director of Security, said, "The new system is rock solid with fantastic video and has transformed our surveillance operation. The integration to the C•CURE access control is a key component as we can now centrally see what is happening in real time and react via radio to security in the vicinity. This is important for patient and staff safety."

At the heart of the system is IndigoVision's 'Control Center' Video Management Software (VMS). This enables operators to monitor live and recorded video and consolidates the alarms from the access control system into a single user interface. The access control system is interfaced to the IP Video using an IndigoVision integration module, specifically developed for the C•CURE product. Tight integration helps to significantly improve operator response times in the event of an incident. Alarms raised in the access control system are immediately visible in 'Control Center' and can automatically trigger a number of events. For example, a camera can be panned to a pre-set position to view the entrance/exit involved and simultaneously display recorded video just prior to the alarm – allowing operators to monitor both the run-up to the incident and the live situation.

In addition to the security teams, various departments have their own dedicated VMS workstations allowing them to monitor their own areas. This gives the hospital the ability to quickly track down missing patients, respond to incidents in public areas and locate expensive equipment.

Benefits

- Tight integration between IP video and access control

- VMS workstations used throughout the hospital by security and medical staff

- System migrated to IP Video over a 4-year period to accommodate budgets

- Scalable and flexible design has allowed GBMC to add additional IP cameras in addition to the original analog units

- High Definition (HD) camera to be used in the future to record license plates at main security gate entrance

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