



Video Solutions for Security Professionals™

## CASE STUDY



### **Case Study: Nationwide Locations Convert Analog Systems to IP-Based Solutions**

#### **At a Glance:**

**Market:**

Commercial, Retail

**Location:**

Over 300 locations across the U.S.

**Application:**

Replace existing analog system to IP-based solution.

#### **Introduction**

Valvoline Instant Oil Change and quick-lube centers provide oil changes and preventative maintenance services to customers nationwide. Through LTS' network of certified security professionals, the corporation's head of IT met with LTS consultants to discuss the state of their operation's video surveillance and address improvements that were required at Valvoline Instant Oil Change centers across the United States. Prior to the commencement of the project, Valvoline conducted testing with several brands and ultimately decided to award LTS the project bid.

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### Featured Products:

(LTN8916-P16)

Platinum Enterprise Level  
16 Channel 4K NVR 1.5U

(DHWD80PUZX) Western  
Digital Purple Surveillance  
Hard Drive - 8TB

(CMIP9743W-SZ) Platinum  
Motorized Varifocal Bullet  
IP Camera 4.1MP

(CMIP7562F-E) Platinum  
Network Fisheye IP Camera,  
6.3MP – Outdoor

(CMIP3022-28) Platinum  
Fixed Lens Turret IP  
Camera 2.1MP - 2.8mm

(CMIP7422) Platinum Fixed  
Lens Dome IP Camera

### Challenge

After in-depth analysis and thorough review of 88 facilities, LTS consultants gained insight of the company's needs and established what upgrades were necessary to Valvoline Instant Oil Change centers nationwide. Due to the large scale of the project, upgrades would be completed in phases, launching with 88 facilities in the Pacific region of the United States.

As a temporary measure, plans were developed to deploy HD-TVI solutions at locations with existing coaxial infrastructures and replace outdated hardware. All 88 locations would gradually convert to IP-based solutions, establishing a unified surveillance system for easier operation and management. However, the higher bandwidth and increased file size of 4K resolution needed existing infrastructure within facilities to be retrofitted with Cat5/6 cables.

To protect the company from liabilities and monitor the safety of customers and technicians, a solution that was capable of two-way audio was requested. Lastly, devising an affordable solution was essential due to the large volume of the project.

### Solution

A singular, standardized surveillance system that would integrate with 88 Valvoline Instant Oil Change centers' legacy infrastructure started with the Platinum Enterprise Level 16 Channel 4K NVR 1.5U (LTN8916-P16). Several types of cameras were deployed to meet the demands of the project; Platinum Motorized Varifocal Bullet IP Camera 4.1MP (CMIP9743W-SZ), Platinum Network Fisheye IP Camera, 6.3MP – Outdoor (CMIP7562F-E), Platinum Fixed Lens Turret IP Camera 2.1MP - 2.8mm (CMIP3022-28) and Platinum Fixed Lens Dome IP Camera (CMIP7422).

The Platinum Enterprise Level 16 Channel 4K NVR 1.5U features a powerful quad-core CPU with 16 built-in PoE ports. It supports live view, storage and playback up to 12MP and records images in stunning 4K (3840x2160). Each NVR was installed with Western Digital Purple

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Surveillance Hard Drive - 8TB (DHWD80PUZX) to minimize critical data loss and allow sufficient storage for 4K footage.

The Platinum Motorized Varifocal Bullet IP Camera 4.1MP features a 2.8-12mm varifocal motorized lens providing up-close footage in fine detail at 2688x1520p@20fps. The camera's audio input and output offer two-way audio, capturing conversations between customers and employees to safeguard from liabilities.

The Platinum Network Fisheye IP Camera, 6.3MP – Outdoor captures low-light forensic evidence and offers a 360° view for maximum coverage and comprehensive surveillance in dark areas outside facilities including parking lots, employee break areas and customer seating areas.

The Platinum Fixed Lens Turret IP Camera 2.1MP - 2.8mm and Platinum Fixed Lens Dome IP Camera 2.1MP comes equipped with advanced video content analytics such as face detection and line-crossing to track the movement of human bodies. Both devices record in 1920x1080p@30fps resolution and come rated IP66 to withstand harsh weather and tampering from vandals.



### Results

LTS consultants were able to consolidate surveillance systems at 88 Valvoline Instant Oil Change centers from ten different cameras to four. LTS created a uniform, standardized solution that met the desired budget for 88 locations to deploy. Solutions offered by LTS have integrated seamlessly with existing infrastructures and has entered its first phase of conversion. LTS has entered preplanning stages to progress into the second phase of converting Valvoline Instant Oil Change centers nationwide. The customer reports the unified system is operating fluidly and is benefiting from the live view and two-way audio features. By securing the second phase of this massive project, LTS has demonstrated their commitment to providing unrivaled service through their end-to-end support.

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