

Campbell County Standardizes on March Networks Video Surveillance System

System Provides Coverage of Court House,
Sheriff's Office, Children's Developmental Services
Center, Museum and Recreation Center



In the old analog-based world of video surveillance, department heads in municipal governments and other organizations often purchased equipment on their own, resulting in a mix of non-interoperable systems. Such was the case at Campbell County, Wyoming. However, as the technology transitioned to the network and responsibility for repair and maintenance fell to IT staff, standardization made a lot more sense.

Historically, “the managers of different departments purchased what they liked or wanted without any input from the IT department,” said Phil Harvey, Campbell County’s IT Services Manager.

“We finally realized that the hodgepodge of systems wasn’t going to work. We were constantly repairing the systems that we had and it became apparent that it wasn’t a cost-effective way to go.”

Taking ownership of the problem, IT and Facilities Maintenance teams put together a plan and persuaded the local board of commissioners to standardize on one video

surveillance system for all County facilities. “We figured that if we were going to take care of it, we wanted to put in something that we wanted,” said Harvey.

“We sent out an RFI and met with a total of five vendors. After we viewed what was out there and made our evaluations, we determined that March Networks® would be the best fit for our environment.”

Several requirements were identified by the IT department, said Dustin Cooper, Senior Network Analyst.

“We were looking for something that was reliable and capable of being integrated with our existing infrastructure because we didn’t want to replace everything we had. We also wanted to be able to manage the system centrally and scale to all of our other buildings without adding additional WAN connectivity. March Networks met all of our requirements, so that’s the direction we decided to take.”

Two of the five vendors pitching Campbell County are March Networks Certified Solution Providers and both have a presence in Gillette, the county seat of Campbell County.

Both Golden West Technologies and Collins Communications were ideally located to provide service and support, so the business was split between them.

The phased deployment of March Networks video surveillance systems began at the Campbell County Court House and adjacent parking garage, and was gradually extended to other County departments, including the Sheriff’s Office, the Children’s Developmental Services Center, the County museum and the Recreation Center, a state-of-the-art 187,000-square foot facility.

GOLDEN WEST TECHNOLOGIES

Golden West Technologies provides customized communication, network, security and call center solutions, along with managed services, focusing on scalable, high-quality, and reliable system solutions.

The company is based in Rapid City, South Dakota and operates branch offices in Aberdeen and Mitchell, South Dakota, and Gillette, Wyoming. Contact 1-800-529-0111 for sales inquiries. www.gwtis.com



Campbell County

Campbell County, Wyoming is located in the northeast corner of the state of Wyoming between Wyoming's Big Horn Mountains and the Black Hills of South Dakota. Known as the Energy Capital of America, Campbell County produces 30 per cent of the nation's coal. The County has a population of 41,500 and covers 4,761 square miles, including the county seat, Gillette.

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A hybrid system with March Networks 4000 Series NVRs and Video Management Software (VMS) running on an industry standard server was able to leverage the County's existing analog cameras while also allowing it to get started on a transition to an all-IP environment.

The County has deployed March Networks Edge 4 Blade Encoders to link its analog cameras to the WAN and the Video Management Software.

"We're phasing out the analog cameras as we go," said Dave Wentworth, Security Systems Sales Engineer with Golden West Technologies. "If an analog camera dies, we'll pull a cable to it and just put an IP camera there."

Campbell County has a total of 130 cameras in the Court House and adjacent parking garage recording trial proceedings and covering all building entrances. Another 60 cameras are currently installed in other buildings. The March Networks video surveillance system will also be extended to the County's airport, library, landfill and public health building.

As the IT department transitions from

analog to IP cameras, the IT department is able to use its March Networks NVRs in other locations, extending video surveillance coverage without having to purchase new equipment, said Wentworth.

Installation and training went smoothly. Golden West installed the County's very first March Networks recorder, but IT staff have taken care of everything else since then.

"After that first recorder, it was just second nature," said Wentworth. "We also trained court security staff and facilities management personnel to use the system. We found it to be very user friendly."

IT staff are especially impressed with the system's reliability.

COLLINS COMMUNICATIONS INC.

Collins Communications Inc. (www.collinscom.net) provides state-of-the-art communication technologies and innovative solutions to a broad cross-section of customers. The company is based in Gillette, Wyoming. Contact 1-888-310-8170.

"That's another one of the pluses of March Networks' technology," said Harvey. "We had incidents in the past when we were asked to retrieve video with our old systems, and we couldn't. The stability of the March Networks system is just awesome."

Video from the March Networks system has been used on several occasions to successfully investigate incidents that have occurred on County property.

The health monitoring capability of March Networks Enterprise Service Manager module keeps the IT department up to speed about any issues and allows staff to proactively address problems before they impact on system performance.

"We get emails every time a camera gets disconnected," said Cooper. "There are all sorts of different alerts. We've been able to resolve problems that we weren't even aware of with our old system, so that's been great."

The deployment of March Networks video surveillance technology "has certainly improved our quality of life here in IT," said Harvey. "Standardization is definitively the way to go for any municipality or other organization with a mix of different systems." ✨