



Video Solutions for Security Professionals™

CASE STUDY



Case Study: LTS Consultants Help Secure Project Bid in Middle School

At a Glance:

Market:

Education, Large Infrastructure

Location:

Lykens, PA

Application:

90+ IPCs to monitor middle school campus and student safety withstand corrosion

Introduction

The Upper Dauphin Area Middle School, home of the Trojans, serves students in fifth through eighth grade with an approximate school population of 364 students. Along with their mission of encouraging students “to settle for nothing less than their best, and to build character that will lay the foundation upon which they will build their futures,” providing a safe learning environment for students is an integral part of the school’s principles.

The Upper Dauphin Area Middle School entered its second round of project bids to install over 90 cameras throughout the school campus. With the assistance of LTS consultants from the New Jersey office, a security installation company based in Pittsburgh was able to secure the bid for the middle school.

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Featured Products:

(CMIP7422-M)

Platinum Fixed Lens Dome
IP Camera 2.1MP

(CMIP7233-S) Platinum

Varifocal Lens Dome IP
Camera 2.1MP

Challenge

After the Pittsburgh based security installation company had qualified to the second round of bids for the project, they needed to create a presentation that would impress the school and ultimately succeed in securing the project bid.

The school had a preexisting surveillance infrastructure in place but required an updated and improved solution. Prior to the installation, the school's surveillance system consisted of an NVR and an outdated IP based pan-tilt-zoom camera.

The school had to be prudent not to exceed their budget due to the school's public funding. They needed a solution that would integrate seamlessly with their existing surveillance system while offering the highest resolution that fit within their budget.

Solution

LTS consultants and the installation company decided upon the Platinum Fixed Lens Dome IP Camera 2.1MP, CMIP7422-M, and Platinum Varifocal Lens Dome IP Camera 2.1MP, CMIP7223-S, to present for their project bid. CMIP7422-M would be used for indoor application and CMIP7223-S would be used for outdoor application. The Platinum Fixed Lens Dome IP Camera 2.1MP features a 4mm fixed lens with a recording resolution of 1920x1080p@30fps. It uses 30 IR LEDs for night footage up to 100 feet. The camera uses 3D DNR, DWDR and BLC to compensate for overexposure and underexposure, providing clear and detailed images. The Platinum Varifocal Lens Dome IP Camera 2.1MP features a 2.8-12mm varifocal lens for zoom to capture up-close footage. It supports audio and alarm inputs/outputs to provide sound and integrate with intrusion detection devices. Both cameras come rated IK10 and IP66 to withstand tampering and harsh weather conditions.



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Results

With the knowledge at hand, LTS consultants from the New Jersey office and installers from the Pittsburgh based security company collaborated to develop a winning presentation to secure the project bid. Exemplifying LTS' mission of offering world-class service and end-to-end support to our customers, LTS and the security installation company was able to provide a better solution that offered a higher resolution at the lowest price amongst competing bids. After the security installation company succeeded in securing the project bid for the Upper Dauphin Area Middle School, over 90 cameras were installed throughout the school campus.

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