



## Hikvision's Building Bricks in Romania

Hikvision's IP-addressable speed domes and IR outdoor cameras have been installed at Black Sea Suppliers' stores and warehouses throughout Romania. The company is the country's leading building supplies company with a network of outlets and linked warehouses serving 6,000 customers.

Established in 1996, Black Sea Suppliers has 32 stores and employs 680 people. The company's range of products includes heating systems, water provision units, gas supply and air-conditioning equipment.

### Profile

**Location:**

Black Sea Suppliers warehouses and stores, Romania

**Challenges:**

Managers demanded IP-addressable CCTV surveillance to analyze staff behavior from a central location, improve customer care, implement health & safety procedures and optimize store configuration and working methods.

**Product adopted:**

1. Hikvision DS-2CD812P-IR3 network IR outdoor cameras
2. Hikvision DS-2DF1-617X network 36x speed domes

**Features:**

1. TI DaVinci hardware compression, 6 or 12 mm focal length lenses, H.264 dual stream real-time compression, frame rate up to 30fps.
2. 1/4" Sony Exview CCD, 36x optical zoom and 12x digital zoom, 360° endless rotation, iris control, click centering.

The cameras are being used to assess staff behavior, protect lone workers and review operational effectiveness including customer care. Senior management are benefiting from the remote monitoring offered by the IP system which allows them to view footage from all of the company's stores at a control centre on the Black Sea coast.

### **Challenge**

Black Sea Suppliers required varied camera coverage, recording, archiving and retrieval in order to ensure that staff complied with company guidelines on customer care and followed safety procedures in what is often a hazardous environment. The client also expected the surveillance system to help with logistics by illustrating footfall and customer flow patterns so that store layout could be improved.

All of the stores have integral warehouse facilities and surveillance of the external loading bays was a priority. The motion detection provided by Hikvision's 480TVL day-night IR cameras has minimized recording of eventless footage and so optimized use of bandwidth and RAID storage. These color-monochrome IP outdoor cameras feature audio input and output as well as H.264 dual-stream compression.

### **Solution**

Black Sea Suppliers has installed cameras throughout its stores, warehouses and car parks using ceiling mounts, poles, building parapets and specialized bracketry. In addition to the Constanta headquarters, the premises include an outlet in Romania's capital, Bucharest, and a major warehouse at Brasov in the Carpathian mountains.

As well as the outdoor IR cameras, the client is using Hikvision's 36x zoom IP speed dome cameras whose 200 preset positions, 360° endless rotation and F1.6~F4.5 aperture range are providing the flexible optical performance required by management. These demands also included both optical and digital zoom, a day/night auto cut filter, advanced privacy masking, iris adjustment and click centering, all functions offered by



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the Hikvision DS-2DF1-617X model deployed here.

Black Sea Suppliers' IT Director is John Hanza. He said: "All our warehouses have a sophisticated computer infrastructure and it was vital to choose a manufacturer of IP surveillance cameras whose units could co-exist with our regular network. Hikvision's use of the H.264 codec and the ability of the cameras to modify recording resolution according to location have been important factors in helping us to conserve bandwidth."

Mr. Hanza continued: "At most of our locations the Hikvision cameras are piggy-backed onto existing UTP cabling and switching systems. The Hikvision products are proving reliable and robust. At some of the newer warehouses in areas where Internet service providers cannot offer a suitable connection we are using wireless antennae and the cameras are performing particularly well in this environment with 5 GHz NanoStations. Our analysis of camera footage is both live and retrospective, and we are benefiting from rapid, precise retrieval."

Mr Polo Cai, Vice President of Hikvision, said: "This application has been rewarding since the client recognized that initial investment in an IP-addressable system could produce functionality far exceeding that of an analogue or hybrid solution. Successful sharing of existing UTP cable and switch mechanisms has endorsed the fact that Hikvision cameras make minimal demands on system resources."

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#### **About Hikvision**

*Hikvision Digital Technology Co., Ltd. is one of the world's leading suppliers of video surveillance products and solutions. Established in 2001, Hikvision has grown from a small company with 28 people into a global enterprise with more than 3,600 employees, including 1,200 R&D engineers. With the largest R&D team in the industry and capability of continuous innovation, Hikvision's product offerings include hybrid DVRs, NVRs, standalone DVRs, digital video servers, compression cards, high-definition IP cameras and speed domes. These products are used in more than 100 countries and have been used to secure various security applications around the world. For more information, please visit Hikvision's website at [www.hikvision.com](http://www.hikvision.com).*

*Headquartered in Hangzhou, China, Hikvision has expanded to a global operation with regional branch offices in Los Angeles covering the Americas; Amsterdam covering Europe, and Dubai for the Middle East; joint ventures in India and Russia; as well as a maintenance center in Hong Kong.*

*Rapid growth and exceptional products have resulted Hikvision recognized as the No.1 DVR supplier according to IMS Research's World Market for CCTV and Video*

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*Surveillance Equipment Report 2010 and listed for three years in a row in Security 50, a market survey recognizing the top 50 security vendors in the global security market (No. 10 in 2010). Hikvision is now publicly listed in Shenzhen Stock Exchange with market capitalization of US\$5.6 billion.*

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