



TSI Newsletter Debut

One Systems Integrator who is making a difference

Our wide range of products are customized to meet your specific needs:

- CCTV
- DIGITAL RECORDING
- ACCESS CONTROL
- BIOMETRIC
- FIRE PROTECTION
- INTRUSION DETECTION
- PERIMETER SECURITY
- METAL DETECTION
- BACKGROUND MUSIC & PAGING



Spirit Mountain Casino

Multi-million dollar project...zero change orders

When our conversations began with Spirit Mountain Casino almost three years ago, it was determined that their existing surveillance room was riddled with limitations that would prevent them from expanding it any further. Therefore, the casino decided to incorporate a new surveillance room into their up and coming fifth major expansion project.

TSI provided the project engineers with the HVAC and power requirements for the new systems to insure sufficient cooling and power would be included in the new design .

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A message from our CEO and Founder...

If you're reading this article, it is probably because you are curious about TSI and what we have to offer that is different than what you have already experienced from other Systems Integrators. I would like to say that it is the high quality products that we select for each customer's application. But in reality, these same products are available to our competitors. I would also like to say that it is because of the quality installations that we provide. However, there are a few companies who are capable of quality installations. And of course, every company brags about their customer service...because without that, nobody would want to do business with them. So what sets TSI apart? Quite simply, it is our customers. Therefore, I thought it fitting to spotlight them in our first newsletter.

At TSI, we genuinely love our customers...not just me, but all of our employees. It's not a philosophy or strategy; it is just who we are. It is true that we hire bright and educated people who best fit the job description. But in addition to this, they must be genuinely nice individuals who like other people. As the old adage goes, "A chain is only as strong as its weakest link". Well, so goes this company. At every level, TSI is full of caring individuals. Which brings us back to our customers...

We love 'em. TSI continues to do business with

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The transition: Analog to Digital Recording Systems

TSI has seen many changes in the security industry, but our commitment to our customers has not changed.

For the last several years, the market has been facing the shift toward digital recording. TSI has been evaluating these systems in order to provide our customers with the most reliable systems and the highest quality recording.

In addition to this, we evaluate the manufacturers who provide these products. A system has no value if it cannot be supported. For this reason, TSI has formed alliances with the best manufactures in the industry.

Through our vetting process, we have discovered "manufacturers" who don't manufacture...or design...or even own their technology. We have seen "systems" with consumer grade video capture cards stuffed into PCs. We have also seen the charlatans performing the old favorites: best bait and switch; smoke and mirrors; and my personal favorite, "Please don't look behind the curtain."

If you are looking for a dependable, high quality system, please give us a call and we will be happy to navigate you around the potential hazards and into one of the several quality systems from reputable manufacturers.



Our Offices:

- Lake Stevens, WA
425-377-2404
- Florence, OR
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- Oxnard, CA
805-278-2325
- Palm Springs, CA
760-333-2854
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We're on the web
www.technicalsecurityinc.com

April 2008

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April 22 & 23 –NIGA SHOW - San Diego, CA



Steve Bobb, Surveillance Director for Spirit Mountain Casino (right) with Craig “Swanny” Swankosky, CEO of Technical Security Integration, Inc.

Spirit Mountain...(cont.)

It was determined early on that the new system design would incorporate Optelecom fiber optic components and Dynalectric’s Sumitomo air-blown fiber. These systems not only allow for high quality transmission without interference but also the ability for trouble-free expansion for future casino projects.

After evaluating countless digital recording systems, Spirit Mountain selected Synectics due to its high quality, dependability and ease of use. Over 1300 channels with several layers of backup and redundancy like RAID6 and Priority Hot-swap were installed in this system.

Spirit Mountain also continued with their Honeywell matrix system and PTZ cameras which are considered to be some of the best in the industry.

With the systems designed, TSI provided the layouts for equipment racks and consoles. Surveillance Director, Steve Bobb, secured the floor space required for his department and its new systems. Dynalectric provided the required infrastructure and field work.

By working closely with the customer and with careful planning, this multi-million dollar project was completed on time **without a single change order.**

A message from...(cont.)

every single customer who made the decision to use TSI. That’s right...every single one. Maybe we have been fortunate...but I don’t think so. I believe it is because our customers are good, honest, hard-working people who have a job to do. These are people who appreciate straight, honest answers from people they can trust. These are the type of people with whom you can go have a beer without business getting in the way. Real people..

Maybe TSI chooses its customers as much as our customers choose us. In any case, it works. Maybe in the future the business deals will come and go. But I am confident that the friendships will last forever.

Craig “Swanny” Swankosky
CEO

Training courses

Technical Security Integration, Inc offers several training classes designed around the experience and needs of the students. This provides them a better perspective for using, understanding and supporting their systems.

Please contact any of our offices for more information.