

TSI Newsletter

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

The monumental task undertaken by Spirit Mountain Casino to move their entire Surveillance Department into their new South Expansion Project has been the topic of several publications

“Taking No Risk” is the title that appeared in Access Control Magazine under its What Works column, September 2008 Issue.

The article discussed Spirit Mountain Casino’s transition from analog to digital recording; and their process in choosing the best digital system that most effectively met the needs of their surveillance, security and operations departments.

Indian Gaming Magazine also featured Spirit Mountain Casino in its CASE STUDY, June 2008 issue.

Both of these articles agreed on several points regarding this Spirit Mountain Casino project: the excellent work performed for the Tribe and their Community; the importance of growth and the challenges faced in selecting the right path for their transition to digital; and the selection of a strong Integration Partner.

Spirit Mountain Casino with its South Expansion Project added more than 130,000 square feet of space to their facility. From the beginning, their primary focus was the construction of a new surveillance room that could handle the power and cooling requirements of a new digital system that met their immediate and future

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A message from our CEO...

For the past two years, there has been an ever growing push from manufacturers and systems integrators for the installation of IP cameras in the casinos. The push has become so strong that many casinos have bought in to the idea that they need to convert their existing systems to a 100% end-to-end digital solution. Being a technician, as well as CEO of TSI, I have resisted this trend because I have seen too many customers spend thousands or even millions of dollars on emerging technology that is marginal at best in addressing their needs. And like most electronics, these systems are twice as good at half the price in only two or three years.

I realize that some people like cutting edge technology regardless of cost or limitations. But as the cliché goes, “There is a fine line between ‘cutting edge’ and ‘bleeding edge’ technology.” Personally, I prefer to steer my customers toward well developed and proven technology rather than the “bleeding edge” technology that has become prevalent in our industry. Already, there are many DVR and NVR manufacturers who are either out of business or on the verge of failing. With the current credit crisis, I am sure the market will dispose of the stragglers and reveal the survivors.

The IP camera market will prove to be no different. Significant advances have been made recently to improve picture quality, frame rate, and storage efficiency. In fact, we have seen prototypes of Megapixel cameras that are producing incredible picture quality at 30fps while con-

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12th Annual WIGA/Seven Cedars Casino Golf Championship

On September 12, 2008, the Jamestown S’Klallam Tribe hosted the 12th Annual WIGA/Seven Cedars Casino Golf Championship on their Cedars at Dungeness Golf & Country Club in Sequim, WA. The Tribe acquired the Cedars at Dungeness in 2007, since then they have done amazing improvement to the course, equipment and Clubhouse. TSI provided the surveillance equipment and installation.

The WIGA/Seven Cedars Golf Tournament is a benefit event to provide scholarships to Native American college students. The 2007 event raised a total of \$19,000 for scholarships. This year’s totals will be revealed soon.

Technical Security Integration is proud to be one of the sponsor for the event.



The Colville Team: Defending champions in the Tribal Division and 2008 winners.





“TSI is like ‘Dr. House’ of casino surveillance. From equipment and training to impossible deadlines, there’s just no challenge Swanny & the TSI team hasn’t been able to meet. TSI has come through for us time and again!”

Abe Martin, Surveillance Manager for Chinook Winds Casino, Oregon

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805-278-2325
- Palm Springs, CA
760-309-8877
- Derby, KS
316-361-0500

We're on the web
www.technicalsecurityinc.com

OCTOBER 2008

Sun	Mo	Tue	We	Th	Fri	Sat
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

October 15-17
NM Commissioners Meeting & Training
Ohkay Casino, Espanola, NM

October 29-30
ISC East
Jacob Javits Convention Center, NY

needs. In addition to this was the challenge of moving the old surveillance room to the new location without downtime and converting the existing cameras to fiber optics for transmission to the new room.

After an intense two year evaluation of the many digital systems in the market, Spirit Mountain Casino selected the Synectics digital recording system as the best solution to integrate with their existing legacy systems and provide a complete migration path to future technologies.

These articles also mention Technical Security Integration, Inc. (TSI) as the Systems Integrator selected for Spirit Mountain Casino's South Expansion Project. In addition to a dependable system, Spirit Mountain Casino also wanted an experienced and dependable Systems Integrator. TSI was chosen for both their experience and their proven track record of providing unparalleled service after the sale.

If you wish to read more about these articles you can find them at the web addresses listed below:

<http://www.accesscontrolmag-digital.com/accesscontrolmag/200809/?u1=texterity&cache=1>

http://www.indiangaming.com/istore/Jun08_CaseStudy.pdf

suming only about 4Mbps of storage space. This is equivalent to the same amount of storage required for a standard CCTV camera recorded in MPEG2. What a difference a couple of years makes. Am I finally encouraging my customers to convert to IP? Well, yes and no.

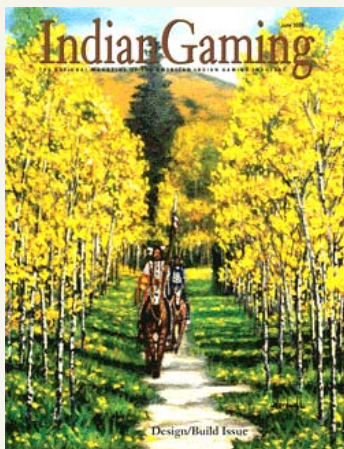
The technology may finally be where it needs to be but what about your infrastructure and personnel? IP camera technology requires Cat5 or Cat6 cabling to be run from every camera to a location that is within 100-meters of the camera. From there, it will be connected to a network switch (not a cheapo) where it will probably be converted to fiber optics for transmission back to the Surveillance Equipment Room. These networks will need to be carefully designed to insure plenty of bandwidth and reduce traffic congestion across the network. Once this is done, you will need personnel to program and maintain the network.

Most Surveillance Departments have one to five technicians who are not trained to properly support an IP camera solution. In contrast, casinos staff an entire IT department in order to support their casino network. The reality is that casino networks will typically require fewer IP addresses; and a fraction of the traffic and storage than that of a network used for IP cameras. Some customers have suggested using their IT departments to maintain the Surveillance network. However, this places the casino at great risk since the IT department would control the slot network; personnel and financial records in addition to the surveillance cameras.

The best solutions are to hire IT professionals for surveillance or obtain a service contract from your systems integrator.

As the Chinese proverb goes, "Be careful for what you wish for. You may get it!"

The National Information site of the American Indian Gaming Industry



Spirit Mountain Casino: Combining Video Surveillance with Fiber Technology to Support Casino Growth". Indian Gaming Magazine, Vol. 18 N.6

June 2008

What Works

From THE FIELD

Taking No Risks

A MAJOR OREGON SURVEILLANCE ATTRACTION—SPIRIT MOUNTAIN CASINO—CHOOSES A DIGITAL SYSTEM FOR SECURITY, SURVEILLANCE AND OPERATIONS MANAGEMENT

Would it be a coincidence that one of Oregon's most prominent casinos, Spirit Mountain Casino, has chosen a digital surveillance system for its new South Expansion Project? The answer is a resounding yes. Spirit Mountain Casino's new South Expansion Project is a \$100-million project that will add 1,000 slots and 100 table games to the casino's existing 1,500 slot machines and 100 table games. A recent expansion of the casino's surveillance system was necessary to accommodate the new expansion.

The facility, which occupies some 1,000 square feet, was selected by the casino's surveillance manager, Abe Martin, as the best solution for the casino's new South Expansion Project. The facility will be used to house the casino's new surveillance equipment, including cameras, recording equipment, and monitoring stations.

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Route 66 Casino Realizes Benefits From Physical Security System

Route 66 Casino, a leading Las Vegas destination, has realized significant benefits from its physical security system. The casino's new physical security system, installed by Technical Security Integration, Inc. (TSI), has provided the casino with enhanced security and operational efficiency.

The system includes a comprehensive suite of security solutions, including cameras, access control, and intrusion detection. The system has been designed to provide the casino with a high level of security and operational efficiency.

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