



## D-Link keeps a watchful eye over Canute's precious cargo



*"I was aware of D-Link's router and switch portfolio, but had no idea that it offered such a comprehensive IP Surveillance solution. I was really impressed with the potential of what I saw and thought it would be perfect for our requirements."*

— Wil Currie, Nexus Globalnet

### About Canute Haulage

Canute Haulage is a leader in its field, demonstrated by the considerable growth the company has enjoyed over more than 30 years. The company started in 1977, with one truck transporting building material around the Purfleet area. Today, it has developed a nationwide haulage network and has a £100 million turnover. The company has diversified into many different areas, including the transport and storage of medical trailers containing valuable CAT, CT and MRI scanning equipment for private health companies, while work for the police and HMRC includes undertaking accident recovery and collecting and storing contraband.

Despite the current economic climate, Canute Haulage is still growing – over the past 12 months it has taken on 140 back office staff, to take the total to almost 1,800 employees, the majority of whom are drivers.

### Issue

Security and safety have always been priorities for the company, as it carries valuable cargo for its customers. However, the acquisition of a medical business meant Canute Haulage would have to transport and store equipment that could be worth between £1m - £2m and so the company committed to upgrading its existing CCTV monitoring system at all of its sites. Canute Haulage understood the requirement for the latest technology, which would provide it with the best camera coverage and quality of image possible, ensuring the utmost security for its customer base.

"The company's old analogue system was the 'Rolls Royce' of its time, but to upgrade the cameras and recorders to the quality required today would have been extremely costly," commented Mark Longhurst, ICT Manager at Canute. In order to find a solution to his issue, Mark approached long term supplier, Wil Currie at Nexus Globalnet.

### Solution

Fortuitously, Wil had recently been introduced to D-Link's IP Surveillance products at a partner open day. Mark and Wil visited D-Link's offices to explore the full product portfolio and work out what equipment would meet Canute's particular needs. Wil added, "Given the quality of D-Link's equipment, I couldn't believe the price point in comparison to traditional analogue CCTV or even compared to the IP systems of a few years ago."

Before a final decision was made on whether to introduce the system across the company's sites, Mark personally purchased and installed a version of the full corporate system at home and was so impressed with the image quality that he was convinced to proceed with a gradual implementation at three Canute sites in Purfleet, Wokingham and Newcastle.

For these three sites, Mark and Wil chose a range of D-Link full-HD pan, tilt and zoom dome cameras, for both indoor and outdoor use, some of which have day and night capability and are vandal proof. Canute Haulage also invested in DNR-326 2-bay network video recorders (NVR) to ensure it had a reliable and comprehensive video display, storage and management solution.

In its quest for a flexible and scalable surveillance system, Canute Haulage complemented the bank of D-Link network video recorders with the Windows-based Multi-NVR Viewer programme. Multi-NVR Viewer allows specific staff at Canute Haulage to monitor multiple video recorders at the same time, grouping the recorders by multiple locations all from one, monitored area. Such a setup means that the NVR can still record up to nine channels on every NVR independently, but up to 128 channels can be monitored simultaneously at a central location.



*"It has saved us 38% in comparison to the cost of upgrading our old system. Not only that, we're getting full HD images at 1080p for an incredible price. Plus it's so flexible, we can decide how many cameras to view at once, who can view what and who has control of the cameras."*

— Mark Longhurst, ICT Manager at Canute

An advocate of the system from the outset, Mark was keen to convince other members of his team to buy into the investment, and thankfully the system proved its usefulness instantly. As he explained, "Within two days of our Purfleet installation being completed, a truck driven by a third party supplier reversed into one of our doors. The playback and zoom quality from the IP camera was so great that, even though the camera was 40ft up in the eaves of a warehouse, we were able to see the registration plate and trailer marking. Compare this to our old CCTV system where, following a theft, the image quality was too poor to be able to identify the culprit. Our clients demand that we have CCTV of the highest quality, so incidents like this helped me to demonstrate the system's viability and the worthwhile investment to the Canute Group board; especially considering its saving in comparison to alternatives."

### Benefits

When asked how the security team feel about the new system Mark added, "They're really impressed with the quality and ease of use of the system. What's more, because only a couple of people have access to move the cameras, they know that no-one with unauthorised access can tamper with them, maintaining the integrity of evidence and reducing the potential for any corrupt misuse of the system."

Going forward, Mark plans to upgrade three more sites to the D-Link IP Surveillance system this year, and hopefully have it at all sites eventually. When asked for his view on the relationship with D-Link, Mark commented, "As we've installed and managed the software ourselves, we've inevitably had a few teething issues getting up and running, but D-Link has always been on hand to help us iron out any problems so we're really pleased with the service we're getting."