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3 Tips on Video Systems

A tip for storing video is to let it “age” like a fine wine – the older it gets, the less space it takes because the quality and frame rate is lowered, suggests Jay Vaitkus, global product and marketing manager for Stanley Security Solutions Inc., Indianapolis.

“On the video side, don’t underestimate the amount of storage capacity you may want,” he recommends.

With a video aging system, the resolution of video stored after 30 days can be decreased, and at 60 days, its frame rate can be lowered. Further compressions can occur after 90 days or other time periods. “That type of technology did not exist a couple years ago, when we really couldn’t ‘age’ video,” he relates.

For video analytics systems, Vaitkus’ tip is to understand the true requirements of such systems.

“During the quoting phase and planning phase, don’t underestimate the number of cameras that might be required to pull something like that off,” he advises. “Don’t think your existing cameras and infrastructure will be able to support that analytic.”

Among the typical challenges that occur with video analytic systems is keeping camera vibration to a minimum, and when cameras are outdoors, keeping the lenses clean. “In the preplanning, make sure you’re talking to the right people and they understand what’s involved,” he emphasizes.

In residential video, David Bitton, vice president, Supreme Security Systems, Union, N.J., recommends not forgetting about recurring monthly revenue (RMR). “Everybody looks for those big projects, but we’re looking in the other direction,” he says, referring to systems that e-mail to parents photos of family members arriving home.

“I can sell that to a homeowner for a nominal fee, and I pick up the RMR,” he points out. “So that’s our focus. The big systems are great, but let’s look at integrated systems on a small size, and let’s make integrated systems generate RMR, which is our business model and has been for 77 years.”