

# XEROX®

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## You Can't Copy An Original Pelco Guards Xerox Manufacturing Facilities

by Kathleen Rhodes, Marketing Communications Writer

When Xerox, the world's largest document management company, needed to update their security system, they naturally turned to Pelco, the global leader in video security systems.

Together these two companies share a commitment to satisfying customers, developing innovative technologies, and delivering quality and excellence in all they do. Xerox has remained true to these principles for more than 100 years, and today Pelco is proud to help protect their facilities as the company expands into the future.

**// With the Pelco system we now have in place, we can do things we never dreamed of that benefit our security, operations, and cost control. //**

*– George Keiser,  
Xerox*



Xerox's new, state-of-the-art security command center on the Webster, NY campus. The Xerox center brings video security, alarms, access control, and communications systems together in an integrated, efficient, and user-friendly environment. The center provides cost effective, high quality and innovative security services on the entire Webster campus which helps protect the company's assets as well as its people. The Pelco system is an integral part of this new center.

Webster, New York, is home to the main manufacturing campus for the Xerox Corporation. The sprawling 1,200-acre campus is comprised of 50 separate buildings and contains engineering, manufacturing, administrative, and research facilities. The New York campus is at the heart of Xerox worldwide operations, but the campus was guarded by an antiquated video security system that could not meet the needs of this growing Fortune 500 corporation. Three years ago, Kevin Fady of systems integrator SimplexGrinnell was tasked with redesigning the video security system. "We looked at a number of vendors but Pelco offered the best price/solution combination," he says.

Xerox was looking for a sophisticated security system that was both easy to use and adaptable for future growth. George Keiser, Xerox Eastern Operations Security Manager, admits that project was a major undertaking, but one that paid off. "With the Pelco system we now have in place, we can do things we never dreamed of that benefit our security, operations and cost," he says. "Video security systems of this size can require a significant financial investment, but depending on your cost structure, you can enjoy a significant return on that investment."

### **The Pelco Solution**

Xerox's Webster, New York manufacturing campus is now protected by a complete Pelco solution. More than ten CM9740 Matrix Switches communicate to a master CM9760 Series matrix deployed in the main control center. The CM9760s are connected to VMX300

Video Management Systems with three workstations. SimplexGrinnell also installed hundreds of Camclosure Integrated Camera Systems and Spectra Integrated Positioning Systems.

"Our original concept was to use wireless links and phone lines to communicate between buildings, but we soon realized this was not as effective as we needed it to be," says Fady. "Fortunately Pelco has developed a new transmission technology," Keiser explains. Xerox now utilizes PelcoNet transmitters and receivers with the existing network infrastructure to communicate between the master switch and the display switch. According to Fady, "This system is really working out well and is opening up a lot of possibilities."



The system also includes more than 20 DX8100 Digital Video Recorders. "With our old system we would have to run around and change tapes at seven or eight locations," says Keiser. "But now we can look remotely over the network to see if things are functioning properly. It certainly is a benefit, especially when it means we can avoid going outside during cold New York winters." And according to Tim Miller, Xerox Manager of Corporate Physical Security, these units have also met their storage needs. "The DX8100 DVR now has up to 3TB of storage. That has been a big help to us. Now when events take place, we know our DVRs have the data we need."

### **Savings and Benefits**

Since installing the Pelco video security system, Xerox has found that the efficiency of their security system improved while operational costs fell. "We originally had one central monitoring station and seven satellite stations. But with our Pelco system we have been able to consolidate into just one monitoring center," says Keiser. "That has enabled us to reduce the labor necessary to staff those facilities. With Pelco we have a much lower cost base for security."

Xerox uses their Pelco system to monitor every entrance to the campus. The cameras are linked to the intercom system allowing dispatchers to see who is at the gate before granting permission to enter. Pelco cameras also keep watch over the exterior grounds, helping to protect the safety of thousands of employees. And Xerox says the uses for the system

extend beyond security. Cameras inside manufacturing facilities are used by Xerox's management team to monitor assembly lines and improve efficiency and safety.

After seeing the advantages Pelco provides, Miller says, "With Pelco the benefits are a combination of product quality and product support." This is a sentiment shared by the project integrator. "We've gotten great support from Pelco throughout this project," says Fady. "Pelco provided an easy-to-use, versatile video security system that has made for a very happy customer."