

# TUNING UP DOWNTOWN

Integrator gets maximum benefit from IP cameras, VMS

By Mary Wilbur

“**D**oing more with less” has become the standard for our time. In the world of video management systems, where budgets are typically tight and end users want the best solutions available, the phrase “doing more but costing less” is even more apropos.

Salt Lake City — i.e. the Crossroads of the West — has transformed itself into an integrated downtown metropolis. City officials saw City Creek Reserve spend \$2 billion to restore a semi-blighted downtown area into a shining star on the mountaintops.

Downtown Salt Lake has special significance because, in 1846, the Mormon pioneers claimed the land as their own, hoping the need for security would be at a minimum. Salt Lake City grew and quickly became a multicultural landscape. But as many cities in the United States have experienced, the significance of downtown retreated to the suburbs. Downtown Salt Lake City also is the home to the leadership and offices of The Church of Jesus Christ of Latter-day Saints, including the world-renowned Mormon Tabernacle Choir and Temple Square.

Simply put, downtown Salt Lake City needed renovations, and it needed a security tune-up.

City Creek Reserve turned to Protection Technologies, based in Seattle, with offices in Salt Lake City, for the security recommendations and integration design. Damon Kessler, president of the company, said it had a distinct advantage in securing the contract because it is an IT/IP company that approaches security systems with the network in mind.

“We had a background in the server world, so we understood what it would take to power the cameras, and what video management system would work best,” Kessler said. “We know the IP world and that made a difference in getting the final contract, and sizing up the kind of equipment we wanted to use.”

The security system had to be driven on the network because the City Creek project encompassed 10 entire, not-so-average-sized, city blocks. Protection Tech-

nologies had responsibilities for the residential and parking areas of the development, which required 350 cameras to monitor traffic and events within the parking structure. The security system also was in place during construction.

To get the security underway, Kessler and his team knew they wanted networked cameras that offered high resolution and the ability for security staff to see images clearly. They also knew it would take myriad of cameras to do the job so they chose four different models of Axis Communications IP cameras for the majority of the installation, and an Arecont Vision 360-degree model for certain areas. The entire system is managed by Salient System VMS.

Because of Salient’s Gold Level status in the Axis Application Development Partner (ADP) program, it is part of an exclusive VMS developer group that receives early Axis product test units, roadmap updates and prioritized tech support. This enables Salient to ensure seamless integration of Axis cameras into any project and also support advanced features and functions, such as intelligent video and in-camera analytics.

Axis cameras include 40 outdoor-ready PTZ Dome (AXIS 5534-E) cameras, primarily to be used in the retail areas because of the HDTV-quality performance, 18x optical and 12x digital zoom, autofocus, and automatic guard tour and Gatekeeper functionalities. Protection Technologies also selected the more discreet and compact AXIS P3301 Fixed Domes for elevator surveillance, AXIS P3343 Fixed Dome Network Cameras for a higher resolution option to monitor indoor public spaces, and the vandal-resistant AXIS P3301-V fixed domes in the parking garage.

The AXIS P33 Series was chosen as a versatile, reliable and high-image-quality option for the varying surveillance needs. The wide dynamic range (WDR), intelligent features (tampering alarms, audio and motion detection) and 9:16 Corridor Format view made the fixed domes ideal for parking garage and residential surveillance where varying lighting, camera tampering attempts and narrow field-of-view needs are common issues.

“One advantage of using IP video surveillance is obviously the quality of the

## VIDEO MANAGEMENT

video, but the ease of use of the system and the flexibility to view all cameras enables us to be proactive when it comes to securing the facilities,” Kessler said. “Instant access to cameras and powerful PTZ control are tools that operators can use not only to react to incidents, but locate potential criminal activity before it occurs.”

Not only was Protection Technologies able to deliver these technology and se-

### About City Creek Center

Salt Lake City’s residential skyline features the Promontory on South Temple condominium building which has 185 units in 30 stories; Richards Court, two 10-story buildings located on South Temple; and The Regent at City Creek, a 20-story tower located on 100 South between State and Main streets. Together, the structures accommodate approximately 800 households.

**Department stores:** Macy’s, a three-story, 155,000 square-foot store; and Nordstrom, a two-story, 125,000-square-foot store.

Nationally recognized merchants and restaurants will occupy approximately 700,000 square feet and will link the two anchor stores; an additional 60,000 square feet of retail tenants will be located adjacent to the shopping center.

**Grocery store:** A full-service supermarket, including a deli, pharmacy and bakery will be owned and operated by Harmons Grocery Stores.

**Retractable roof:** A fully retractable glass roof that can be opened during warmer months, providing sunlight and fresh air, will reduce the need for air conditioning.

**Re-creation of Historic City Creek:** Meandering through the central walkways and plazas is a 1,200-foot-long authentic re-creation of the south fork of City Creek.

**Water features:** Water flows throughout the center’s open spaces, accented by ponds and three fountains by the creators of the famed Bellagio Fountains in Las Vegas, plus a “transcend feature” and other fountains outside Nordstrom.

**Pedestrian skybridge:** A pedestrian bridge over Main Street will connect the retail stores and create a seamless flow throughout the center.

curity benefits to Salt Lake City, but it did so in an economically feasible way. One simple way it was able to do more with costing less was to implement a video management solution that complimented the IP video surveillance and controlled customer spend.

For example, connecting the Salient System VMS to the Arecont 360-degree camera used only one license where other VMS manufacturers would require four license purchases.

“This is a significant savings over the course of the entire project,” said Brian Carle, product manager at Salient Systems. “We helped save the purchase of 78 licenses, and when you add the \$225 per license fee and annual maintenance costs, the savings is about \$17,550. That’s a significant savings on a project of any size.”

Software licenses are a big deal on any project, but one of this magnitude really makes a difference in costs, and it may make or break getting the go-ahead for securing the work.

“We went to Salient because we had faith in the product, but also because of the license fees,” Kessler said. “When we demonstrated the product (Complete-View Pro), with the cameras inside the garage, they liked what they saw. For an integrator, we proceeded full-speed ahead with pre-loaded Salient hardware at the head end.”

Protection Technologies liked the fact that it could detail its own system, complete with Dell storage and network switches.

The security system has been up and running for several months with no glitches — which has been extremely important because the real estate market has seen a recent surge in condominiums sales. The retail part of the project opens this month (March), so the developer is nearing the finish line. But what is now finished is simply an ongoing security project because new cameras are tied into an already tested system. 

*Mary Wilbur is the director of marketing at Salient Systems.*

