

BREWER MARINAS



Challenge

To deploy multiple high-performance and easy-to-use, high-definition surveillance systems throughout various Brewers marina locations. Provide a time-saving solution for management to oversee the safety, security, and daily operations of docks, maintenance, pools, fueling, and customer relation areas.

Solution

Over 120 high-definition surveillance cameras running from 1-5mp provide complete coverage of Brewers parking lots, docks, maintenance areas, fueling docks, travel lifts, offices, and recreational areas. Video is streamed, monitored, and recorded around the clock at each office. Management uses the system to view images locally or remotely.

Benefits

With Sourced Security's surveillance solution integrated, management can easily navigate over a wide geographic area, generating detailed evidence facilitating investigations, capturing license plates, ensuring safety procedures, fueling operations, and all customer boat locations are secured. The marinas have procured new customers based upon the high quality level the system provides. High-def cameras and an easy-to-use interface locally or via mobile allows management to stay in touch like never before.

- Significant return on investment
- Dramatic reduction in investigation times
- Modern property management tools

Market: Marine
Location : Northeast USA

Products Integrated



Avigilon ACC Software



9 Megapixel
Multihead Cameras



1-5 Megapixel Bullet
Cameras



Custom License Plate
Cameras



High Speed Wireless
Access Points



Brewers Yachts Yards & Marinas integrates efficiency, safety, and security at their facilities with Sourced Security High-Definition video surveillance and video analytics.

Brewers Yacht Yard runs 26 marinas in 6 states. Typically the average Brewers marina occupies 5 acres and is home to 250 boats. Brewers has vertically positioned itself with many aspects of the pleasure craft marine industry. Summer slips, transient slips, winter storage, and professional mechanical, electrical, rigging, and painting services. First-class facilities such as swimming pools, clubhouses, grills, and picnic pavilions, and customer lounges make for a premiere New England boating destination. Brewers' larger marina supports 700+ slips. Most recently Brewers has deployed high-definition video surveillance and analytics at multiple locations, effectively securing customers' safety and property and maintaining efficient properties. A variety of cameras deployed at Brewers' properties protect the assets valuable to serving the business.

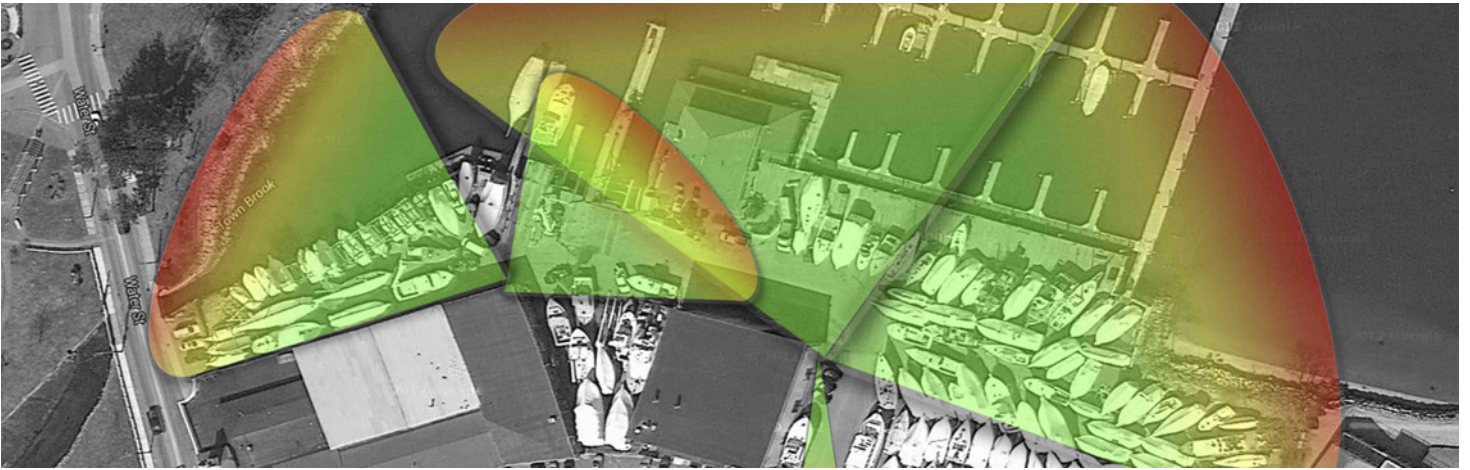


Sourced Security for thorough Resolve

At the request of selecting a new surveillance system for many of Brewers' facilities, Thomas Keyes of Sourced Security was committed to bringing a cost-effective, high-performance, management tool to the properties. "I wanted a high-performance and reliable way management could make a property successful and daily operations more effective." The ability to have pinpoint accuracy over many days of video to find a few-second event is critical to saving time and property. "Many times with our older systems we would spend hours, never finding the images we were looking for at all. Now we can successfully search razor-sharp video and within moments have the details we need." A total of more than 120 high-definition cameras visually cover parking lots, docks, offices, equipment, maintenance facilities, and fueling areas. License plates are read clearly 24 hours a day in all seasons. Any cars or people coming or going from the property can be clearly identified and their movements tracked. Any or all of the systems can be remotely viewed at each yard. Mobile apps for iPhone and Android connect management like never before to the business.

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Thoughtful Design Process

Each time a request is put forth by Brewers for an integration, we start a process. As every yard has its own unique characteristics, we will listen to management's concerns and design accordingly. Typically one to two site visits are in order to verify a baseline design. We will also collaborate with Brewers' IT department on various aspects. Detailed coverage maps, sample imagery, network topology, and detailed quotes are provided. "I've worked in the pleasure marine industry for a while. I understand how these yards operate, the nature of work and customer service they provide. As a boater in the past, I can appreciate the atmosphere they are providing to their clientele. It's with great pleasure I can help design and integrate these systems for them to provide a better experience," said Thomas Keyes, Sourced Security Solutions.



Integrating Together

Our primary purpose integrating is to provide clear images owners can access quickly. Each camera location has been mapped for maximum effectiveness to each property's unique parameters. End user input relating to specific areas of coverage is adapted to reflect a thoughtful design to their needs. Travel lift areas can be of critical importance by the nature of the process involved. "Images were so clear in our travel lift area, we were able to diagnose a sporadic equipment issue that would otherwise be more time-consuming to diagnose without the surveillance system." Maximum coverage of outdoor areas typically reigns supreme. We are able to provide complete property coverage with a minimal amount of cameras strategically placed. Wide area observations of parking, docks, and swimming pool areas provide users situational awareness. Pinpoint areas provide license plates, facial recognition, and the best images possible to assist with a complete story.

Since each boatyard typically covers a large area, we can provide coverage in the most remote sections. Traditionally this would require a wired connection with expensive trenching, or a remote system. We are able to integrate secured wireless networks to transmit camera streams recorded at a central location. At a great cost and benefit advantage to each facility, they have a more comprehensive view of each property. In most cases Brewers' IT department can take advantage of these networks, commissioning a portion to their own needs. High-quality blueprints and documentation are provided before and after each integration to the user and IT departments.





Reliable and High Quality

Brewer Yards maintain operations throughout the year. Sourced Security provides a virtually maintenance free system management can depend on 24/7/365. Most yards are located in areas that are exposed to extreme coastal weather elements. These elements include sand, salt water, corrosion, it can be challenging. At Sourced we have selected high quality components designed for these conditions that will provide years of clear video and uptime.

"Throughout several notable coastal storms our system was able to provide us with the awareness to monitor our infrastructure remotely. In the event we needed to address any concerns we are able to see that in realtime and at multiple locations."



Future Expansion and Collaborations

Looking forward to the future Brewers now has the capability to expand as needs arise. Individual yards can each put forth requests to selectively adapt their systems to the ever changing environments. The cost factor is low based on the fact of the initial investment. Future proofing at Sourced Security is one of our ultimate goals. "I enjoy the fact that Brewers Yards is able to easily adapt future technologies into their existing systems." At Sourced Security we can adapt solutions very quickly for the needs that arise. Brewers are rest assured that management of each yard has a one to one relationship with us. We are only a phone call or email away as a resource to lean on. "I was excited to work with Brewers since day one almost 3 years ago, and my enthusiasm continues to grow with each new development. It is a really good feeling to know how these systems deliver management personnel information precisely in order for them to make more informed decisions ." - Thomas Keyes

