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## Video Surveillance Customer Wins and Testimonials

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# Downtown Grand Casino

## Video Surveillance, Video Distribution (IPTV), Network Pa



### Challenge

- Brand new hotel in Vegas that needed to integrate many services / applications over a single network
- Needed a resilient foundation for IPTV and video surveillance
- Needed to segment traffic without too much complexity

### Value

- Ability to use integrated VRF's to create separate networks for IPTV, surveillance, IP Telephony, gaming, point of sale applications and day to day operational applications
- First converged IP surveillance implementation to be approved by the Gaming Control board

### Avaya Difference

- Best infrastructure for multicast based applications like IPTV and surveillance
- Security of virtualized networks to meet Gaming Control board requirements
- Simplicity of implementing network partitioning

*"This is the simplest way to deploy IP surveillance I have ever seen. It made the clients head spin."*  
Jonathan Fisher, Next Step Tech Solutions

# Potawatomi Casino

## Video Surveillance



### Challenge

- Hundreds of analog cameras with encoders running over a multicast network
- Some cameras not functional due to underlying network issues.
- Requirement to quickly bring cameras back on line to comply with Gaming regulations

### Value

- Operational simplicity
- Ability to support existing camera deployment with all cameras functional
- Enables the casino to expand their camera deployment

### Avaya Difference

- Always-on video footage
- Lightning-fast network recovery (<200msec) protects applications
- Massive Scaling – to tens of thousands of streams supported
- Predictable Performance
- Easy to design and deploy

# Dubai World Trade Center

## High Frequency Moves, Adds and Changes, Network Partitioning



### Challenge

- Largest conference facility in the Middle East (over 100 events per year)
- Network needed to be reconfigured after each event **quickly**
- Complex configuring of Cisco MPLS-based equipment took too much time and created risk.
- Requirement to isolate exhibitors from other network users

### Value

- Ability to reduce reconfiguration time from days to minutes
- Ability for exhibitors to plug in their equipment without causing issues for other users
- Ability for IT to be more productive and do more with less.

### Avaya Difference

- Simplified moves, adds and changes with end point provisioning only
- Ability to extend fabric technology right to show floor
- Ability to isolate exhibitors so they do not impact each other in a simplified way.

*“We’ve saved at least 50-60% of provisioning time. Manual intervention is now almost minimal and we’ve dramatically decreased the level of troubleshooting required.”*

*Farid Farouq, Vice President of IT*

[Case Study](#)

# New Jersey Transit

## Video Surveillance



### Challenge

- Provide transportation services to 1.5 million people
- 203 network sites in NJ
- Needed to expand surveillance network to support the Superbowl
- Existing solution wouldn't allow them to add cameras and was difficult to manage
- Deliver real-time viewing capabilities to FBI, police etc.

### Value

- Not a single failure for the duration of the Superbowl
- Ease of design and deployment. Three and a half months for each
- Ability to segregate traffic to enable external agencies the ability to monitor surveillance network
- Operational simplicity of solution in comparison to PIM-based multicast

### Avaya Difference

- Simplified network design and deployment
- Resiliency and uptime
- Ability to scale to large camera deployments
- Simplicity in enabling separate environments for multi-agency viewing

*“With our Avaya deployment we were able to allow for multi-agency viewing of over 4000 IP cameras in real-time without a single failure.”*

– John Runta, Network Planning and Support, NJ Transit

# City of Troy, MI

## Video Surveillance



### Challenge

- Need for effective video surveillance solutions to aid lean-staffed law enforcement personnel
- Legacy network and video surveillance solution unsatisfactory
- Growing video surveillance expansion/consolidation requirements exceed current capacity

### Value

- Reliability and performance of new system help to minimize liability risks
- Dramatically sharper image quality enhances security
- Shift to IP from analog platform results in lower costs for installing IP cameras and fewer units required because of wide camera range

### Avaya Difference

- High capacity enables quick assessment of situations requiring rapid response
- Scalability and flexibility – customer can add cameras, locations, and new functions with ease
- Customer reports virtually no maintenance required for the rock-solid, always-on Avaya network

*“I sleep a lot better now, knowing that our video surveillance is on an Avaya network.”*  
 - Ryan Wolf City of Troy Police Department

# Prairie Street Brewhouse

## Video Surveillance



### Challenge

- Create a safe, desirable space for tenants and guests to live, work and play.
- Deploy the latest technology while minimizing cost and management time for the property managers.
- Handle the high bandwidth requirements of high-definition video.

### Value

- High-definition video contributes to safer operations of all areas of Prairie Street Brewhouse.
- The historic property is now one of the nation's most innovative, helping attract business and residential tenants, guests and events rentals, and increasing revenue.

### Avaya Difference

- Video on any Internet-enabled device saves countless hours for management and uncovers opportunities to improve the customer experience.

*“Our past experience with having multiple systems and providers is that they don’t work well together. Having voice, video and networking from Avaya makes our communications more efficient and easier to manage.”*

*– Chis Manuel, Vice President of Rockford Brewing Company and President of CMM & Associates*

[Case Study](#)

# County of Santa Clara Roads and Airport Department

## Video Surveillance



### Challenge

- 430 High Definition Cameras running over aging infrastructure
- 3 second delays in video streaming and lapses in footage
- Layer 3 Processing Power

### Value

- Improved camera population
- Cameras stay connected
- Processing power allows traffic counting through video analytics
- Improved response time of Traffic Management System

### Avaya Difference

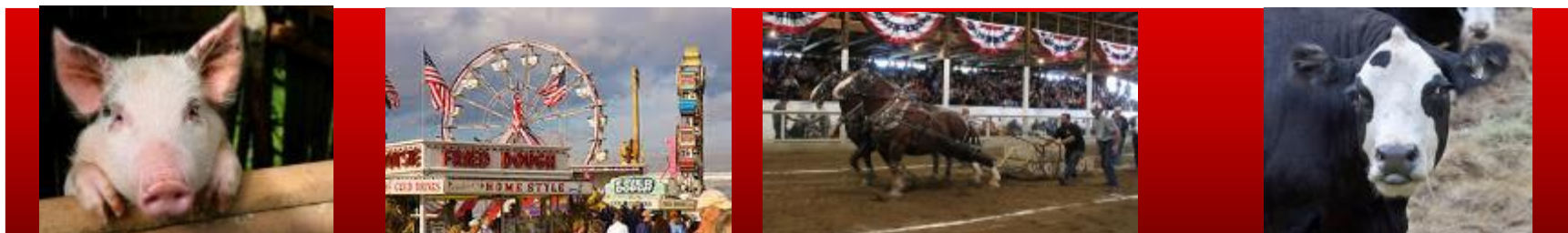
- Always-on video footage
- Lightning-fast network recovery (<200msec) protects applications
- Massive Scaling – to tens of thousands of streams supported
- Predictable Performance
- Easy to design and deploy





# Fryeburg Fair

## Avaya Video Surveillance, WLAN 9100



### Challenge

- The largest agricultural fair in the state of Maine—and the second-largest in New England—Fryeburg Fair is a staple in the community, serving more than 300,000 visitors the week of the event.
- Beyond supporting video surveillance, the Fair needed a networking solution to satisfy the needs of 200+ vendors on-site

### Value

- 18 cameras are dispersed throughout the fairgrounds. The police force relies on feeds from the surveillance cameras to monitor fairground activity and respond to any public safety incidents.

### Avaya Difference

- Vendor sales have increased as a result of speedy credit card processing times.
- From an administration perspective, fewer hours are spent troubleshooting connectivity issues.
- The Fair's video surveillance capabilities have also improved as a result of the reliable Avaya wireless backbone.

“This new system is phenomenal, it allows us to be able to be on top of things right away, instead of waiting for something to happen... and if something happens we can be on top of it a lot faster.”

- Andrews, Building and Grounds Superintendent at Fryeburg Fair

[Video](#)

*Our video surveillance system had to comply with stringent Gaming regulations and be available 24x7. When we chose the network, we selected an Avaya solution to address our surveillance challenges and deployed Fabric Connect.*

*Charles Robinson, Director of Information Technology, Downtown Grand Las Vegas*



*"After we installed the Avaya network, our massive video surveillance problems went away. Since then things have been essentially flawless." "What we learned from our experience is that... Placing video surveillance on a traditional network is like dumping Los Angeles-scale traffic on a much smaller city's roads!"*

*Ryan Wolf, Research and Technology Administrator for the City of Troy Police Department*

*"Running video surveillance would sometimes cause problems for ordinary users, because of the bandwidth demands. Now with Avaya Fabric Connect-based network those problems are eliminated and it's much easier to comply with our public safety requirements."*

*Galal El Tahan, Head of Infrastructure and Operations, Dubai World Trade Center*



مركز دبي التجاري العالمي  
DUBAI WORLD TRADE CENTRE

[Source: Avaya Fabric Connect Boosts Simplicity and Scalability of IP Video Surveillance Deployments for Enterprises](#)

## Customer in the Nuclear Power industry...

We recently deployed at large multicast based CCTV project that was originally spec'd HP. The HP hardware was miserable to setup, and required firmware updates in order to route Multicast traffic correctly. We quickly aborted brought Avaya to the table using their 4850pwr+ line of switches. These switches are simply the best we've ever used. Their fabric technology reroutes traffic around a failed link without almost no perceptible interruption in live video. These switches are so fast that even incorrectly configured they will outmuscle any other switch. - we proved this by accidentally disabling IGMP snoop. Any other switch would have immediately choked, the 4850 kept on working. We only noticed the error during setup hours later when some uncharacteristic latency appeared.

Their user interface is excellent with probably the best diagnostic and config utilities I have seen. Most importantly though, my tech support requests to HP, Cisco, etc generally disappear into an abyss. Avaya, picked up the phone and showed up. This is possibly due to the engineering support we have in my area, but they blew the competition away as far as presale design and aftersale support - hands down.

***We won't be using anything else by choice, anytime soon.***

[Source: Posted on ipv4.com/](#)

## Black Oak Casino Resort



“In order to properly deal with the tremendous amount of network traffic on this state-of-the-art IP video system and help the property realize the full potential of their video surveillance equipment, ***we chose Avaya Fabric Connect*** ... This standards-based solution ***eliminates the complexity and limitations of traditional network offerings***, and offered us the ***flexibility we needed*** to complete the full virtual matrix and ***accomplish the goals presented to us by the customer***”.

*Todd Flowers, President, SSI*