



Integrated Guarding Exceeds Performance and Cost Benchmarks for Government Complex

Electronic Security | Government Office Complex

An existing Securitas USA local government client was looking to upgrade its camera system being provided by another vendor. Located in a large metropolitan area, the client's site serves as the city's government headquarters and houses offices, courtrooms and meeting rooms.

Challenge:

Securitas was providing On-site Guarding and, while discussing their overall security program, the client indicated dissatisfaction with the new camera technology being installed by another vendor. Moreover, the client had exhausted its available capital funding to do so.

Solution:

In our talks with the client, we established that Securitas was a full service "Protective Services" organization and that we could likely support the camera technology migration with no capital investment. With client approval, and tapping the deep expertise of our Technology Group, we:

- Developed a plan to install 90 day demo camera/software to offer a side by side comparison with the existing system, which was supported by various WebEx demonstrations.
- Replaced, based on the success of the 90 day test, the new video management software platform the client just had installed, upgraded seven critical area cameras, and interfaced the rest of the existing analog cameras into the new system.

Result:

- The client was impressed by the notably improved quality of the Securitas system and asked that we provide a proposal to upgrade the system being installed.
- Our new technology system greatly exceeded the client's expectations. The client asked that we propose additional camera upgrades as well as replace the existing antiquated card access control system.
- In addition to superior security results overall, the Securitas Integrated Guarding approach required no additional capital outlay.