

LTK3500S SAVES FOOD SCIENCE FACILITY THOUSANDS



Total Solutions for Security Professionals

ACCESS CONTROL CASE STUDY



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THE PROJECT:

LTS Helps Food Science Facility Responsibly Secure and Monitor Their Property

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- THE CHALLENGE
- THE SOLUTION
- THE RESULT

A food science facility needed a cost effective and responsible means of security and monitoring their commercial property. In the food testing industry, it is paramount for only authorized personnel to be allowed access to the building. Not only did this facility need comprehensive surveillance solutions, but it also required an efficient means of access control.

The facility in question spans across a large square footage. Along with that, it contains 8 entrances that were marked by the company as priority zones for both surveillance and access control.

The client's needs boiled down to 3 main categories for us to address:

- Monitor employee clock-in and clock-out status.
- Secure entrances with interior and exterior cameras.
- Remotely unlock doors for visitors.



THE PROJECT

▶ **THE CHALLENGE**

THE SOLUTION

THE RESULT

THE CHALLENGE:

LARGE FACILITY, 8 ENTRANCES, AND THE NEED TO STREAMLINE

From a physical standpoint, the large square footage of the facility along with the 8 separate priority zones posed a challenge for our installer client. When running long conduit lines to the access control and surveillance solutions, the installer would have to consider all the separate wiring that would usually be required of a project on this scale.

With competitors in our market, the installer would be limited in consolidation options. They would have to settle with using multiple NVRs that are limited to 8 channels and 8 IP cameras each. From there, they would need 3rd party access control components for door controllers and 16 card readers. This not only results in a mess for the installer when it comes to installation, but also creates hassle and confusion for the end user when it comes to controlling their doors and monitoring their separate systems.

PROJECT CHALLENGES GUIDE:

- Install and integrate LTS surveillance and access control solutions for food science facility.
- Find streamlined installation means for installer to consolidate cabling and hardware.
- Keep costs down for both installer and end user.

THE CHALLENGE:

SAVING TIME AND MONEY ON A LARGE SCALE

Beyond the physical challenges of the job, going with 3rd party surveillance and access control solutions means a larger number of components. More hardware brings a larger price tag. This not only places a financial burden on the enduser, but also diminishes margins for the installer. This is a lose-lose situation.

In our market research, we found that this client would be looking at paying well over 50% more in just the access control hardware. That is not including accessories required, cabling, NVRs and any additional IP cameras they would want to add to the mix of their security solutions. For installers, this means running at least 3 separate wires to each door location. This will more than double installation and labor time, which means a hefty cost on the end user.

COMPARING COSTS:

Estimated Costs of 3rd party access control hardware:

- Mobile Access Reader + Door Controller:

50% more than LTS access control hardware

Estimated costs of 3rd party access control service fees:

- \$20/month per Mobile Access Reader:

Approximately \$2,000/year compared to no service fee with LTS.

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THE SOLUTION:

INTEGRATING ACCESS CONTROL AND SURVEILLANCE WITH POE

We immediately recognized the spatial challenges of the facility created by the 8 entrances and recommended that we use access control and surveillance solutions that could be integrated into one functional system. This would allow us to use PoE cables to transmit both power and data to all units. Instead of 3 separate cables to each component, our client was able to run 1 PoE cable to each door with the use of PoE extractors.

This was our first step in saving installation time, which maximizes the installer's investment in the project while keeping costs reasonable for the end user.

We implemented our LTK3500S Video Access Control Terminal and Doorbell in conjunction with the LTK1103M Professional Card Reader. This gives the manager of the facility both visual access to anyone who rings as well as grants access to authorized employees with the swipe of a card. They can also monitor departure times with the professional card reader. The video component of the access control terminal features HD 1080P resolution for a clear view of both visitors and employees. Along with that, the manager has the ability to remotely unlock the door at his/her discretion with the LTS Connect app.

THE SOLUTION:

COMBINING COST SAVINGS WITH TOP-TIER FUNCTIONALITY

LTK3500S Specs:

- HD 1080P Resolution
- Remote Door Access via App
- 50,000 Card Records
- 200,000 Event Records
- MicroSD Slot up to 128GB
- LTS NVR Compatible
- IP65 Weatherproofing

From there, we added the LTN8932H - 32 Channel NVR to act as the recording hub for the access control units as well as 24 IP cameras we installed to secure the facility, both indoors and outdoors. For the exterior of the complex, we used Bullet IP cameras to cover higher angles of the entrances along with other priority zones. For the interior, we used Turret IP cameras

One of the most convenient parts of this entire project is that with the use of PoE cables, the 32 channels of the NVR were the perfect amount to accommodate all 8 access control terminals as well as all 24 IP cameras. This consolidates everything into 1 system.

CUTTING COSTS, NOT QUALITY:

As demonstrated on in the early figures (pg 4), LTS access control hardware for this project cost less than 50% of the average competitor's hardware. Plus, where the facility would have spent thousands on yearly service fees, they pay none with LTS.

THE RESULT:

COST-EFFECTIVE ACCESS CONTROL + SURVEILLANCE



The food science facility ended up with an all-in-one solution for their surveillance and access control. The facility manager has full remote access to both surveillance footage and control over unlocking the door. He/She can view the cameras and status of the entrances from their office space (or anywhere else) directly on their phone. Beyond that, our access control terminal makes exporting a time attendance report into Excel for further analysis extremely simple for the facility manager.

The cost-effectiveness of these solutions allows for both installer maximization of their margin, as well as end-user savings for their overall project. In that same vein, using a single, 32 channel NVR to consolidate all components of the system saved both parties money and time compared to the costs and installation of several 8 channel systems.

In the end, we checked all the boxes for the food science facility, providing them with a reliable and responsible means of securing their entrances, monitoring employee arrivals and departures and full remote control of their doors.

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