



Securing Softcat's HQ with D-Link IP surveillance solutions



"Our previous security setup left us wanting in so many areas. The low resolution cameras were unreliable and the images unusable; we could have put up blank cameras and used them as a deterrent for all the old system was worth. However, the end-to-end approach offered by D-Link, delivering IP cameras, network switches, video storage devices and video management software technologies, demonstrated the best of breed solution that we were looking for."

— Dave Simpson, Commercial Director
Softcat

Softcat is a leading UK reseller, with the goal of helping corporate and public sector organisations address their IT sourcing challenges. With 500 employees over 3 UK sites (Manchester, London and Marlow), Softcat is a truly independent organisation with high level vendor relationships that prides itself on delivering unbiased and honest guidance to its 6,000+ customer base. With both the Manchester and London sites forming part of a larger complex, and existing security measures in place, this only left the security requirements of the new headquarters in Marlow unanswered.

The Challenge:

With a change in premises imminent, the Softcat leadership team recognised the need to assess security requirements for the new Marlow head office location. Moving to a greenfield site afforded Softcat the luxury of a "blank sheet of paper" in terms of existing infrastructure and provided no restrictions in terms of identifying the strongest and most advanced technology solution on the market.

With the Marlow site destined to house the company's network operations centre, the team recognised the importance of a robust and reliable security solution that would provide unrivalled protection for the site that was soon to be operational 24/7. Commenting on Softcat's requirements, Dave Simpson, Commercial Director, Softcat said: "We needed a holistic approach to our security needs - a capable surveillance solution covering both indoor and outdoor areas of the site. Extensive recording capability, remote access and traceability were also must haves." He continued: "Operating in the IT solutions markets ourselves, we have great visibility into the main players and technologies in the surveillance market. However, we knew we needed a partner that could help us to realise

a robust solution that was better than we'd ever had or seen before."

Dave and his team were well aware of D-Link, enjoying a working relationship for many years with the vendor that forms a significant part of Softcat's networking product set. Based on this solid relationship, D-Link's more than 25 year history as a networking expert at the forefront of the technology evolution and its reputation for changing the face of physical security, Softcat decided to work with its team to scope a suitable solution.

The Solution:

D-Link provided step by step assistance from assessing Softcat's requirements and evaluating different camera and storage options, through to the installation and fine tuning of camera locations. To realise its security demands, Softcat purchased a mixture of full HD, day and night, fixed dome (DCS-6113) and fixed bullet (DCS-7110) network cameras.

D-Link's DCS-6113 is a full HD (1080p) Power over Ethernet (PoE) day and night fixed dome camera with infrared LED that enables high-quality video footage to be recorded. The camera delivers full HD 16:9 widescreen IP video surveillance which provides vivid high-quality video, making it easier for Softcat to view and monitor footage. For its outdoor needs, Softcat chose the DCS-7110. Providing real-time video compression and supporting 4 separate profiles for simultaneous video streaming, the DCS-7110 provides great versatility and enables the team and an outsourced monitoring company to watch live video through a 3GPP enabled mobile device, or to record to a network storage device in high quality while monitoring the same images at lower resolutions.



While the cameras were key to the installation, Softcat also understood the importance of a robust and comprehensive video display, storage, and management solution. This was delivered in D-Link's DNR-326 2-bay professional network video recorder. Dave expanded by saying: "The ability to store large amounts of information over a long period was essential for us, as was the requirement to be able to access the data at a moment's notice from anywhere. Our new set up allows us to record video from up to nine local and remote network cameras and the scheduling system allows for continuous recording, during specifically allotted timeframes or even event-based recording, based on specific triggers such as when motion is detected – whatever we desire."

The Benefits:

Immediately upon installation, the team at Softcat was taken aback by the quality of the captured images. Over time, it has benefitted from a level of reliability never experienced before. However, more tangible in terms of concrete benefits, Softcat is able to quote a number of incidents where the new security solution has proved invaluable in securing its assets or assisting in a subsequent investigation.

"With our previous surveillance solution, there were countless instances of it letting us down," said Dave. "We experienced an unpleasant

burglary at one stage and the images were atrocious. On another occasion, some parked cars were tampered with and the field of view was so narrow that again the images were totally useless. However, since the installation in September 2013, we have called upon the system to assist us on 3-4 occasions and it has consistently surpassed our expectations in terms of quality, reliability and accessibility."

For Dave, however, it is the value for money that has been realised through this project that continues to surprise him. "The modest cost of the system that we have implemented has provided us with a solution that is infinitely better than we could have imagined. Our previous surveillance system cost in the region of 10 times what this cost, and yet our current set up is easily one hundred times better."

Knowing that high-quality, reliable security cameras keep a vigilant eye on Softcat's Marlow premises, provides the company with tremendous peace of mind. Knowing that it has invested in a scalable end-to-end solution, perfectly tailored to its specific needs only serves to underline this level of reassurance. These, coupled with the outstanding value for money achieved by Softcat, continue to take the Softcat/D-Link relationship from strength to strength.