INTEGRATOR USES READY! CAMERA TO IMPROVE SHIP SECURITY

ANIXTER®

SUMMARY

Customer
SiteSecure

Challenge
International deployment of 136 IP cameras on a cruise ship

Solution
READY!℠ Camera

Results
- Upfront quality checks helped to eliminate potential problems during installation
- READY! Camera helped integrator complete the installation on time and on budget
- Anixter's technical expertise helped to minimize potential equipment problems and reduced on-site troubleshooting

> I liked how methodical Anixter was. They were able to deliver a high-quality solution that we were able to provide to the end-user. This allowed me to free up my crew to do other projects too.
>
> **Andrew Bowman,**
> **SiteSecure's Vice President of Engineering**

Customer Challenge

One of the flagship vessels for a well-known cruise operator carries more than 3,000 passengers and crew members on trips throughout the Caribbean. Stretching nearly 1,000 feet in length and with a gross tonnage of nearly 90,000 pounds, the ship boasts a variety of activities from dining and entertainment to pools and nightclubs. Providing security for the crew and guests is essential for the operator. However, upgrading the video surveillance system on a large ocean-going vessel provides a unique challenge: all installations need to be done in the short time a ship is in dry dock. When the operator wanted to upgrade the video surveillance system, it only had a three-week window to complete the project.

The operator contracted SiteSecure, an IP security integrator, to upgrade the ship's surveillance system to 136 IP pan, tilt, zoom (PTZ) and fixed cameras and a half-dozen encoders. As the ship underwent general maintenance in dry dock in the Bahamas, SiteSecure needed to add the new IP-based cameras to the existing infrastructure. If SiteSecure couldn't complete the project on time, it would have needed to complete the installation at the off-site location–at its own expense. Given the very short time frame and lead times for the product, the integrator needed a fail-safe deployment plan and solution to deliver the materials would arrive and be installed on time, without interfering with the rest of the work done by the maintenance crews.

According to Andrew Bowman, SiteSecure's Vice President of Engineering, the biggest challenge was making sure the IP solutions were preconfigured before they were turned over to the customer. "The company had existing cable contractors on site to mount the cameras, but they were not accustomed to doing the work. The company wanted to know what we could do on our end to create a solution that just allowed the cabling contractor to plug in the cameras and have the system discover them automatically."

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Anixter Solution

Anixter recommended that SiteSecure use its READY!℠ Camera service offering. Instead of shipping the camera and infrastructure components to the job site in a piecemeal fashion, READY! Camera groups all of the materials for the security cameras—housing, mounts and lenses—into a single part number to simplify ordering, receiving and installation. By working with SiteSecure, Anixter deployed the READY! Cameras to the ship with labels that showed their exact location to be installed. With the integrator acting as technical support, each READY! Camera solution went from Anixter's distribution center to a specific installation point on the ship, which helped the on-site team install the cameras more quickly.

Because SiteSecure coordinated the installation of the cameras from its U.S. location with the Bahamas-based contractors, it required that each camera kit be powered on to mitigate a risk of DOA (dead on arrival). Additionally Anixter used its technical expertise to IP address all 136 devices, capture all serial numbers and check the firmware on all the devices prior to shipping. Completed READY! Camera kits were packaged and labeled according to the upgrade schedule and location on the ship.

Project Results

Anixter's upfront quality checks helped to eliminate potential problems during installation, which resulted in minimal troubleshooting calls for SiteSecure. With the ready-to-install solution provided by Anixter's READY! Camera, SiteSecure completed the installation on time and on budget, without the time and cost associated with travel to the site.

For Bowman, the solutions provided by READY! Camera confirmed the supply chain solution integrated with SiteSecure's project. "I liked how methodical Anixter was. All the cameras and boxes were clearly labeled, and Anixter was able to deliver a high-quality solution. As a team, we were able to provide that service to the end-user. We didn't have to float the expense of a 100-camera project. I didn't get invoiced until it hit the dock. This gets rid of a huge cash flow problem for me. This allowed me to free up my crew to do other projects too."

READY!℠ Deployment Services by Anixter map our distribution and Supply Chain Solutions to the construction or deployment process of any technology project. We combine sourcing, inventory management, kitting, labeling, packaging and deployment services to simplify and address the material-management challenges at the job site(s). READY! Deployment Services by Anixter will help you improve the speed to deployment, lower your total cost of deployment and deliver your product specifications as planned.

This project called for:

READY!℠ Camera is a kit that includes the camera, lens, housing and ancillary products to complete the installation.

OVER **8,300** employees

OVER **100,0000** customers

MORE THAN **450,000** products

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