Customer Profile:

SUN Area Career & Technology Center provides students with the skills needed to compete in today's job market and receive consideration for advanced college placement. The New Berlin, Pennsylvania institution offers adult education classes, vocational education, and technical career training to more than 1500 people every year. The school's programs help students land promising jobs right out of high school. The courses can also be used for advanced placement in technical colleges.

"Cost alone made [the D-Link solution] very attractive for us. It was unbelievably affordable considering what was provided."

- Tom Gray, Network Administrator SUN Area Career & Technology Center

SUN Area Career & Technology Center Installs Sophisticated D-Link® Network Camera Surveillance and Security System without Breaking the Bank

The Challenges

SUN Area Career & Technology Center needed to replace their unreliable, crash-prone analog video surveillance system. The existing security camera system recorded frames at four to five frames a second – which doesn't capture detail very well. It only allowed them to record two weeks of video before archiving, because the drive for that system could store only 60MB.

"We'd often realize that data was missing because the cameras were down," said Tom Gray, Network Administrator at SUN. "It was a proprietary system that took a lot of time and effort to manage. It was pretty complex, and I wasn't used to dealing with it every day."

Gray evaluated network cameras from Sony and Axis Communications. "Budget was a big issue for us," said Gray, "and those options were just too expensive. We could have gone small with the other vendors, but then we wouldn't have got the number of cameras we needed for appropriate coverage."

The Solution

SUN looked to another school with similar needs – Central Penn Institute of Technology – to help them decide on the right system. Central Penn had recently deployed D-Link cameras, and they were very happy with the results. After seeing the system up close at the Central Penn campus, Gray became very interested in D-Link. "We were impressed with the quality of the network cameras, and we realized we could get the number of cameras we needed with D-Link's pricing," said Gray. "Cost alone made it very attractive for us. It was unbelievably affordable considering what was provided."

Initially SUN purchased six D-Link DCS-1110 network cameras, then they moved to a full implementation with 23 cameras all together. They tied the camera network together with three D-Link DES-3828P Power over Ethernet (PoE) switches. "The PoE switches allowed us to put the cameras anywhere without worrying about electrical connections," explained Gray. The cameras are all high-quality color devices that SUN runs at 10 frames per second for image quality and storage optimization. "That's significantly faster than the analog system," said Gray.

Located in New Berlin, PA, SUN Area Career & Technology Center needed to upgrade their old analog surveillance system to an IP-based surveillance system with improved functionality, manageability and clarity.

DCS-1110 - 10/100 Fast Ethernet PoE Network Camera

- Monitor Your Home or Office over Internet from Your Web Browser
- PoE Support Gives You More Flexibility for Camera Installation
- Starts Recording and Sends E-mail Alerts Upon Motion Detection

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

"The D-Link cameras are perfect for hallway coverage," said Gray. The school now has reliable, court-quality video as visual evidence for disciplinary infractions. The students know that the cameras are recording 24X7, so that helps curb unwanted behavior, as well.

With the D-Link system, SUN doesn't need to hire security personnel to monitor surveillance screens. They record everything to a 2TB server that includes five SATA drives in a RAID configuration. The storage can handle an entire school year of recordings.

The mpeg files generated by the cameras are easy to copy onto CD or DVD, and can be immediately played back for court, parents or anyone else that has a Microsoft Media Player installed on their computer.

"Since we're already network specialists here in the IT department, the whole system is easy to manage," said Gray. "A network-friendly system like D-Link's helps us reduce the amount of time we spend managing equipment. There's really not much that we have to do. That's important when you have so much other work to do supporting the network and the users." Gray's group manages telephony, unified messaging, network cameras, user support and more.

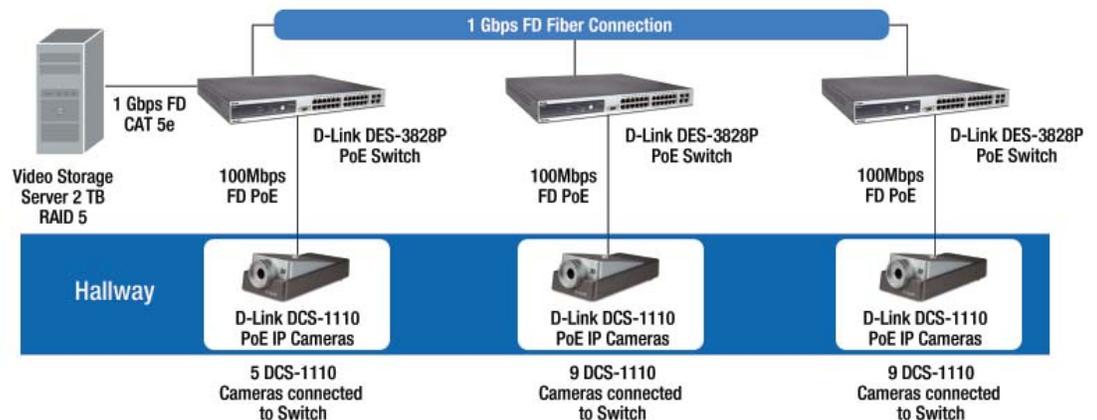**Easy Implementation on a Tight Budget**
Since their budget was so limited, Gray's team

performed the network camera installation with their in-house staff. "It was easy," said Gray. "We did all the work ourselves over a two week period during the summer break. But it didn't really take two weeks. We'd pick it up and then do other maintenance and installation tasks in parallel.

The PoE switches are connected to 1GB fiber, and the security system itself is on its own network separate from the data and voice networks. There are zero conflicts. Gray recommends that prospective D-Link customers test the system so they can see what's possible with the cameras. SUN tested several cameras before rolling the full implementation.

The entire system was much less expensive to implement and much easier to manage than the analog equipment. "Even when the analog system was working great it wasn't nearly this good," said Gray.

What little support SUN required from D-Link went well. "When I had a problem or questions, D-Link provided an engineer I could talk to so I could make informed decisions," explained Gray. "It's now been a year since we implemented the D-Link gear, and all my analog headaches are gone. We have no problems or issues with the security system, and we're really happy with it."

With the D-Link system, which consists of three DES-3828P Layer 3 PoE switches and twenty-three DCS-1110 PoE network cameras, SUN Area Career & Technology Center doesn't need to hire security personnel to monitor the school hallways on campus.

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