



StorageTek is a \$2 billion worldwide company with more than 7,000 employees located in 32 countries. This storage solutions and services expert faces many of the same security challenges of most Fortune 500 companies -- theft, espionage, accidents, and work place violence. The StorageTek security operation also faced an increasingly important non-security challenge: changing perceptions about security from a cost center to that of a value-added resource.

The Challenge

StorageTek's primary goals included both improved security system performance and the ability to demonstrate a compelling return on investment (ROI). The company wanted to upgrade from analog recording to a digital solution that would meet long-term storage needs, while integrating with StorageTek's products to showcase the power and versatility of their range of storage solutions for security applications. Finally, the security management team sought to increase the productivity of its security communications specialists and to improve the efficiency of its incident investigation process.

The Solution

Because of high storage demands and StorageTek's desire for centralized storage, a DVR was not an option due to its limited functionality and cost. The DVTel system met StorageTek's stringent requirements by providing a powerful software-based platform that performs event-based recording without the need for additional hardware. The combined DVTel Network Video Management System (NVMS) and StorageTek Digital Video Archive solution easily met management's minimum storage requirement of 30 days worth and can be configured to achieve the ultimate goal of 90 days storage with centralized viewing and storage for all video data.

With the Latitude NVMS, StorageTek can select different frame rates for viewing and recording on each individual camera, providing far greater control and flexibility of the entire system and enabling them to better control bandwidth needs on the network.

The Highlights

The StorageTek installation comprises more than 160 indoor and outdoor cameras in multiple sites around the world, all remotely connected to StorageTek's headquarters. Each site has multiple gate access points as well as other critical surveillance areas. Significant end-user benefits include:

- A StorageTek analysis of the combined surveillance solution showed **efficiency of investigations improved 87% and incident review costs dropped 93%**
- The increase in recovered assets plus decreased camera maintenance and administration costs totaled **\$50,000** in savings in the first year alone
- The combined DVTel and StorageTek solution virtually eliminates manual intervention while providing sophisticated virtual storage management that ensures digital video information is stored on the right storage device and is always available
- The networked video solution has been not only highly cost effective but also reliable; since implementation there has been no down time for the system

