

Pelco IP

A Sure Bet for

The Greenbrier

The Casino Club
Becomes the First
West Virginia Casino
to Utilize Virtual
Matrix System

*N*estled among 6,500 lush acres in the Allegheny Mountains of West Virginia, stands The Greenbrier – an award winning resort that’s hosted distinguished guests from around the world since 1778. As a National Historic Landmark, The Greenbrier is defined by its classic architecture, carefully sculpted landscape, exquisite interior design and impeccable service and amenities.

HEATHER HALSEY, MARKETING COMMUNICATIONS WRITER



About The Greenbrier

The Greenbrier is an award-winning resort located in White Sulphur Springs, West Virginia, with a rich history. It's served as a military headquarters and hospital during the United States Civil War, a holding facility for international diplomats and military hospital during World War II and is the site of a Cold War era Congressional bunker. Now The Greenbrier hosts thousands of guests each year and features amenities like three championship golf courses, a 40,000-square-foot spa and its latest edition – The Casino Club.



Partnering for Success **Pelco & North American Video**

For more than 15 years, North American Video has been delivering world-class integrated security solutions to industry leaders in many markets including gaming, education, transportation, government, health care and retail. As a certified and authorized Endura reseller, North American Video worked closely with Pelco and The Greenbrier's surveillance department to design, install and implement the Endura system in The Casino Club. For more information about North American Video, visit www.navcctv.com.

A Sure Bet for
The Greenbrier

In addition to its 682 guest rooms and more than 40 meeting facilities, the resort features a host of recreational activities, including access to three championship golf courses and a 40,000-square-foot spa. The resort's newest amenity was unveiled on July 2, when a magnificent 103,000-square-foot casino opened and its complete Pelco Endura 2.0 security solution sprang into action.

"The casino is a new amenity and the surveillance team, in cooperation with all The Greenbrier departments, worked to ensure that The Greenbrier's rich history and unique offerings to its guests continue to uphold its reputation as being 'America's Resort,'" said Angela O'Neill, director of surveillance for The Greenbrier. "The surveillance team uses the Endura system to monitor all casino assets, help protect the integrity of the historical property's Casino Club and works to ensure the well being of our guests."

The Casino Club took less than a year to construct and is located entirely underground so The Greenbrier's historic façade would be left untouched. More than 400 Sarix IP and Spectra IV IP cameras were installed in a matter of months above the casino's 320 slot machines, table games and poker tables.

"THE SARIX CAMERAS PROVIDE MY TEAM WITH THE DETAILED VIEWS NECESSARY TO UTILIZE THEIR TALENTS IN THE PROTECTION OF THE GREENBRIER'S CASINO CLUB ASSETS," –ANGELA O'NEILL,
DIRECTOR OF SURVEILLANCE FOR THE GREENBRIER

Designing and Implementing the Right Solution

O'Neill and the security team at The Greenbrier are no strangers to video security – but they are new to the video quality, scalability and performance of an entirely IP system like Endura. For years, the resort's ground security team used a 30-camera analog system with one control station. They first experienced the enhanced quality of digital video when they opened a temporary casino during the construction of The Casino Club, where a smaller Endura system consisting of 80 cameras was installed.

After seeing the advantages of high-definition video and experiencing the level of reliability that comes with a complete Pelco solution, when the permanent casino opened they knew Endura was the way to go. Their system was then custom designed by North American Video (NAV) of Brick, New Jersey, with the assistance of Pelco Global Sales Engineer Manager Kevin Bozarth and Senior Network Systems Engineer Darren Giacomini.

The system is comprised of more than 400 IP cameras, HD decoders, HD video console displays and network storage managers. "We really collaborated with The Greenbrier surveillance team and North American Video to ensure that their system could meet the high security demands of a casino environment," Bozarth said.

Prior to installation, West Virginia Lottery had to approve the system so The Casino Club would be allowed to operate. Pelco Integrated Systems Design Specialist Jose Rojas, North American Video Vice President of Sales Laurie Jackson and Vice President of Engineering Services and Marketing Stephen Malia presented it to West Virginia Lottery, where it was met with resounding approval.

Realizing the Advantages of IP Security

The Casino Club now marks the first virtual matrix installation in any West Virginia casino and adds to the 232-year history of The Greenbrier. The scalability of Endura allowed the smaller existing system to be seamlessly tied into the new 400-camera system, which was fully operational in less than six months. "The installation of the Endura full IP system was less program intensive than other hybrid systems and convenient to troubleshoot. Additionally, the IP system uses less equipment, which overall saved us many man hours on the job," Malia said.

Since every component of the system is optimized to work together, it will allow the resort to add cameras for years to come. "As our older CCTV system starts to fail we will replace the components with Endura IP equipment," said Michael Tetreault, surveillance manager of administration and technical support for The Greenbrier.

O'Neill said their Endura system has allowed them to protect the integrity and spirit of the resort, while staying one step ahead of cheaters and thieves. "Our surveillance system enables our surveillance team to challenge even the most high-tech, sophisticated method of cheating out there and of course, it goes without saying, that we challenge the skills of even the most basic cheating methods."

ENDURA - POWERFUL COMPONENTS, OPTIMIZED PERFORMANCE

The Casino Club's system is comprised of products that are designed to seamlessly work together to deliver state-of-the-art IP-based video management.

- Endura 2.0
- Spectra IV IP PTZ Cameras
- Sarix IM Series HD Network Dome Cameras
- SM5000 Series system manager
- NSM5200 Series network storage solution
- KBD5000 Series keyboard
- HD Decoders and HD Video Console Displays

