

# Physical Security a Priority for IT Services Company



## Sirius Computer Solutions Selects March Networks Technology

**WHEN SIRIUS COMPUTER SOLUTIONS** presents its credentials and capabilities to a prospective client, security is right up there at the top of the list.

With more than 1,400 employees and 33 offices from New York to California, Sirius provides a wide range of IT solutions and services for over 5,000 active clients, all of whom put a priority on the security of their data.

Keeping hackers at bay is one means of defense, but no less important is the physical security of the organization's offices and data centers.

"When we present our capabilities to a new client, we make a point of highlighting the video surveillance, access control and biometric systems we have in our own offices and data centers," said Facilities Manager Chris Hubbs.

"It gives our clients assurance that Sirius is committed to protecting the safety, health, and wellbeing of all employees, clients, business partners and assets." ►

Sirius relies on March Networks video surveillance technology to protect employees and visitors at its offices across the U.S. The first system was deployed in 2012 when the company relocated its headquarters to 46,000 square feet of new office space in San Antonio, Texas.

"The video surveillance system we had before was past its prime and wasn't meeting our needs, so we sat down with our security systems integrator, Tyco, and went over all the options," recalled San Antonio Facilities Manager Frank Gutierrez.

"We sell a lot of March Networks systems in Texas," said Glenda Graves, the Tyco sales executive who supports Sirius. "It's what I lead with, so that's what I recommended."

Gutierrez was intent on continuing to use the analog cameras from the previous system, but was persuaded to go with CAT5 cabling in the new office space to accommodate IP cameras down the road.

Once he was familiar with the system, a decision was made to deploy it companywide. Currently, 14 of the company's 33 offices are equipped with March Networks 8000 Series Hybrid NVRs, Command Enterprise video management software, and two different IP cameras — the MegaPX WDR MicroDome Z and the CamPX MicroDome.

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From his office in San Antonio, Gutierrez is able to keep an eye on the comings and goings at all offices currently equipped with March Networks systems. An overhead monitor is programmed to display live video from a selection of cameras both in San Antonio and across the country, offering a view of the lobby activity in each location.

Using the March Networks Cloud service, he's also able to view live or recorded video on his iPad or smartphone if he's on the road and called upon to investigate an issue.

Compatible with the Apple iOS and Android operating systems, March Networks Cloud is a hosted solution requiring no transcoding hardware installation, router port forwarding, firewall changes or software downloading, making it easy to set up and use. ▶



## TYCO INTEGRATED SECURITY

Tyco Integrated Security, a business unit of Tyco International Ltd., provides security solutions for the commercial, retail, industrial and government markets in North America. Headquartered in Boca Raton, Florida, and Mississauga, Ontario, Tyco Integrated Security is North America's leading commercial security systems integrator with 500,000 clients and 10,000 employees. Tyco specializes in video surveillance, access control and fire and burglar event monitoring.

**[www.tycois.com](http://www.tycois.com)**



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— Frank Gutierrez, Facilities Manager Sirius

Gutierrez is happy he took Tyco's advice about going with CAT5 cabling at the head office. After opting for IP cameras in 13 other offices and seeing the enhanced quality they provide, he decided to take advantage of the March Networks hybrid platform by adding several IP cameras at strategic locations in San Antonio.

Just as important as cutting-edge video surveillance systems is the technical support that allows end-users to take full advantage of their capabilities.

Chris Hubbs, who is based in the company's Omaha, Nebraska office, offers the example of a camera on the third floor of the company's San Antonio office that was chewing up storage space on an NVR.

"The camera, set up to record on motion, was facing a window and recorded video every time a car went by," said Hubbs. "We try to retain six months of archived video, but

after a few months, the NVR was close to capacity. We raised the issue with our March Networks sales engineer, Edwin Trainer, and he said, 'No problem. We can zone that out.' I had no idea that was possible. March Network's approach to services is very similar to how Sirius engineers deliver services to our clients, making sure the client is satisfied and comfortable with the capabilities of the technology being implemented. This type of high quality service is rare in our industry."

The combined technical support made for a smooth transition as the rollout of the new technology progressed, which is typical of how Tyco and March Networks do business.

"We are both very hands-on, so it makes for a successful relationship," said Tyco's Glenda Graves. "I can't say enough about the support we get from March Networks."

Access control and biometric systems at data centers and other secure areas within the company's offices restrict entry to authorized personnel, but video evidence is critical in the event of a security breach or other event requiring further investigation.

Gutierrez and Hubbs have received notifications for several events from the March Networks system. They were able to use the investigation tool to review the footage of each event, and in each case they were able to solve and seek closure to their investigation. ▼