

- Detects cameras on your customer's
- 1 TB Internal storage
- Up to 24 MP Processing
- Up to four detection regions per camera

# How AlarmVision™ Works in a Real-World Environment

*This article is adapted from a live presentation by Clint Beecroft, COO, Peak Alarm Company, at the DMP Executive Dealer Roundtable in Huntington Beach, CA.*

**I was excited to learn about XV-24 with AlarmVision last year at ISC West.**

**As it was introduced to me, I immediately thought of one of our customers that has multiple locations and was struggling with traditional intrusion detectors. I was hopeful this new technology would solve the problem this customer was experiencing.**

What we're doing at Peak Alarm is, we use the XV-24 Gateway along with the SPECO Digital Deterrent cameras, which allow us to create a broad-view area of detection. Then we use the analytics of the XV-24 for a smaller area of detection that comes to the central station for review.

The camera itself picks up a person or a vehicle. You see the red and blue flashing lights, as well as a prerecorded audio message that plays to anyone in the area. This typically runs the people away before they get to the actually XV-24 area of detection. This helps reduce the number of alarms coming into our central station. We're only using it for interior protection or exterior controlled environments, fenced-in areas where once the customer is gone, they've armed the alarm and no one should be in that area. If we see people in those areas, we will dispatch appropriately.



## The Farm Store

This is a customer we have had for several years. They have a bunch of locations and they have always been a challenge in a couple of ways. They sell a lot of ranch equipment. They have hay, they sell fencing, equipment, etc... And they usually keep it in an outside fenced-in area.

It was very expensive to trench their parking lots to put up beam detectors in tandem with cameras. It was time-consuming, costly and a hassle for everyone. Once we had the beams installed, it would work pretty well, but it had some issues. In the wintertime, snow would build up on the beams and cause false alarms. If you had debris flying around in these compounds, tarps, or anything, they'd set off the false alarm. It would annoy the store managers, who would have to go out in the middle of the night to see what was going on. Occasionally an employee would set a pallet of products blocking the beams, and that would be an issue.

When we approached them with the XV-24 Gateway, we explained to them we could do away with the cost and false alarms of the beam detectors and simply use the cameras they already had installed.

We can just plug this device in. It'll find those cameras, create zones and work with your alarm system. When the system is armed and disarmed, your cameras will be part of the alarm system. It's going to give you better protection. They loved it. They asked how quickly we could get it installed in a location. We were able to install an XV-24 system in a store in Arizona, and they are ecstatic. They love it. It's working well for them, saving them up-front cost on the installation.

We have grown our RMR and saved them up-front cost. The customer is happy and I'm happy.

## The Jewelry Store

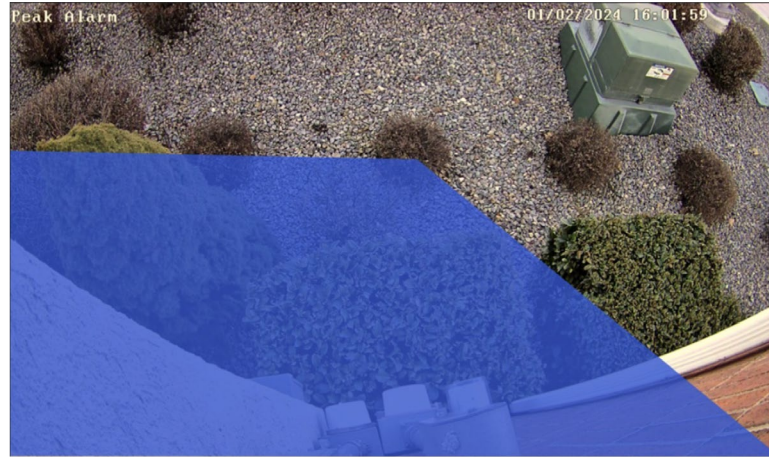
Another location we're doing it is jewelry stores. We have a customer who has four or five jewelry stores along the I-15 corridor that runs north and south through Utah. We started to see them being targeted by a ring of burglars.

Long story short, we were able to install some cameras and the AlarmVision XV-24 in a way that would notify us when this particular group of burglars would attack these locations. It is working very well, and we have resolved this particular specific burglary threat to these jewelry stores.

## The Warehouse

Some other examples. We've had a couple of customers now we've gone into, which have some very large warehouses that are rented out in part or in whole.

We needed some way to delineate the space between tenants. That was maybe a fence or maybe not, and even beam detectors were expensive or difficult to move, because the space requirements were ever-changing from month to month.



We were able to go into this space, use his cameras, create two different zones on them, and with the SPECO Digital Deterrent cameras, the cameras are actually looking at fence itself.

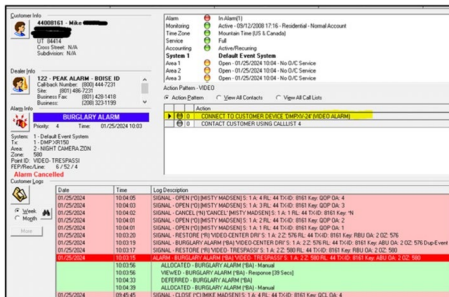
If somebody comes up to the fence, the camera flashing blue and red is telling them, please leave this is a protected area. If they do so, no signal is sent to us. I'm not dealing with nuisance alarms, but if they don't listen to it and they decide to move the fence or hop the fence, a signal comes into our monitoring center. As soon as they hit that blue or red area, we get that alarm. It comes in and we dispatch accordingly.

As this customer decides to grow his space, all we need to do is take that camera, move it a little bit to look at the new area set up, new areas, and we're good to go. We don't have to install more equipment, and we can adjust to what our customer wants in real time. We don't have all the labor to move wires or beams.

He's happy. I'm happy. Once again, we're getting more RMR for this than we would if it was just a traditional intrusion system. We're all winning at this point. We love it.

## The Monitoring Center

As it comes into our monitoring center, the alarms come in just like any alarm ever did before. Our automation grabs it. When it comes in front of a dispatcher, you'll see that yellow highlighted line in the action pattern. It's letting the dispatcher know there's video and it's associated with this account. They click on that, and it then brings up the video alarm event.



The operator is able to see what triggered the alarm. They can also see live video, the additional video cameras associated with that account and their activity.

When this alarm comes in, the dispatchers are able to see what triggered the alarm, see that exact photo live and then see additional videos on the account. We use this particular video verification service for us. At Peak Alarm, we handle these like we would any other burglar alarm. When it comes in, we get the alarm, we dispatch and we are calling the customer to let them know an alarm is going off on and what it was caused by.

We just simply notifying the customer their alarm system was armed. There is something in an area that you said should be protected. There should be nobody there after hours. There now is somebody there. We want to let you know why the alarm is going off and we're dispatching on it.

So one of the things we've learned as we've deployed these units out there is that controlled environments work best. This AlarmVision™ is a great technology. We're really excited about it. We want our monitoring center team to be really excited about it. We don't want nuisance alarms coming in to us from these. So, for us, the controlled environments work best, either inside a facility or in that fenced-in area.

“ We see it's the future. Most of our customers already have cameras anyway, so this eliminates us installing more, or additional door contacts or motion detectors.”  
— Clint Beecroft, Peak Alarm Company

It's been a success for us. We love it. We're going to continue to use it. We've got a salesman in the organization now who's bought into it so much because of the examples I've shown. It's how he leads every commercial sales call.



## Get in Touch

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- XV-24 with AlarmVision includes:
  - Person, vehicle, and animal analytics
  - Supports ONVIF and RTSP Cameras
  - NDAK Compliant
  - Connects directly to the network
  - Detects cameras on your customer's IP
  - 3 TB Internal Storage
  - Up to 24 MP Processing
  - Up to four detection regions per camera

