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SECURITY MATTERS

Check out Vista's
VAN VA VOOM

Powys County Council cracks
down on crime

Salco Group counts on
Vista for success



Hello...

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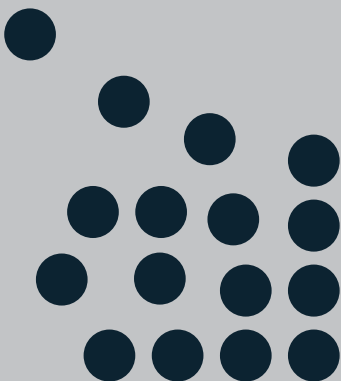
Security Matters Disclaimer

Information is provided for reference purposes only. Inclusion does not amount to advice or recommendation from Norbain SD Ltd in favour of particular products or applications over and above others.

Norbain SD Ltd endeavours to research its subject thoroughly but ultimately depends on suppliers and customers for the accuracy of information provided.

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Welcome to issue 49 of Security Matters. In this edition we take a look at a number of interesting installations that our customers have been working on. Sunbury Manor, a leading school in Surrey, has upgraded its CCTV system to include over 40 cameras, improving security across the whole site. Powys County Council has comprehensively upgraded its security systems at depots around the county in order to discourage trespass and theft. With the installation of Vista ANPR (Automatic Number Plate Recognition) cameras and Dedicated Micros DVRs, all vehicles can now be recorded entering and leaving the site, providing the police with valuable information should an incident occur.

Repton Preparatory School has used a Paxton Access Control system to help improve secure access to classroom blocks. The system is saving them time and money, and has also provided them with a new way to measure time and attendance. The Salco Group is using Vista people counting technology to ensure that it truly understands the movements and requirements of customers in its first retail store, The Chapel. The system works perfectly and, according to Simon Baker, Director of Salco, is so easy to use it's "kid proof".

Additionally, you can find information on Vista's impressive fleet of vans which can bring demonstrations right to your customers' doorstep.

Finally, take a look at what Norbain have been up to recently and where you can see them in upcoming shows in the News and Events section.

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Dallmeier

Dallmeier's 'Privacy Zone Box'

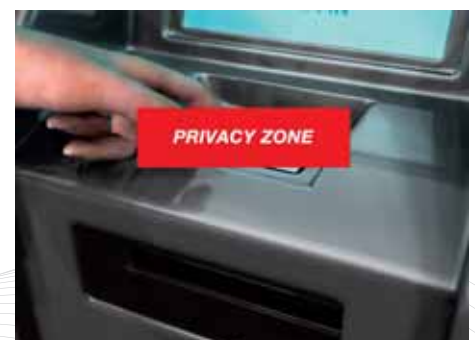
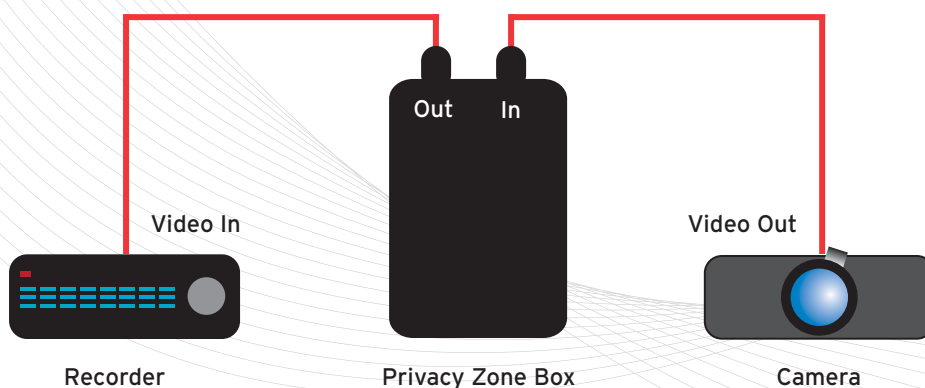
Privacy Zones are an important way to ensure compliance with data protection legislation but many systems lack this functionality. Dallmeier has launched a neat standalone solution, available through Norbain, that can be applied to any system regardless of whether Dallmeier components are installed or not.

Dallmeier's 'Privacy Zone Box' (PZB) is a simple and low cost unit that sits in line between a system's DVR and its cameras/domes. Simple to operate, the Box enables Privacy Zones to be applied through the DVR to any analogue video signal without any further modifications or enhancements.

In just a few minutes and for very little expense, an existing system can benefit from Privacy Zone functionality and become compliant with the Data Protection Act. As well as providing a very inexpensive upgrade route for older systems, the PZB is also a great way for first time users to experience Dallmeier's high quality and innovative solutions.

Highlighted Features

- The PZB is simple to operate - all configuration is via the ▲, ▼, ◀, ▶ and OK keys
- The PZB is independent of the camera and DVR manufacturer and will operate with any composite video signal
- Password protection prevents interference from unauthorised users
- Zone data is stored in non-volatile memory and so the PZB will retain its settings during power outages





ALL “MANOR” OF IMPROVEMENTS

Sunbury Manor, a leading school in Surrey, has upgraded its CCTV system to include over 40 cameras, improving security across the whole site.

Sunbury Manor School has 1070 pupils and shares its grounds with a local leisure centre. As part of a drive to ensure the best security for the school and its pupils, Frontline Security Solutions was brought in to design and install a CCTV system that would take advantage of the latest technology. Although Frontline had initially been recommended by another company working at the school, their price and product offering won them the contract.

As part of the process, Frontline carried out a full site survey and then conducted a product evaluation session for the school which included demonstrations of a large range of CCTV products. All the kit was bought through Norbain, which

allowed Andy Stokes of Frontline Security Systems to use their extensive facilities in Reading to demonstrate the equipment to the school. “This was a real advantage as it allowed them to actually see what the equipment would be able to do for them, how it would work and what sort of images they’d be getting,” he says. “This is just one of advantages of working with Norbain. Their support and delivery times are also excellent and you can really rely on them.”

The final solution was an upgrade from the much smaller analogue system that was already in place at the site and sees the integration of a number of existing cameras with the new technology.

Two Bewator Eventys Pro 32 channel DVRs, each providing 1Tb storage, have been installed, one in each block of the school. Local cameras are cabled back to each recorder and from there are connected to the school’s LAN/WAN. “By networking the cameras in this way we have made it possible for teaching and support staff to monitor the images from a number of key points,” says Mr Stokes. “We have loaded remote viewing software onto five networked PCs, allowing authorised staff to access the system very easily.”

To give clear, all-round views, five Bewator Solaris external dome cameras have been fitted to the corners of buildings. Another ten cameras - Pelco





colour/mono ImagePak external models - provide views around the perimeter, focusing on entrances and through routes. A further 29 Vista vandal resistant internal dome cameras have been installed to cover corridors, the reception area, the main hall and canteens.

Allan Cottle, the school's Assistant Headteacher says: "We have been impressed with the quality of the system and installation undertaken by Frontline Security Systems. The cameras have significantly improved security across the site."

About Frontline Security Solutions

Frontline Security Solutions design, supply, install and maintain Access Control, CCTV and Intruder Detection systems. With their head office in Chalfont St Peters, Frontline has associate offices in Holland, Ireland and Scotland. The company has an excellent reputation for customer care and is proud to list blue chip end-users from the banking, financial, healthcare, IT, pharmaceutical, transport and utility sectors amongst its customers. Frontline's aim is to exceed customers' expectations and the business is built on an on-going development of key account management.

www.fslimited.com



"We have been impressed with the quality of the system and installation undertaken by Frontline Security Systems"

"The cameras have significantly improved security across the site"

VAN, VA, VOOM...



Vista realise that when it comes to demonstrating CCTV equipment to customers, the hardest part is establishing the products' performance in-situ. For this reason they have invested heavily in a fleet of long wheel base Mercedes vans to take the demonstration right to their doorstep.

Costing around £80,000 each, the vans each have their own dedicated driver who is fully qualified to perform in-depth demonstrations on the Vista equipment. As well as taking the installer and end user through the various security solutions onboard, they can also offer tips and advice on how to get the very best images for the end user's specific environment.

Other features include air-conditioning and seating for up to six people in the back, along with a fully stand-alone on-board generator. Packed full of the latest Vista products, the vans allow customers to actually see the products functioning, at the site in which they would be installed.

OVERVIEW OF BENEFITS:

View from the top

The van has a telescopic mast, extending to 6.7m. This allows footage to be captured on-site, encompassing the actual field of view the customer is interested in. This allows the customer to see exactly what issues may affect the image, and how the cameras could be positioned to give the best possible coverage.

Day/night images

It's important for your customer to be able to see images in the context of their environment. Issues such as street lighting, or no ambient lighting at all, can affect the quality of the images they receive. The vans can be positioned on-site and the cameras can be set up to show what measures can be taken to ensure good quality images are captured.

An integrated solution

Because each of the vans carries entire solutions from the camera to the DVR to the software, your customer will be able to see how all the parts of a system work together.

Capturing the action

ANPR (Automatic Number Plate Recognition) cameras can be set up from the van to record vehicles entering and leaving the site. A full demonstration can be carried out including how the software interprets the data and analyses the results.



Want a demo?

If you would like to book the van for a demonstration, simply contact your Norbain account manager who will be happy to make all the arrangements.



KEY KIT INCLUDES:

Cameras:

Protos^{IV}

Vandal resistant dome cameras

Fixed dome cameras

Day/night cameras

Bullet cameras

SmartPIR – covert PIR cameras

PTZ cameras

PowerDome

ANPR cameras

Software:

Number plate recognition

Wavereader

SmartDisc software

SmartTel

Digital Recording:

Triplex

Telemetry control unit

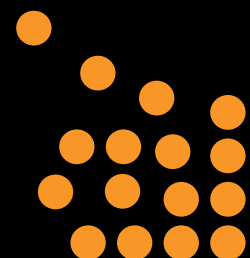
SmartDisc

Quantum

Monitors:

CRT monitor

LCD TFT monitor



CRACK DOWN ON CRIME



Powys County Council has comprehensively upgraded its security systems at depots around the county in order to discourage trespass and theft. With the installation of Vista ANPR (Automatic Number Plate Recognition) cameras and Dedicated Micros DVRs, all vehicles can now be recorded entering and leaving the site, providing the police with valuable information should an incident occur.



The Council is a Welsh Unitary Authority responsible for all local government services in the county. It has a huge impact on the local economy, both by being its largest employer and by spending more than half of its £300 million turnover within the county's boundaries.

criminals. Clearly, a security solution was required and Tim Madeley, Electrical Technician at Powys County Council, had the responsibility of finding it.



Powys is an extensive, largely upland and extremely rural county covering 2000 square miles. Being such a large county, the depots used to store vehicles and equipment are often in relatively isolated locations and, although crime is reasonably low in the area, this left them vulnerable to break-in and theft. A spate of recent incidents at the depots involving vehicles, tools and fuel suggested that these weren't just the actions of opportunists, but rather those of organised

He bought in installers Security Wise Ltd to handle the installation. "We've a long history working with the Council," says Security Wise's Specifier, John Evans. "In accordance with the County Council's requirements, our NSI Gold approval ensures very high levels of technical and managerial experience."

Employees on the sites had noticed an increase in unidentified vehicles coming onto the premises with no apparent purpose. Concerned that these vehicles may be scoping out the area, Vista ANPR



cameras (VNPRC25) were installed at all the main sites. The cameras were positioned to cover each site entrance where their combination of the latest camera, lens, optics and infra-red technology allows them to capture all vehicle number plates entering or exiting the site.

The cameras allowed workers to keep an eye on all unknown vehicles. If they are suspicious, they can check the footage and take note of the registration number. Looking to the future, the cameras could be linked into barriers that would automatically open when an authorised vehicle approached.

Along with the Vista Protos^{IV} colour/mono cameras used to provide an overview of the sites, Mr Madeley was keen to use Dedicated Micros (DM) DVRs. "We required a good quality system that gave us scope for expansion when required," says Mr Madeley. "The DM recorders allow us to archive images to DVD and are fully networkable. We can also control fully functional domes via the coax telemetry and our central station can monitor our sites via the video transmission."

For Security Wise, there was no question as to whom they would use to supply the CCTV equipment. "We've been using Norbain for many years and are continually impressed by their level of technical support and by their delivery times," says Bob Keen, Operations Manager. "We know we can always rely on them to get us the equipment when it's needed. You can't ask for more than that from a supplier."

During the past year that the systems have been operational, Mr Madeley is happy to say that there has been a significant reduction in incidents of theft and trespass. "I believe that the cost incurred with the installation of these systems will be offset by the reduction in criminal incidents," he concludes.

About Security Wise Ltd

Formed in 1984, Security Wise Ltd is nationally recognised for the design, provision, installation and maintenance of security systems engineered to a very high quality and exacting standards.

The company brings together specialist skills and knowledge to supply comprehensive bespoke systems for domestic and commercial properties regardless of their size or complexity. They can design, install and maintain CCTV systems for any application and guarantee that the service offered by their expanding surveillance division incorporates the very latest security technology to meet their customer's budget.

www.securitywise.uk.com



HIDDEN BENEFITS FOR REPTON PREP SCHOOL



Repton Preparatory School, also known as Foremarke School, has used a Paxton Access Control system, supplied by Norbain, to help improve secure access to classroom blocks. The system is saving them time and money, and has also provided them with a new way to measure time and attendance.

Repton is a fully co-educational school with a strong boarding ethos and is home to 600 pupils. Established 450 years ago, it has established a strong tradition of distinguished alumni in public life, sport and the arts.

Bursar John McGahan wanted to address the issue of access to the various buildings spread over the 66 acre site. Because a public road runs through the grounds, there was an obvious issue with security that needed to be addressed. All the buildings were secured with locks and keys, a system that was causing a number of problems.

According to Mr McGahan, when the keys were lost, it was both expensive and time consuming to get replacements. Secondly, there was the issue of doors being left unsecured out of hours. It's easy for busy staff to forget to lock up buildings and on two occasions school property had been stolen as a result of this. Wolverhampton based installers Spectre UK Ltd were called in to advise on the best way to tackle the problem.

They recommended an Access Control system based on Paxton Net2 Access Control. Net2 is a networked system giving the advantages of central control, event reporting and flexible control over users access. Any instructions given to the Net2 software are immediately updated at all the doors. Adding or barring users and changing their access permissions are all done from the PC quickly and easily.

"We regularly use the Net2 system for applications like this," says Steve Bonnell, Managing Director of Spectre UK Ltd. "It

is very user-friendly, so we knew the school would be able to start using it without any problems."

Mr McGahan is delighted with the results. He can programme the opening and closing times of all the doors from his office so that students can have access when they need it. Additionally, staff such as cleaners and workmen can be given key fobs for access out of hours and in the holidays.

Spectre UK have long used Norbain as their supplier: "We use Norbain because we know we can rely on them to get the equipment to us when we need it," says Judie Clarke, Operations Manager of Spectre UK. "It's also good to know that, should we need any advice on equipment or technical issues, the team is on-hand and ready to help us out."

Although the Paxton system was initially installed purely for security purposes, Mr McGahan has found an additional, highly



useful application. "We currently have a clocking in/out machine that is rather outdated and difficult to maintain. The Net2 software allows us to record time and attendance with the use of the fobs, so we're going to switch to using this in the very near future."

Spectre UK has certainly impressed the Bursar. "Spectre have given us an excellent service," he explains. "They are extremely reliable and respond immediately to any questions we have. There's no question we'll be using their expertise in the upcoming expansion."

As a final thought, he concludes, "As we wanted, the system is saving us time and money, but it's also bought with it real peace of mind – we know now that all buildings are secured exactly as they should be, while still allowing everyone to get on with their day to day business."

About Spectre UK Ltd

Spectre UK Limited installs and commissions high grade Access Control, CCTV, Fire, PA and Intruder Alarm Systems. The company has an enviable reputation within the security industry for attention to detail and a high quality service. Spectre has developed its expertise by utilising the latest technology and has gathered a team of highly qualified and experienced engineers who are ever ready and able to meet the demands of each new project as it is presented. Typical projects range from schools, colleges and leisure sites to large industrial developments spread over several sites.

www.spectregroup.com



SALCO GROUP COUNTS ON VISTA

The Salco Group is using Vista people counting technology to ensure that it truly understands the movements and requirements of customers in its first retail store, The Chapel. The system works perfectly and, according to Simon Baker, Director of Salco, is so easy to use it's "kid proof".

The Salco Group Plc has been established for over 140 years as a leading importer. With specialist and professional teams of buyers and designers, the company is wholly committed to bringing together unique collections that reflect the trends of tomorrow.

The company recently decided to expand the business into the retail sector and start dealing directly with the end user. They purchased The Chapel, and Mr Baker started looking for a CCTV system that would allow the company to monitor their stock on the shop floor and to keep watch over the customer car park. Additionally, they wanted to be able to use the cameras to capture customer trends for analysis at their head office in Harlow.

Right from the start, installer Eurotech knew that they'd have to offer a cost effective solution that would still provide Salco with an intelligent answer to their requirements. "Offering the Vista equipment helped us pitch at the right level, which was essential as we didn't want to win the installation for just this shop, but for any future shops as well," says Peter Alligan, Managing Director of Eurotech

"Eurotech not only submitted the most competitive quote, they also really listened to what we needed," says Mr Baker. "Right from the start they were helpful, reliable and professional and we've now got a system that is simple to use whilst also being highly effective."

Six Vista PowerDome™ Lite cameras have been installed in the chapel to monitor staff and customers. Clever programming has been employed to ensure areas containing high value goods receive particular attention. "If someone enters one of these areas, the motion detector is activated and the camera automatically moves from general surveillance to specific surveillance of the person in that area," says Mr Alligan. "This allows us to get the most comprehensive and relevant coverage with a relatively small number of cameras."

All footage is monitored from the head office in Harlow using a 16 way, 600Gb Vista Triplex™ DVR, keyboard and 17" flat screen monitor.



Equipment supplier Norbain suggested using the Vista Vi-Count People Counter to gather vital intelligence about trends and usage of the store. "This is the first store we've opened and we wanted to ensure that we fully understood the way our customers like to shop," says Mr Baker. "The system allows us to carry out a complete analysis of our customer needs. In other words, we can increase sales through intelligent interpretation of data."

The Vi-Count uses two Vista colour/mono static cameras (VPC132CM) which obtain both 'in' and 'out' counts with an accuracy rate in excess of 95%. Salco then use the Vi-Count software to automatically detail footfall by any time period as well as highlighting trends and comparing figures for different time periods. One of the

many charts available shows the rate of people going in and out during a day which can then be used to make informed decisions in areas such as staffing levels, promotional activities and sales.

As well as providing an impressive quality of service, Norbain's vast stock holding and excellent delivery times have proved very beneficial for Eurotech. "Previously, we'd have to hold stock in huge storerooms to ensure that we had the equipment we needed for any upcoming jobs," explains Mr Alligan. "This cost us a huge amount of money and hassle - now that we can rely on next day delivery from Norbain, we've been able to really streamline the process and reduce our costs while still offering our customers the best possible service."

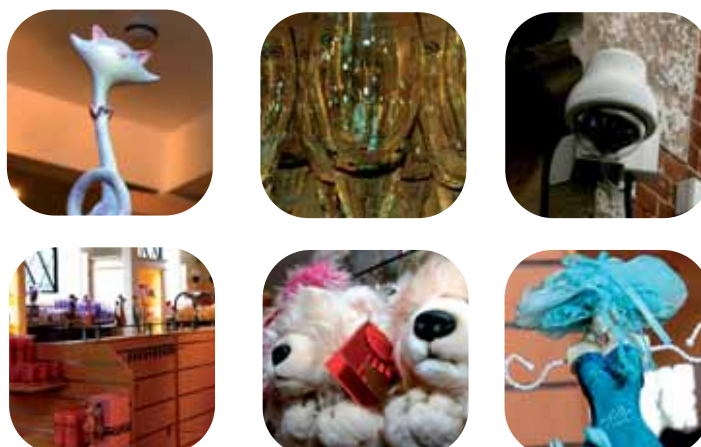
Mr Baker is pleased with the system that's been developed for The Chapel. "The technology is very impressive. It gives us a powerful tool for analysing customer trends as well as an excellent security system to ensure the safety of our stock. And best of all, all this comes in a package that is so simple to use, you can pick it up immediately."



About Eurotech Security Systems Plc

Eurotech was set up in 1982 with one vision - to supply quality systems and a unique responsive service level to blue chip companies and private clients. One of the reasons for their continued success is that they offer their customers just one phone number, one point of contact and a very unique personal level of service. In addition, they offer their customers a "one stop facility" where they can install and maintain all forms of electronic security including fire, intruder, emergency systems, EAS and physical security.

www.eurotech-security.co.uk



THE LATEST NEWS FROM NORBAIN

Norbain watch their prices closer than you do

Norbain has launched a new initiative called Price Watch to ensure that their customers continue to receive the very best value for money. Every month Norbain's purchasing professionals will be checking the prices of their top 200 selling items against those of other distributors operating in the market. Should customers find, after receiving a quotation from Norbain, that they can purchase any item contained on the Norbain Price Watch listing cheaper, Norbain will match the price they have been quoted.

Of course, Norbain aren't just competitive on price. "We offer a wide range of unique service offerings that can't be found anywhere else in the industry", explains Huw Edwards, Norbain's Marketing Communications Manager. "For example, our 21 day no quibble returns guarantee, our ability to deliver the following day even on orders placed at 7.00pm, and our extremely flexible credit terms. Add these differentiators to our unparalleled technical support and industry leading customer service and the Norbain difference becomes crystal clear."

Vista at four-front of Quad development

Vista has released a new real-time Quad, the VQCM4, which replaces all previous models in the range.

Where an installation involves four or fewer cameras, a quad is a cost effective alternative to a multiplexer or as a multi-screen input to a large matrix system. Bursting with extra features the new Vista Quad performs excellently with both colour and mono images, without any degradation of quality.

The auto-sensing feature automatically selects the correct colour/mono setting, making it ideal for day/night cameras as it delivers perfect pictures, whatever the light condition. The inclusion of motion detection, alarm inputs and loop through offers the user flexibility and control to assist in a multitude of applications.

Unlike most Quads on the market, separate outputs for both the monitor and the VCR allow the operator to view a real-time Single, Sequential, PIP (Picture In Picture) or Quad image whilst also recording the required Quad images.

"The new VQCM4 brings with it a wealth of features not often found in such a cost-effective solution," says Andrew Pigram, Vista Brand Director. "Just one example of this is the built-in motion detection that can trigger the VCR. It's added features such as these that allow us to continue to offer our customers something special."



Norbain embraces IP video products

Norbain has made the strategic decision to distribute IP video products through its core business. Its specialist division, VIS, had previously

been responsible for developing this emerging market.

"The decision to absorb IP Video into the mainstream Norbain business and use the VIS team to help migrate skills into the rest of the organisation will result in no job losses," stresses Alun John, Managing Director of Norbain. "The VIS team will become an integral part of the IP Video business at Norbain and will continue to be given excellent development opportunities."





He continues, "VIS has done a great job in championing IP video product distribution in its early stages. As the IP video segment of the CCTV market increases from an estimated 5% current share to 10 to 15% over the next 12 to 18 months, the large marketing and sales reach that the core Norbain business provides needs to be fully utilised to ensure that the migration from analogue to network technology is as seamless as possible for the broader UK installer community."

The PIRfect covert surveillance solution

Vista has introduced the VPIR37Ce, an improved colour PIR covert camera available with a 1/3" CCD and enhanced sensitivity.

These miniature cameras have been designed to provide video surveillance for a wide range of internal applications. With 350TV Lines resolution, they provide you with consistently good quality images, while the 3.7mm pinhole lens gives a 67 degree angle of view, perfect for covert surveillance.

For added flexibility, they can be used as an accessory for an alarm system or as a stand-alone monitoring device. Additional features include audio, alarm output, 4x PIR active options and lamp control.

"This new range of covert cameras is reliable and simple to install with a wide range of functions," says Mark Pritchard, Divisional Director of Vista. "As always with the Vista brand, we can offer our customers a reliable, high quality product at a very competitive price."



Events

You can always stay updated with which events Norbain are attending by visiting www.norbain.co.uk/events. Here you will find useful information, free registration and links to each of the event web sites

2007

MIPS, Moscow
24th – 27th April 2007
www.mips.ru/eng

IFSEC, Birmingham
21st – 24th May 2007
www.ifsec.co.uk