

PRIZE-WINNING PROJECTS

Approach Perfection



Vision Southeast President Barry Komisar (left) and Ultrasafe Security President Ron Lander proudly display their award plaques for, respectively, SSI's Integrated Commercial/Industrial and Residential Installations of the Year.

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AT A GLANCE

- Vision Southeast of Birmingham, Ala., and Ultrasafe Security of Norco, Calif., named winners of *Security Sales & Integration's* Integrated Installation of the Year Awards
- Vision Southeast received the Integrated Commercial/Industrial Installation of the Year Award for providing a 2-million-square-foot Hyundai Motor Manufacturing plant with an integrated video, access control and fire system
- Ultrasafe Security captured the Integrated Residential Installation of the Year Award for a Southern California gated community in which it installed video perimeter security, wireless security, vehicle gate controls, solar power for outdoor systems, alarm monitoring and a command center

Birmingham, Ala.-based Vision Southeast and Ultrasafe Security of Norco, Calif., have reached the pinnacle of their profession by winning *Security Sales & Integration's* 5th annual Integrated Installation of the Year Awards. SSI takes you behind the scenes of these projects for an up-close look at what makes them so exceptional.

Experience, expertise, ethics, finesse, dedication, patience, perseverance, teamwork. Vision Southeast and Ultrasafe Security possess these attributes in abundance, which is largely why they captured *Security Sales & Integration's* 2006 Integrated Installation of the Year Awards. Their winning entries demonstrated extraordinary skill and innovation in system design, engineering and installation.

As the biggest among many winners announced during SSI's SAMMY Awards ceremony in Las Vegas April 4, Birmingham, Ala.-based Vision Southeast and Ultrasafe Security of Norco, Calif., set themselves apart among several outstanding security contractors to take home special plaques for, respectively, Integrated Commercial/Industrial and Residential Installations of the Year.

In its winning installation, Vision Southeast integrated access control, digital video, fire detection and fiber optics systems for the 2-million-square-foot Hyundai Motors Manufacturing plant in Montgomery, Ala. The project, which included six buildings spread across 1,750 acres, was completed in four months.

Ultrasafe earned its residential recognition by installing a total perimeter fence, perimeter photoelectric beam, wireless CCTV, access control and command center systems for a 350-unit, Southern California golf-course community. The \$1 million project was completed in five months.

Both projects combine environmental aesthetics with optimal functionality, seamless integration and ease of use. Let's take a closer look at what makes these installations worthy of being recognized as the industry's gold standard.

Golf Community SYSTEM IS PAR EXCELLENCE



WINNER AT A GLANCE

Company Name: Ultrasafe Security

President: Ron Lander

Location: Norco, Calif.

Years in Business: 17

Number of Employees: 18

Number of Accounts: 200+

Market Breakdown: Systems integration (40 percent); access control (20 percent); video surveillance (20 percent); intrusion (15 percent); fire (5 percent)

Located in the Riverside County (Calif.) city of Norco, Ultrasafe Security has carved out a nice niche for itself specializing in integrated systems, video surveillance and access control. The company also dabbles in intrusion and fire systems. More than half of its approximately 200 accounts are monitored by Criticom Int'l.

Established in 1989, Ultrasafe has its roots in law enforcement as President Ron Lander, CPP, is a retired sergeant with 23 years on the Los Angeles County Sheriff's Department. Lander is also a senior member of the American Society for Industrial Security's (ASIS) Information Technology Security Council, past chairman of the local ASIS chapter and a long-

time member of the California Alarm Association's (CAA) Executive Committee.

Lander's and Ultrasafe's skills have been tapped by general aviation airports, high-profile estate owners, celebrities, grocery and department stores, hospitals, manufacturing facilities, the hotel/restaurant industry and law firms. However, it was the company's solution for a golf community located in one of Southern California's most affluent desert towns that has now brought the firm national prominence as winner of the 2006 SSI Residential Installation of the Year.

The integrator came up with a \$1.1 million, homeowners' association-approved solution to upgrade the community's outmoded security system so the more than 350 estate owners would

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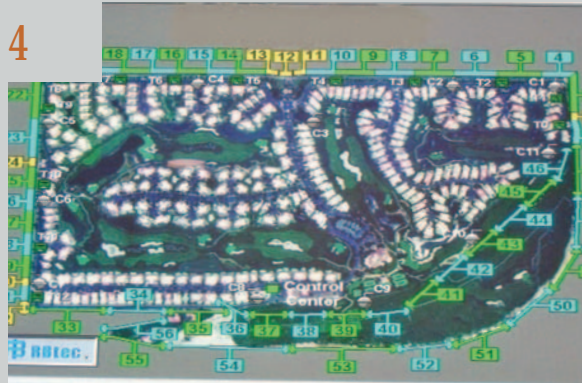
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1. IT specialist Raymond Alvarez installs an Avalan brand wireless Ethernet link to one of the perimeter gates three-quarters-of-a-mile away.

3. Arie Verber of RBtec, who flew in from Israel for the project, wires one of several processing units for the magnetic anomaly detection (MAD) detection system.

2. This is exit hardware at the service gate. Communication with this gate was accomplished via a 1.5MB wireless link.

4. The interactive RBtec 42-inch graphics display illustrates the status of perimeter fence sensors, photoelectric beams, solarbeams and cameras throughout the community.

have better protection for their families and assets. The project included a new command center to control perimeter fencing, perimeter photoelectric beam detection, video surveillance and gate security systems.

Rising Crime, Antiquated System Prompt Upgrade

With crime in the surrounding Coachella Valley on the upswing and existing security systems becoming dilapidated and obsolescent, the golf community's board of directors decided in early 2005 to upgrade the neighborhood's overall security posture.

"The existing perimeter system was not working at all and the command center was too small; all of the computers were obsolete and malfunctioning frequently," says Lander. "In addition, there were 10 photoelectric

beam sets on the golf course that did not work, and three vehicle gates had to be manned by security personnel."

After being recommended by another consultant, Ultrasafe Security Specialists was hired to evaluate the existing system and make recommendations for a new integrated security system.

"This started as a consulting and project management project. However, when we found out some of the local contractors' prices were significantly outside the budget, or they refused to participate due to the stringent specifications, we offered to do some of the work out of our own labor pool," says Lander.

Ultrasafe is comprised of two different entities: Ultrasafe Security Solutions, which is a consulting business consisting of Lander and Pat Boyd, CPP, and Ultrasafe Security Specialists,

which is the installation portion of the business that (usually) works independently of the consulting arm and includes several other staff members.

For this particular project, the two divisions of Ultrasafe collaborated. The contract was obtained in early June 2005 and a five-month project timeline was put into action. However, it did not take long to discover the job would exceed that timeframe.

Solar Power, Wireless Technology Included in System Design

The desert can be a brutal, unforgiving environment for security equipment, which was a key consideration for Ultrasafe in determining what devices would be installed.

"We went through testing different technologies and selected what we thought would be the best fit for

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the budget and environment,” says Lander. “The desert-area temperature is usually in the range of 100°-120° F during the summer and in the 40°-50° F range during the winter. It was necessary to install equipment that could withstand the extremes in temperatures.”

For the perimeter fence system, RBtec was selected as the manufacturer with Flair Electronics serving as the integrator. The RBtec system is based on the *magnetic anomaly detection (MAD)* principle. Two wires were attached to the top of the 14,000-foot-long block wall and were subsequently covered with mortar.

When a person in possession of metal (even dental fillings) comes in close proximity to the fence, a magnetic difference is detected, and one of 32 perimeter zones annunciates audibly and on a 42-inch monitor

located in the command center. Local cameras in the area are then automatically commanded to point toward the area of the violation.

Speaking of video, an eight-channel General Solutions DVR was placed at each of the four perimeter gates, and a 16-channel unit was installed inside the command center. More than 30 stationary and pan/tilt/zoom (p/t/z) cameras were used to further protect the perimeter.

“There were more than a dozen Pelco Spectra III p/t/z cameras installed throughout the facility,” confirms Lander. “Each entry gate has a minimum of four cameras installed, including one that gives a facial view of a driver that is communicated via a Verizon T1 network to command center personnel.”

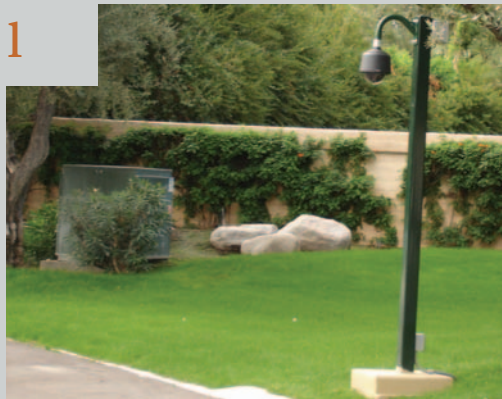
As for access control, the facility has four gates. Barrier arms were

installed at all entry and exit lanes. Communication with the service entry gate is accomplished via a 1.5MB wireless link. There was also an automated gate system installed that allows visitors to communicate via voice over Internet protocol (VoIP) with the command center.

Perhaps the most unique aspect of the project was the solution Ultrasafe devised to provide the golf course with perimeter protection. Using products from a company called Solarbeam Security, a solar-powered system was deployed.

“Since the golf course is on a flood control channel, there is no ability to run conduit or provide local electricity,” says Lander. “The Solarbeam system includes 10 7-foot tower sets. Each tower has a solar panel, regulator and batteries, and each receiver has an In-

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1. This is one of the dozen Pelco Spectra cameras that were painted to blend into the environment.

2. This is one of the 20 Solarbeam brand towers that were installed to protect the golf course. Each receiving tower has an Inovonics transmitter, solar panel, regulator, Aleph beams and eight batteries.

3. Entry hardware at one of the “tandem” entry portals.

4. IT specialist Pablo Lara fine-tunes the gate software with a touch-screen monitor. On his left is the Microkey alarm-monitoring screen. At the top is a 42-inch monitor that provides views of the entire camera system, based on various conditions from 32-camera views to single-camera views.

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ovonics transmitter that communicates with the command center.”

For the intrusion aspect of the project, Allied Security Alarms was enlisted to install a Bosch Security Systems 6600 alarm receiver and Microkey alarm management software. Allied also provides a redundant backup system through a telephone transfer link in the event of a local calamity like an earthquake.

The entire community-wide system is integrated, with the cameras connecting to the access system as well as the perimeter system. Everything communicates through the Ethernet backbone back to the command center, which is typically manned by the 20-person guard force that works for and patrols the community.

System Delivers as Promised, Keeps Security on Course

Although the end result of the project achieved its mission, Ultrasafe had to contend with software programming problems and snags in timely product delivery. The latter pushed the job well beyond its initial five-month time frame.

Lander elaborates: “We were dealing with a company that uses programmers located in the Middle East. Even though they adjusted their schedules to be available during most of our daytime presence, communicating with them at an understandable level was difficult. Another problem was dealing with shippers. Sixty percent of incoming products were either late, damaged or did not arrive at all!”

Ultrasafe found creative ways to overcome the obstacles set before it to meet its client’s expectations. Despite the fact some tweaks had yet to be programmed into the software, the system began paying dividends for the community almost immediately.

“There have been numerous violations of the perimeter that have been detected by the system, recorded on video, and the perpetrators have been captured by guards,” says Lander. “In some cases, it is people taking a shortcut through the golf course to another part of the community. However, it was this type of movement the client

wanted to detect and stop.” According to Lander, the company was surprised and overjoyed to be announced as the winner. “It feels good for myself and my staff to be recognized by our peers in the security industry,” he says.

The video system has also been used to document and bill people

who have struck a barrier arm or gate and driven away without stopping.

Capping off Ultrasafe’s satisfaction with a job well done and another happy customer is capturing the SSI Installation of the Year Award. Ultrasafe registered the honor in its first time entering the competition. →

Southern California Residential Community Equipment List

PERIMETER SYSTEM

Quantity	Manufacturer	Description
(Community common areas)		
6	Optex	Beamsets covering gates and other perimeter areas
1	RBtec	Intrudalert 5500 graphics annunciator system
1	RBtec	MAD fence detection system, 32 zones
(Golf course)		
10	Inovonics	Transmitters
3	Inovonics	Repeaters
10	Optex	500-foot interior golf course beamsets
10	Solarbeam/Aleph	Beamsets with solar panel, regulator and eight 7.5Ah batteries

AUTOMATED GATE SYSTEM

Quantity	Manufacturer	Description
4	Aiphone	VoIP intercoms
13	Magnetic Automation	Barrier arm systems
1	Talkmaster	VoIP software

VIDEO SURVEILLANCE SYSTEM

Quantity	Manufacturer	Description
N/A	American Video/Pelco	Camera mounts
4	General Solutions	Eight-channel Optiplex DVRs
1	General Solutions	Sixteen-channel Optiplex DVR
12	NVT	Powered baluns
12	Pelco	P/T/Z cameras
20	Speco	Vandal-resistant cameras

OPERATIONS SYSTEM

Quantity	Manufacturer	Description
1	Bosch Security Systems	6600 alarm receiver
1	Dell	Gate control server
6	Dell/HP	Computer stations
1	Katolight	50Kw/h emergency generator
2	Maxent	42-inch color LCD monitors
1	Microkey	Networked alarm management system
2	N/A	Workstations
5	N/A	19-inch color monitors with 8ms refresh rate
2	N/A	Remote workstations with touch-screens
1	Russ Bassett	Control console



Finalists 'Missed It by That Much'

As beloved nincompoop secret agent Maxwell Smart would say, the runner-ups in *Security Sales & Integration's* Integrated Commercial/Industrial and Integrated Residential Installation of the Year awards missed winning the top prize by that much. The translation for those unfamiliar with the classic 1960s sitcom "Get Smart" is that these examples of extraordinary craftsmanship and skill were barely nudged out.

Tech Systems of Duluth, Ga., was a strong candidate in the Integrated Commercial/Industrial Installation of the Year competition for its work with the Georgia Power Co. (GPC).

With the goal of implementing a common security platform across all of GPC's facilities, Tech Systems set about replacing the existing access control system in GPC's Atlanta headquarters, as well as five remote sites. The new system was comprised of more than 150 smart-card readers, 25 controllers, a redundant server and four photo-ID stations.

Tech Systems was further tasked with installing the new system in less than 30 days without interrupting operation of the existing system. Phase 2 of the project involved another 150 smart-card readers, including physical perimeter turnstiles and a CCTV system at eight power generating plants, totally integrating more than 30 remote facilities for GPC's parent company. The system totaled more than \$5 million.

HSM Electronic Protection Services of Jupiter, Fla., turned judges' heads with its impressive installation for the California State Lottery security upgrade at the lottery headquarters complex, remote sites and "The Big Spin" television studio.

The CCTV system alone, which was comprised of 197 cameras, was integrated into an access control system that included 288 card readers with more than 2,700 protection points. As a redundant system after-hours, a monitored alarm system complete with dual dedicated telephone lines and a cellular backup topped the \$1 million system off.

On the residential side, Lancaster, Pa.-based Kourt Security Partners stood out for its installation in a picturesque Warwick Township (Pa.) suburban home, which was located in a deeply wooded parcel half a mile from the main road and security was a major concern.

The property was given a customized, wrought-iron perimeter fence and entrance gate complete with automated access control. A CCTV system connected via underground cabling that can be viewed on a dedicated TV channel was installed within the grove of trees surrounding the property.

The main house, pool house and detached garage were equipped with addressable contacts on all exterior doors and windows, glass-breaks and PIRs. The system also includes cellular backup. More than 50 addressable fire alarm detection devices were used to provide smoke and heat protection.

Las Vegas' A-I Security distinguished itself by outfitting a golf course community domicile with plenty of amenities.

The residence's completely integrated structured wiring system includes an interior/perimeter burglar alarm, eight-camera CCTV system, central vacuum system, lighting control and a computerized phone network throughout. To top it off, a complete multiroom audio/video home theatre media room was set up. The job took a little more than a year to complete, from prewire to final walkthrough.

Congratulations to all the finalists for excellence in integrated installations!



(From top to bottom) Tech Systems (Georgia Power Co.), HSM Electronic Protection Services (California State Lottery headquarters), Kourt Security Partners (Warwick Township, Pa. residence) and A-1 Security (Las Vegas home) received special honorary notice in *Security Sales & Integration's* 2006 Integrated Installation of the Year Awards.

