

Case Study: Augusta Public Schools

Located in eastern Maine, Cony High School is part of the City of Augusta Maine Department of Public Schools. Just two years into a new building, Cony High School administrators realized their 16-camera analog surveillance system was lacking. Without coverage in crucial areas – stairwells and parking lots – and dead spots in the cafeteria and hallways, they realized they needed a better system to provide comprehensive video security for the 950-student, grades 9-12 campus.

CHALLENGE

New School Building Outgrows Existing Technology

Working through the requisite RFP (request for proposal) process, a committee of Cony administrators, security officers and technology personnel based their selection of an upgraded video security solution on two factors: cost/features and ease of use.

Augusta City Schools Network Administrator Fred Kahl said the system had to be sophisticated, yet technically straightforward enough for school administrators to grasp quickly.

Cony found the system they were seeking – and more – in a partnership with systems integrator NAVCO and Video Insight IP Surveillance Software. SOLUTION

NAVCO and Video Insight

NAVCO – the largest privately held national security system integrator in North America that counts JP Morgan Chase and Whataburger among clients – chose Video Insight IP Video Surveillance software for the Cony High School upgrade.

Video Insight software allows users the ability to use map and floor plan-based navigation to view live and recorded video from anywhere on the internet, network, monitoring station or even smart phone. Video Insight software has been installed on over 4,500 high school and college campuses and supports 400 camera models from 40 major camera manufacturers.

NAVCO National Account Manager, Skip Cole, recommended Video Insight software for the exact reasons Cony administrators specified in their RFP selection.

“Video Insight software is easier to use than the more expensive systems,” said Cole. “But what really got our customer’s attention was that you could get the same functionality that usually comes with much more expensive software platforms. It came standard with Video Insight for a lot less money.”

Along with the Video Insight software, NAVCO installed 25 IP Axis Communications 2616FD cameras for the school interior areas providing comprehensive coverage in the hallways, food court and other commons areas.

For exterior school campus areas, including the parking lot and building perimeter, NAVCO installed IQeye megapixel cameras from IQinVision. Kahl said they chose different cameras for the exterior because outside they needed a camera that would cover a wider area, enabling them to zoom in (on license plates, for example) from a wider field.

Administrators and security officers access the system on a regular basis via the monitoring station or through web access, burning their own DVD’s when a copy of an event is needed. The system has proven to be “very easy” to use, said Kahl.



SOLUTION

- NAVCO Systems Integrator
- Axis Communications Cameras
- IQinVision Cameras
- Video Insight Enterprise VMS

BENEFITS

- Easy access to live and recorded video
- Wide camera support
- Enterprise Features (Video Wall, Expansion Capabilities)
- Scalability

HARDWARE

- Over 25 IP Cameras
- Axis Communications 2616FD cameras for interior
- IQeye megapixel cameras from IQinVision for exterior
- Video Insight VMS

Case Study: Augusta Public Schools

Kahl said he was initially concerned with how much bandwidth IP cameras would use on their network, but was pleased to discover that they had more than enough capability to run the system efficiently. In fact, since Cony shares a fiber network with all of the Augusta school and city buildings, Kahl said he was even able to add four cameras for the Augusta City Police Department to the network within their project. Additionally, the new system allows them to grant the police instant access to monitor the school's cameras and stored video in the event of an emergency. Since Cony administrators retrieve recorded video often (for discipline, vandalism and other security related investigations), Kahl said he increased his network storage from 3.5 TBS to 11 TBS so they can recover video from up to 10 weeks prior to an event.

"The ability to go back several weeks has really been beneficial for our campus, especially since oftentimes events don't get reported right away," Kahl said.

ADDED BONUSES

With their new, sophisticated video surveillance solution, administrators felt comfortable expanding the Cony High School campus to include middle school grades 7-8, boosting their student membership from 950 to 1,300.

Traditionally, there is "a lot of concern about putting middle school students in the same facility as high school students, but since we can monitor our students better with our new video system, it has enabled us to make the most efficient use of our new building by bringing in the 7th and 8th graders," said Kahl.

The areas which are shared by both the upper and lower grade levels – art, music, and family and consumer sciences – are covered extensively by cameras, offering the added level of comfort to administrators.

Kahl said with Video Insight the Cony campus got "what we wanted and needed and much more." Echoing Kahl's sentiments, NAVCO's Cole said that is why they often select Video Insight for a video solution.

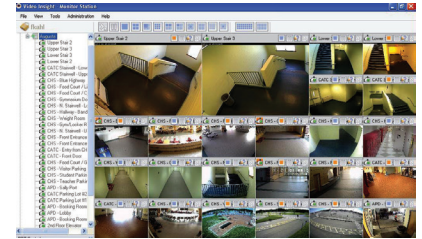
"Video Insight is tremendous," said Cole. "Its product has all of the functionality and quality as the top contenders while being less expensive. And the support is exceptional - from the very top of management to the very responsive technical support division. We highly recommend Video Insight because we know that it is in line with NAVCO's highest of standards."

About NAVCO

The largest privately held national security system integrator in North America, NAVCO has 39 years experience in providing business security expertise to leading companies across a spectrum of industries. From our nationwide network of locations, NAVCO provides business security solutions that combine best-in-breed security technologies, knowledge, service and support to meet each client's unique needs. www.NAVCO.com or 714-779-7499.

"Traditionally, there is a lot of concern about putting middle school students in the same facility as high school students, but since we can monitor our students better with our new Video Insight solution, it has enabled us to make the most efficient use of our new building by bringing in the seventh and eighth graders"

Fred Kahl - Augusta City Public Schools Network Administrator



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Case Study: Austin ISD

Austin ISD deploys Video Insight VMS to provide centralized management system for over 3,000 cameras

CHALLENGE

Texas' Capital School District Sought Better Video Management System for 3,000+ Camera System

Known for its music scene and for being proud to be “weird,” Austin is more than just the capital city of Texas. It’s also home to the 38th largest school system in the United States. Encompassing 230-square miles, Austin Independent School District has 86,000 students and more than 11,000 employees across 124 campuses.

An organization this large requires a dependable video management software system (VMS) to aide in providing video monitoring of facilities and students, as well as the ability to review incidents in an easy and rapid fashion. School districts this large move employees from campus to campus. Which means the VMS administrators spend a considerable amount of time with user maintenance. With this number of users a reliable web client is more economical than installing (and uninstalling) thick VMS clients on each PC, which also overburdens the already taxed VMS administrators.

Austin ISD found, however, that their 3,000+ camera, 50-server system came up short in these all-too-important-and many other areas.

“We were unhappy with the platform that we had and we needed a more practical solution – something that is easy to use,” said Austin ISD Police Department Representative, Wayne Russell. “We needed something that didn’t require an incredible amount of CPU processor power and that could also serve as a fully functioning web client.”

After an exhaustive bid process, Russell said Video Insight was the only choice Video Insight was the only software solution that worked seamlessly with the district’s existing cameras from their previous software provider, DVTel. Video Insight also offered what Austin ISD most sought: ease-of-use and a dependable web client.

SOLUTION

Video Insight Software With Strong Performing Web Client and LDAP Integration Provides Austin ISD Better Performance, Storage and Image Quality

Video Insight Chief Technical Officer, James Whitcomb, said that Video Insight’s open architecture, ease-of-use and features that were developed specifically for large systems with multi-campus and facilities is what made it best-suited for a project like Austin ISD. “Austin ISD was unhappy with their previous provider and had specific expectations that we were more than able to meet,” said Whitcomb.

How did Video Insight improve the Austin ISD’s existing system?

Training – Austin ISD VMS users made the transition to Video Insight with a simple guide showing the login instructions and how to navigate. Because Video Insight is so easy to use, the video management team did not require any training sessions, although they have access to numerous technical training videos on the Video Insight Support webpage if they desire to undergo end user training or seek instruction on a specific topic.



SOLUTION

- Centralized System
- Video Insight Enterprise VMS

BENEFITS

- Ease of use - Minimal training needed
- Wide camera support
- Unlimited scalability
- LDAP Integration

HARDWARE

- Over 3000 IP Cameras
- Video Insight VMS

Case Study: Austin ISD

Web Client – Austin ISD users can now access live and recorded video via the Web Client. With the previous system they only used a Thick Client that had to be physically installed on each PC. With the number of users in this size of a district this was an almost full-time job for the VMS administrators.

LDAP Integration – With Video Insight's LDAP user and group integration, Austin ISD created a security group for each campus and assigned camera permissions to these groups. As users move from campus to campus, the video management team only has to move the users from one group to another. Even if a single server supports multiple campuses, the users get permission to only the cameras assigned to the group. Under the previous system, VMS administrators had to create user names for each video user and assign camera permission – a time consuming and unnecessary task.

Image Quality – With Video Insight, Austin ISD is able to run all of their cameras at maximum resolution even while using the same hardware. Previously, the cameras had been set at half resolution to improve system performance.

Storage – With Video Insight's efficient storage system, recorded history has doubled across all the servers even considering the image is running at full resolution.

System Performance – With Video Insight's distributed architecture, users login to servers with their cameras and are not routed to a single login server. This has dramatically improved the user experience since previously users had to wait up to 5 minutes to view video after login.

Wide Camera Support – With Video Insight's support for 3,000 different camera models from over 100 manufacturers, Austin ISD is able to add new cameras from any manufacturer, which Russell said he is eager to explore.

Russell said they are very satisfied with the Video Insight system. Instead of struggling with problems in their VMS, they can now dependably access cameras and recorded video. The Austin ISD police department dispatch has the ability to monitor cameras 24-hours a day, seven days a week, but the campus administrators are the primary monitors – routinely watching cameras during peak times: bus drop off and pick up, in cafeterias during breakfast and lunch time, on the playgrounds and in the hallways during class changes.

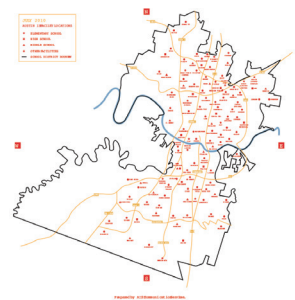
If there is an event, school administrators do not export video – they alert their assigned police officer of the incident and the officer exports the clip and assigns it a case number. Limiting who can export a clip provides an extra layer of security for video that contains images of school children, said Russell.

“While we wouldn't expect an employee to export clips for any reason other than to share an incident with the authorities, it's always comforting to have absolute control over video images of the children in our school system.”

Whitcomb said the challenging Austin ISD project is a perfect indication of how Video Insight can improve video management – no matter the size. “As a result of our work together Austin ISD has better system management, better use of storage, no need for in-depth training,” said Whitcomb. “The best news is that they have reliable video surveillance that adds to – and does not detract from – a district-wide safety program.”

“We were unhappy with the platform that we had and we needed a more practical solution – something that is easy to use. We needed something that didn't require an incredible amount of CPU processor power and that could also serve as a fully functioning web client.”

Wayne Russell - Austin ISD Police Department Representative



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Case Study: Leon County Schools

Home to Florida's capital of Tallahassee, Leon County is among the largest public school districts in the state serving 33,000 students at 48 campuses. With dozens of school campuses and virtually no comprehensive video surveillance system, Leon County Schools was seeking an affordable, yet effective, video surveillance system solution when they first approached Video Insight in 2007.



CHALLENGE

Large School District Needs Affordable & Effective Surveillance System

Safety and Security Director John Hunkiar said Leon County Schools sought to ensure that the 48 campus perimeters and administration buildings were safe from unauthorized access and use. They desired to have a full-fledged video surveillance solution but wanted something simple that they could easily install and maintain.

School Security is Leon County School's number one priority, and the progressive district is a national leader in utilizing technology to maintain safe learning environments.

"We did a great deal of research when looking at different video surveillance companies," said Hunkiar. "We were looking for a company in particular that would strictly deal with the software and didn't have to include a lot of hardware as part of the deal. We found that Video Insight offered us everything we were looking for."

Leon County Schools also sought to incorporate access control to some of their administrative facilities to secure sensitive and confidential data.

SOLUTION

Affordable Analog Video Surveillance & Access Systems

Leon County chose an analog system consisting of rack mount Dell 2950 servers and 32 cameras per school campus, yielding more than 1,500 cameras in all. Currently, that represents cameras at 24 elementary schools, eight middle schools, six high schools and more than 10 special campuses, and administrative buildings. They also continue to add more cameras as their needs increase and their configuration changes.

The cameras are primarily set to monitor and record building exteriors and parking lots with the prime task of deterring unauthorized campus access and visitors, as well as illegal activity including vandalism, said Hunkiar.

"One of the best features is that authorized personnel can watch the cameras from our state-of-the-art monitoring station or remotely, whichever is most convenient for them," said Hunkiar. "Image storage demands are also adequately met and easily accessed."

Leon County Schools also chose to implement Video Insight's card access control system in order to secure confidential information in a few administrative areas. Building Management Systems Coordinator, Jim Sciara, has been instrumental in building automation and oversees Leon County Schools' technical security camera program.

"Access control and security cameras are becoming more commonplace in Florida schools. There are many benefits to these systems when meeting the demands of tiered access levels and providing accountability," said Sciara.

SOLUTION

- Analog Cameras
- Video Insight Enterprise VMS

BENEFITS

- Easy to use and deploy
- Scalability
- Web and Mobile Clients
- World Class Tech Support

HARDWARE

- Over 1500 cameras
- Rack Mount Dell 2950 servers
- Card Access Control System
- Video Insight VMS

Case Study: Leon County Schools

Since Leon County Schools had just “16 cameras at a couple of sites” on their vast school district, it was a considerable job outfitting more than 48 buildings with the analog system they selected. Both Hunkiar and Sciara agree that Video Insight has surpassed their expectations and has offered professional support as well as increased capability over the last two years.

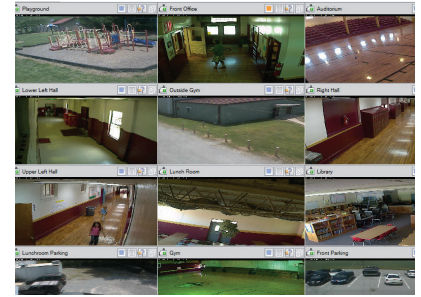
“We have been very pleased with the products and the service we have received. It’s very easy to use – we do the installation and the maintenance, as well as all of the training,” said Sciara.

“We continue to work with Video Insight adding new equipment on a regular basis and as we grow we plan to continue to utilize their expertise,” said Hunkiar.

Pictured is the video surveillance monitoring station at Leon County, Florida, Public Schools.

“One of the best features is that authorized personnel can watch the camera from our state-of the art monitoring station or remotely, whichever is most convenient for them.”

John Hunkiar, Leon County Schools’
Safety & Security Director



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Case Study: Pearland ISD

Pearland ISD Utilizes Video Insight VMS to Enhance Its Existing Video Surveillance System

CHALLENGE

Large school district with a small budget

Pearland Independent School District is a large school district in a thriving suburb of Houston, Texas. The district has 22 campuses, over 1,000 teachers, and more than 18,000 students. Although Pearland is faced with budget constraints, their emphasis on providing a quality education is always their first priority. As a result, they must make maximum use of their limited administrative and financial resources.

One key administrative area for Pearland is the management of an extensive video security system throughout their school district. Amazingly enough, the district manages a network of over 800 IP video surveillance cameras with only a part-time telecommunications manager.

HOW DO THEY DO IT?

Pearland ISD first installed video surveillance cameras at Pearland Jr. High School. The design of the stairwells was causing security and discipline concerns. The cameras quickly proved that they were a useful tool. They provided administrators with data needed to support and provide documentation for discipline incidents. The next security camera implementation was at the agricultural center. Exterior and interior cameras were installed to provide security for the animals and property in that location. It was quickly becoming evident the importance that the security cameras were playing in providing secure and safe environments for the staff and students of Pearland ISD.

The school board invested a large amount of funding through bond proceeds to install cameras at the high school.

IP cameras were placed at exits, throughout the building, in the cafeteria and in the kitchen area. This was the first school to have cameras throughout the building.

The Safety Resource Officers and administrators felt that this was money well spent. The presence of the cameras significantly improved safety on the campus. The camera system did result in a decrease in discipline, thefts and vandalism reports. The expansion of the IP camera system proceeded at a rapid pace, but the expansion created new administrative problems for the district.

SOLUTION

Dissatisfied with their existing IP Video Surveillance system vendor, personnel in the telecommunications department began to investigate alternatives. They looked at all of the major players in the market and decided to look at Video Insight in greater detail because of how user friendly the Video Insight software was for non-technical staff.

To put the software through its paces, they decided to run a test with Video Insight software. District personnel set up a side-by-side live test comparing their existing system with Video Insight and were surprised when the Video Insight solution required 40% less CPU utilization than their existing system with the same number of cameras. Not only was the software easy to use, but it made efficient use of their bandwidth and CPU capacity. Because the infrastructure was already in place, the switchover to Video Insight was relatively painless; the Pearland techs merely uninstalled the old software and installed Video Insight.



SOLUTION

- Centralized System
- Video Insight Enterprise VMS

BENEFITS

- Ease of use - Minimal training needed
- Enterprise Features Included (Video Wall, Automated Failover)
- Required less CPU utilization than existing system
- World Class Tech Support - 1 hour callback guarantee

HARDWARE

- 20 Servers
- Video Insight VMS

Case Study: Pearland ISD

Pearland is fortunate in that they have a state-of-the-art redundant 1 GB backbone. There are 20 servers running the Video Insight IP surveillance software. Some servers for the older schools are maintained at the central administration building while the servers at the new schools, including the newest high school, are installed on site. Pearland is in the process of upgrading all schools to have equivalent video surveillance coverage.

Pearland ISD, like most districts, has a lean technology department. Additional cameras required no additional staff to manage the camera system. There are two Telecommunications Specialists who share the part time role of managing the camera system. In addition to their normal duties as telecommunications managers for Pearland ISD, they are responsible for ensuring that all video surveillance systems are operational. They are also responsible for working with the district administrators and SRO (Safety Resource Officers) to design the camera layouts for new installations. They manage all user accounts and also provide end user support and training of all personnel that use the system.

Training for school administrators and School Resource Officers is done on a one-on-one basis. As Gary McLeod, Pearland Telecommunications Specialist said, "training is easy because of how easy to use the Video Insight system is. We use the Facility Maps to make it easy for our users to find our cameras."

RESULTS

The implementation of Video Insight has greatly reduced the total cost of ownership for the Pearland ISD IP video surveillance systems.

As with all organizations, keeping administrative personnel costs at Pearland as low as possible is essential. Because the system is so easy to use, there are fewer requirements for additional training and support of the end-user community, which translates into a system that requires little in the way of ongoing support. Since the Video Insight software makes the most of limited bandwidth, storage and CPU, more cameras can be managed from fewer servers.

This reduction in servers also saves Pearland on annual maintenance and operating system costs. Pearland continues to add servers and cameras including systems for a new high school. All these cost savings add up to produce an extremely cost effective video security for the Pearland school district.

"Training is easy because of how easy to use the Video Insight system is. We use the Facility Maps to make it easy for our users to find our cameras."

Gary McLeod, Pearland
Telecommunications Specialist



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