



VISION
SECURITY TECHNOLOGIES

CASE STUDY

VISION SECURITY TECHNOLOGIES MITIGATES RISKS WITH VIDEO SURVEILLANCE, ACCESS CONTROL AND PERIMETER SECURITY SOLUTIONS

Leveraging its 17 years of security systems integration, Vision designed a phased plan to proactively mitigate risks at multiple sites and reduce costs providing positive ROI.

Vision began with my company as a Security Integration Provider but over the years they've become a true partner in securing our facilities and ensuring the best decisions are made not only from a cost standpoint but from a functionality standpoint as well.

CLIENT CHALLENGES

As a multi-site complex, full-conversion petroleum company in the southeastern United States, vulnerabilities and security challenges are ever increasing. Having multiple remote facilities that must have physical security solutions in place that meet or exceed NERC CIP requirements means having a security integrator that acts as a true partner and trusted advisor.

Limited budget for video and access control additions and updates made it difficult to monitor the facilities' outdoor surroundings which have the potential to put the environment, facilities and waterways at risk of contamination due to spills. The limitations required the company to send employees to the other locations to do visual inspections of property to ensure there were no spills or issues which was becoming increasingly more expensive.

HOW VISION HELPED

When the refinery brought in a Director of Security on board he realized not having a local security vendor was not an ideal situation for the company. By utilizing his relationships with security manufacturers, he sought recommendations for a reputable security integrator with experience in the industrial market and was led to Vision.

After performing a comprehensive security assessment at all facilities, Vision designed and provided a phased plan for upgrading and updating the technologies over a period of time, allowing the company to stay within budgetary compliance as well as demonstrate ROI.

RESULTS

Technology upgrades included the deployment and expansion of an original GE FCWnx system which was recently migrated to the latest Lenel OnGuard platform. The company uses this system as part of their compliance for OHS regulations as well as the TWIC program. Due to the criticality of security systems at their locations, the company was an early adopter of Vision's VIP (Vision Investment Protection) Program to include emergency response.

Security technologies phased in included expanded access control and video surveillance systems and the addition of gates and turnstiles which eliminated the need for physical security personnel. This resulted in a budget savings of \$120,000 a year with the cost of the investment costing half that amount.

My company's investment in Vision and the products we have placed into operation through our collaboration have assisted in mitigating risks by leveraging technology. While being proactive doesn't always show immediate ROI, the measurement for savings compared to an incident is worth the cost of security technology.

In addition, over the last several years the company has utilized the video and access control systems to:

- **Identify a leaking vessel which prevented contamination of a nearby waterway.**
- **Provide evidence to show no fault in work place accidents resulting in dropped law suits due to video evidence of employees failing to follow proper procedures.**
- **Monitor remote location sites eliminating the expense of man hours used to travel for visual inspections to ensure they were free of spills or issues resulting on a very positive ROI over the last 5-6 years.**
- **Identify thousands of dollars of potential over billings by subcontractors by utilizing customized time and attendance reports in the OnGuard Access Control system.**

Vision also worked with the company to set up temporary access control and video deployments during major facility shutdowns and renovations. During these maintenance periods the security systems were used to track and monitor thousands of transient contract employees. MobileVision, Vision's Mobile Surveillance System, was an integral part of these projects.

Over the ten-year partnership Vision has become a trusted advisor and industry expert to the company. The ongoing growth of their infrastructure has resulted in a Vision technician being onsite on a weekly basis to troubleshoot any issues and maintain the system.