Great Day to Go for a Sail

Boat Owners Check Video Before Venturing Out on Finland's Archipelago Sea

When sailing enthusiasts with boats at the Kultaranta Resort Marina in Naantali, Finland, want to know if it's a nice day to go for a sail in the beautiful Archipelago Sea, they simply turn on their computer or smartphone and check out images from the marina's March Networks video surveillance system.

Similarly, if it's stormy and they want to make sure all the hatches are battened down and the ropes secure, they can select a camera closest to their boat and zoom in to make sure everything is shipshape.

Kultaranta Resort is located on Luonnonmaa Island outside the picturesque town of Naantali, 180 kilometres west of the country's capital, Helsinki. Established in 2007, the sprawling resort also includes an 18-hole golf course, a clubhouse, a hotel, several restaurants, conference facilities and luxury holiday homes.

When the resort owners decided to add a marina in 2012, a video surveillance system was included in the plans to watch over the dozens of expensive yachts they knew they'd attract.

Boat owners who purchased shares in the company that owns the marina liked the idea of being able to check the weather before heading out for a sail, said Jukka Leinonen, chairman of the board of Kultaranta Marina Oy. They also appreciated the security a video surveillance system could provide for their boats.

> "March Networks technology delivered a truly elegant video surveillance system."
>
> **— Jukka Leinonen**
> Kultaranta Marina Oy

Leinonen, a retired electrical engineer and holiday house owner at the Marina, assumed a project management role for the video surveillance deployment and requested quotes from three security system integrators in Naantali and nearby Turku.

The winning bidder, Tele-Projekti Oy, was selected because of the quality of the March Networks system it proposed, its expertise and customer-friendly approach to business.

"Kultaranta Resort and Tele-Projekti Oy are both family businesses that are customer-focused and committed to the highest quality," said Pekka Jokisuu, the majority owner and CEO of Kultaranta Resort. "From the very beginning our relationship was seamless and pleasant."

Tele-Projekti Oy recommended a server-based solution using March Networks Command Professional software running on an HP Proliant server. Video is recorded from an array of IR bullet cameras.

The browser-based Command software accommodates up to 128 surveillance cameras, including March Networks fixed and PTZ IP cameras as well as third-party edge devices. It also enables remote access to live video using an iPad, iPhone, Blackberry, Android and Windows Mobile devices with March Networks Cloud.

The cameras are connected using CAT-6 cabling to a Power over Ethernet switch and were selected to withstand the harsh winter weather of the Baltic Sea and variable lighting conditions.

Because of Finnish legislation prohibiting the broadcasting of live surveillance video, the system is configured to send still images every minute to the Internet. One image is available for unrestricted viewing by guest boaters on Kultaranta's website, but shareholders have access to password-protected viewing of video from all of the cameras, allowing them to zoom in on their own boat.

Live video is also streamed to a monitor in the clubhouse, allowing resort staff to keep an eye on the marina and greet new arrivals.

In the event of any reported thefts or vandalism, resort staff can review archived video for evidence and provide a video clip to law enforcement authorities.

Additional cameras will be installed to cover a third pier and a floating spa with saunas, a restaurant and a swimming pool later this year. When the work is completed, the marina will be able to accommodate 150 boats.

"It was a pleasure to work with Tele-Projekti Oy on this project," said Leinonen. "They kept their promises, met the project deadlines and, using March Networks technology, delivered a truly elegant video surveillance system." ▼

Kultaranta Resort

Kultaranta Resort (**kultarantaresort.fi/marina**) is a privately-owned resort consisting of an 18-hole golf course, a marina, a hotel, several restaurants, conference facilities and luxury holiday homes on Luonnonmaa Island outside the picturesque town of Naantali, Finland, 180 kilometers west of the country's capital, Helsinki.

TELE-PROJEKTI OY

Founded in 1975, Tele-Projekti Oy (**www.teleprojekti.fi**) is a March Networks certified security system integrator based in Turku, Finland. The company specializes in CCTV, access control, alarms and communication systems. To contact a sales representative, please call +358 10 424 0300 or email kimmo.**luoto@teleprojekti.fi**