C L Security discovers the benefits of IP Video Surveillance

C L Security is an independent security systems company based in Cheshire. It has been providing installation, maintenance and monitoring of high quality CCTV systems, access control and perimeter detection for business properties throughout the UK for approximately eight years. Over the last four years, the company has made a shift from Analogue CCTV to IP Video Surveillance systems.

The company provides a complete, bespoke integrated security solution, tailored to meet the customer’s specific requirements. This is the driving force behind its move towards IP Video Surveillance, and D-Link in particular.

"I was reluctant to move from Analogue CCTV to IP Surveillance but... I wish I'd done it sooner."
— Lester Wood, Director of C L Security

It’s all about quality

According to Lester Wood, Director of C L Security: “At the end of the day, it’s all about quality, and D-Link IP cameras provide a greater quality image and are easier to install and manage.

D-Link provides everything we need, from a wide range of cameras through to the networking, storage and wireless solutions with options for every size, scenario and budget. Its products are professional, cost-effective and reliable, and the support is always excellent. There may be alternative products but these competitors don’t have as many features or the broad product range that D-Link provides, so they find it difficult to deliver what my customers need. It also means having to go to different suppliers for each component, whereas D-Link can provide me with cameras, routers and storage systems - the whole package."

The move from analogue CCTV to IP has required a slight change in mindset, but is necessary to keep up with changes in technology. C L Security still supports CCTV systems, as well as legacy and competitor installations, but encourages customers to use D-Link as much as possible.

IP Video Surveillance also offers a range of added benefits that are either impossible or very complicated for CCTV.

"IP Video Surveillance is simply more flexible and scalable in terms of deployment and storage, monitoring and backup. Power over Ethernet means not having to install additional spurs or power points to operate the camera, and many of my customers are using remote access, either to keep an eye on a store out of hours or to have one central security point that covers lots of different locations. Not to mention, being able to install cameras at the edge of the network, which is not possible on analogue CCTV systems. That means I can install cameras connected to nearby switches, rather than having to run cabling all the way to a central point."

The impact on IT and IT vendors

The move to IP Video Surveillance has meant working more closely with IT and network managers, but Lester believes that once you understand their concerns and can talk their language, it’s not a problem.

The rapid growth of IP Video Surveillance has also meant that IT providers are increasingly adding surveillance services to their portfolios. However, while IT vendors have the technical expertise to install these systems, Lester points out that many of these vendors don’t have the experience to properly specify the installation or deploy the cameras most effectively.

For those reluctant to move to IP Surveillance, the usual objections are around legacy and cost, but according to Lester it’s really about the fear of the unknown. There are clear ways to migrate from Analogue CCTV to IP over time and the costs have come down significantly in recent years.

“I’ll admit that I was reluctant to move from Analogue CCTV to IP Surveillance, but since I have made the switch, I wish I’d done it sooner. It’s all about quality and trust in the end, and D-Link gives me everything I need to install a complete and effective surveillance system,” concluded Lester.