

July 2009
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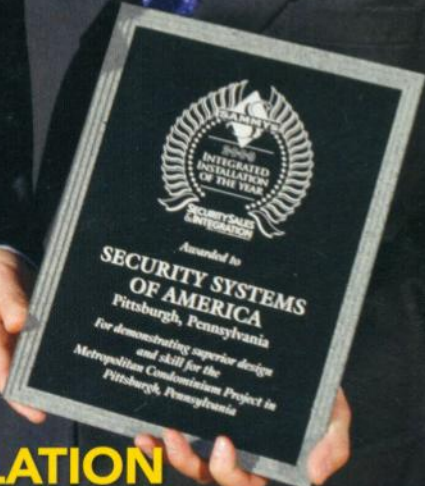
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**2009
BEST
OF THE
BEST
Issue!**

CELEBRATING
30
SSA
YEARS
1979-2009

Security Systems of
America CEO Arthur
Beaver (left) with
son and SSA
President Brice.



**★ INTEGRATED INSTALLATION
OF THE YEAR**
SSA Shines as Project's Single-Source Provider

**★ LARGE INSTALLER
OF THE YEAR**
Stanley CSS Bases Success on
5 Customer Touchpoints

**★ SMALL TO MIDSIZE
INSTALLER OF THE YEAR**
Family Values Propel Protection
Bureau's Business

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shooting that never occurred," Sandulli says. "This is a testament not only to the equipment manufacturers but also to the diligent work of our lead technician, Cris Beatty."

Still, if Sandulli had it to do over again there are some things he would consider changing — albeit relatively minor tweaks regarding items commonly involved with this type of installation.

"For our next project of this type and/or size, we would seek improvement by making better use of supply house delivery services, prefabricating and perhaps packaging items such as multimedia wall plates with all of the intended inserts and connectors," he says.

For now, with an eye on the future, the Metropolitan's system has been de-

signed with change in mind. The solid wiring infrastructure that allowed everything to be connected and work so well can be re-engineered or removed to make room for new technologies.

So enamored with SSA and the results of this project, Walnut Capital and its general contractor have asked the integrator to work its magic on an even larger condominium complex and tackle a lifestyle center scheduled to be completed by spring 2010.

"I believe the greatest testament to the satisfaction of the owners simply lies in watching the residents coming and going unhampered by the level of security that surrounds them," says Sandulli. "This also rings true when watching the building staff being alert-

ed not only to alarms but to the routine coming and going of residents."

Although such success is indeed enough of its own reward, SSA was bowled over when its name was announced as 2009's Integrated Installation of the Year winner.

"Winning this award of course showed us how we stacked up in the national marketplace," says Sandulli, "but most importantly it instilled a sense of pride and accomplishment in our employees for having their work recognized by industry experts in such a prestigious venue." ■

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3 Worthy Challengers Offer Impressive Installations



Finalists for SSI's 2009 Integrated Installation of the Year included (top to bottom) Advanced Technologies, CRS Building Automation and Stanley CSS.

THE OTHER FINALISTS FOR THE 2009 Integrated Installation of the Year were all tough competitors for the ultimate prize. Following are snapshot looks at each of these impressive projects and the highly skilled companies responsible for them.

Advanced Technologies of Baton Rouge, La., entered an upscale residential installation revolving around an HAI security system.

The system was programmed to respond to temperature/humidity sensors, and the client's preference when controlling the thermostats; control hall and stairway lighting when triggered by sensors, integrate theater lighting, and set standard scene lighting; and monitor refrigerator and freezer temperatures for failure. Remote access by phone, Internet and on the home media center PC via LAN was also included.

This project also included three surround-sound systems, intrusion alarms, surveillance cameras, multiple touchscreens and much more. The client, who is also the homebuilder, and the integrator use the home as a showcase.

From Charlotte, N.C.-based CRS Building Automation came a \$500,000 project centering around four buildings located in an upscale area just southeast of the city known as Ballantyne. The installation integrated access control, fire alarm and monitoring, including the latest in IP-based fire alarm monitoring.

The two six-story and two 10-story buildings were outfitted with an AMAG access system and NOTIFIER fire and voice evac systems. The use of Internet monitoring enabled estimated cost savings of at least 50 percent compared to dedicated phone lines, and according to CRS, increases the level of life-safety efficiency.

Stanley Convergent Security Solutions (CSS) of Naperville, Ill., showed off its ability to achieve enterprise integration excellence on a large scale with the Healthways project just outside Nashville, Tenn. The job encompassed access control, IP video surveillance, audio alarm verification, intercoms, turnstiles and asset tagging on a single security platform.

The six-site system presently includes 110 cameras and 125 card readers, all managed from a central command console bunker, representing more than a \$2 million investment to date. Stanley had to design the system in compliance with a host of health-care industry standards, such as Sarbanes-Oxley, HIPAA, URAC and NCOA.

Photo courtesy The Eisell Companies Inc.