Customer Profile:

SANDERS UNIFIED SCHOOL DISTRICT

Sanders Unified School District is a K-12 organization in Sanders, Arizona. The district partners with parents and the community to maintain a professional educational environment that ensures all students learn fundamental skills, meet state and national testing standards, and take on academic challenges.

Arizona School District Puts Safety for Students and Staff as Priority with IP Surveillance System

The Challenge
Arizona's Sanders Unified School District needed IP cameras and Layer 2 managed switches installed for a safety and surveillance system. CS&S Computer Systems, Inc., a D-Link VAR and one of Arizona's leading information technology providers, helped them accomplish their goals. CS&S offers components, systems and entire LAN/WAN solutions. The company also provides break-fix services for leading hardware manufacturers.

"Many of Sanders Unified's schools are in remote areas, and security is very crucial," said M.D. Dbeis, owner of CS&S Computer Systems. "The schools' main goal is education and they want a surveillance system that is reliable. They'd like to concentrate on educating rather than policing."

The project would require competitively priced IP cameras and switches that would work with CS&S's preferred surveillance software package – On-Net Surveillance Systems, Inc. (OnSSI). "We've been using OnSSI for other projects, and it's proved to be very reliable," said Dbeis. The camera hardware would need to support the high resolutions OnSSI requires. The schools also needed pan, tilt and zoom capabilities for flexible surveillance applications.

The Solution
D-Link's Switch and IP Camera Solution Helps Improve School Safety

"D-Link had everything we needed to complete the solution for Sanders USD and integrate it all from the same source," said Dbeis. D-Link's sales contact, Dion Nelson, sent demo units for evaluation, and CS&S recommended D-Link based on the success of that trial. They tested for resolution, movement and lighting in a lab environment. Legal and evidentiary thresholds for acceptable minimum resolution, lighting and image clarity at night are particularly challenging.

Founded in 1987, CS&S Computer Systems, Inc. maintains a reputation as one of Arizona's most trusted information technology providers.

"We were happy with the results," said Dbeis. "The cameras did a great job – they're listed in OnSSI's approved camera catalog. The D-Link Power over Ethernet (PoE) switches are very reliable. All these factors helped us decide to go with D-Link."

The school district recently installed four D-Link cameras, and they expect to install more than 200 total. The cameras are D-Link's DCS-6620 model that feature dual codec support, a 10x optical zoom lens, built-in microphone and low-light sensitivity. The installation included D-Link's outdoor housings, and 8-port and 24-port Power over Ethernet (PoE) switches – D-Link models DES-3010PA and DES-3828P. "We've been happy with these for a while," said Dbeis. "We went with the higher end Layer 2 PoE switches because they're manageable. You can manage and secure the connection. You don't want anyone hacking into the security system." CS&S does not sell DVR-type kits like those sold in Costco.

Sanders Middle School's main goal is education and they want a surveillance system that is reliable.

Business Class Switching & Surveillance

DCS-6620 10/100 Internet Camera, Pan/Tilt/Zoom, 10x Optical Zoom, Dual Codec, 0.05Lux

- Motorized Pan/Tilt/Zoom
- User-Selectable Compression Codec - MJPEG and MPEG-4
- 2-Way Audio Support

DES-3010PA Managed 8-Port 10/100 PoE Switch + 1 Gigabit Port + 1 SFP Slot

- 5.6Gbps Switching capacity
- Bandwidth Control down to 64k
- PoE Power Management

DES-3828P Managed 24-Port 10/100 Stackable L3 PoE Switch, 4 Gigabit Ports, 2 Combo SFP

- 24 Full Power 802.3af PoE ports
- Stack Up to 32 Units Per Stack using SIM
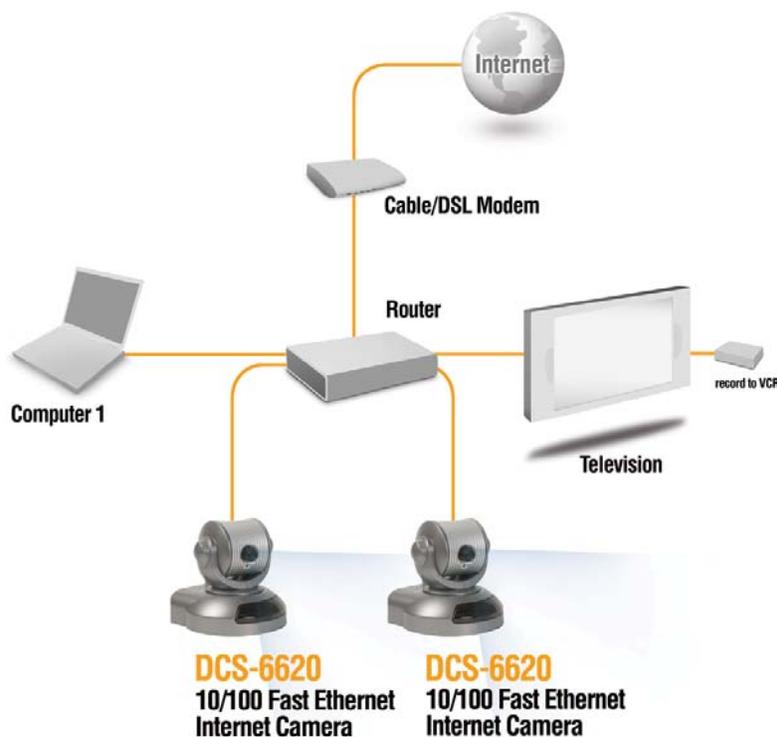- Jumbo Frames up to 9K

They install a Windows 2003 server – along with OnSSI. The solution is very robust.

The D-Link solution effectively deters break-ins and vandalism at Sanders USD schools. They no longer have to worry over or obsess about the safety of their students and assets.

Paradigm Shift in Security and Surveillance
By recommending IP surveillance solutions, CS&S is capitalizing on an emerging market. "The overall IT business has changed models," explained Dbeis. "We used to think of surveillance as part of facility management. Now it's in the IT group. Sanders USD's IT department had been asking us what we could do to help with the surveillance piece. With IP cameras [as opposed to proprietary analog systems] it's become easy to integrate a camera into the network."

Sanders Unified School District expects to install more than 200 D-Link Internet cameras to deter break-ins and vandalism.

Call or visit the web address below for more information on the complete line of business products:
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877.528.7789
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