

“TRENDnet's IP camera installation has not only improved our security surveillance capabilities, but notably enhanced the effectiveness by which we can record lab results and sample transactions with our clients.”

Mr. Nicanor Pena
President of Vanter, SA

Challenge

To create a surveillance system which provides general security and a video record of laboratory drug tests and client transactions.

Solution

A comprehensive TRENDnet surveillance system comprised of a two phase project to install 100 TRENDnet Internet security cameras providing 24 hour remote security surveillance.

TRENDnet Internet Cameras Provide Security and Test Validation for a Drug Testing Facility

The Challenge

Vanter is a pioneering Dominican Republic company which offers drug testing services to both public and private institutions. They also offer test equipment and rapid self test kits. Vanter maintains its bustling headquarters in Santa Domingo, the capital of the Dominican Republic, as well as several branch offices located throughout the country.

With a mission to reduce the occupational risks associated with workplace drug use, the company holds itself at the forefront of drug prevention and detection in the workplace. Equipped with state of the art laboratories, Vanter provides contract services such as rapid drug screenings, impromptu employee drug tests, and drug detection training.

The nature of the drug testing industry produces a number of adverse risks, such as threats to the company, accusations of not adhering to standard drug testing procedures, threats against employees, claims of fabricated test results, attempted bribes, tampering with test results, and other more imaginative claims.

The Solution

Vanter determined a need for 24 hour video security surveillance of its headquarters and branch offices. It requested bids from a number of Value Added Resellers and received proposals for Axis, D-Link, and TRENDnet solutions. After a thorough bid review process, the project was awarded to Intermarket-Trading, a TRENDnet Value Added Reseller. Vanter selected the TRENDnet solution based on leading product specifications, a reputation of producing high quality products, ISO 9001 certification, the inclusion of free advanced camera management software with every camera, and a highly competitive price.

Intermarket-Trading's approved proposal was comprised of a two phase build-out plan. The first phase involved the installation of 15 TRENDnet Internet Security Cameras at Vanter headquarters and at one of their branch offices. TRENDnet's complimentary SecurView software would be leveraged to manage all cameras from a central security station. Phase II of the project incorporates the installation of an additional 85 TRENDnet IP Cameras at all corporate facilities. The following paragraphs describe the completed Phase I security camera installation that unfolded over a two week period in October of 2009, without disruption to Vanter's ongoing business operations.

Two SecurView Wireless Day/Night Internet Cameras, model TV-IP121W, were installed at key Headquarter access points. Night vision provides both day and night security recording and one-way audio captures sound. These cameras were programmed to record only when motion was detected, thereby saving valuable recording space.

Six SecurView Wireless Internet Cameras,



SecurView Wireless Internet Camera
TV-IP110W



SecurView Day/Night Wireless Internet Camera
TV-IP121W



SecurView Wireless Internet Camera
TV-IP212W



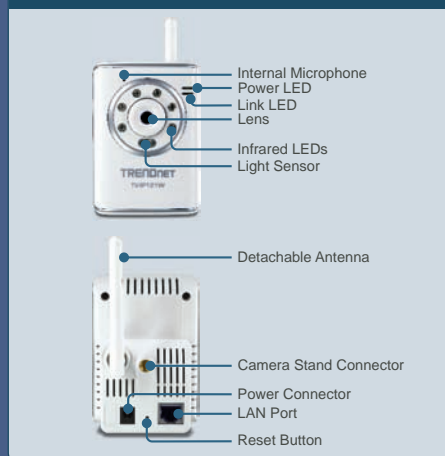
SecurView Day/Night Pan/Tilt/Zoom Wireless Internet Camera
TV-IP422W



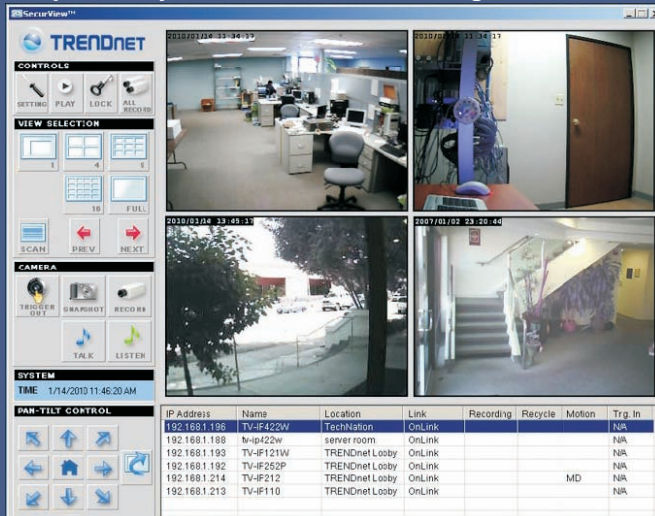
Vanter defined the need to reduce inherent operational risk with the following goals: increase employee workplace security; validate and record all laboratory tests so that each specific test can be visually referenced if a claim is brought against it; and record all client transactions to reduce the potential of bribery, sample tampering, and false identity.

Internet Camera

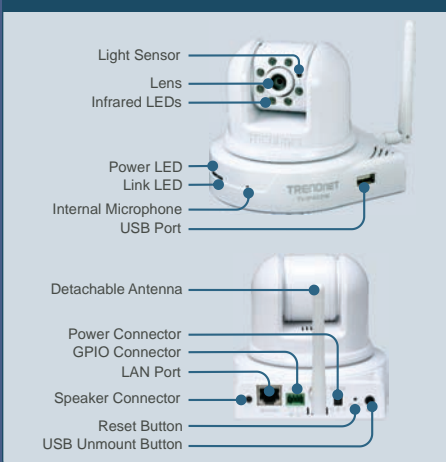
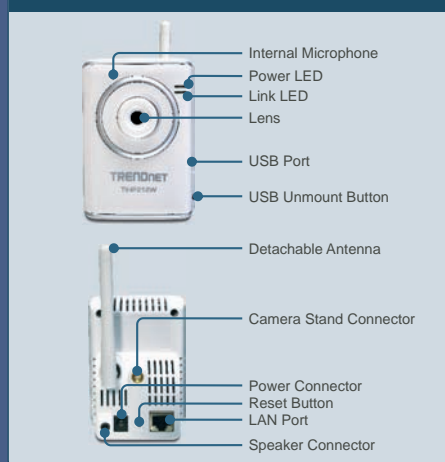
TV-IP110W

TV-IP121W


Complimentary SecurView™ Camera Management Software



IP Address	Name	Location	Link	Recording	Recycle	Motion	Trg. In
192.168.1.186	TV-IP422W	TechNation	OnLink				NA
192.168.1.188	tv-ip422w	server room	OnLink				NA
192.168.1.193	TV-IP121W	TRENDnet Lobby	OnLink				NA
192.168.1.192	TV-IP252P	TRENDnet Lobby	OnLink				NA
192.168.1.214	TV-IP212	TRENDnet Lobby	OnLink			MD	NA
192.168.1.213	TV-IP110	TRENDnet Lobby	OnLink				NA

TV-IP422W

TV-IP212W


model TV-IP110W, were installed at key points in major hallways. These cameras were also set to record when motion was detected. There was no need for night vision as 24 hour emergency lighting maintained enough light at all locations. Audio support was also not required.

Three SecurView Wireless Day/Night Pan/Tilt/Zoom Internet Cameras, model TV-IP422W, were installed at customer service areas. Each camera had a home position set at each of the three customer service stations. The cameras were set to record continuously through normal business hours. After normal business hours the cameras were programmed to record only when triggered by motion detection.

Four SecurView Wireless Internet Cameras, model TV-IP212W, were installed into both headquarter and branch office laboratories. Cameras installed in these locations record continuously throughout normal business hours to validate any challenges to test results or procedures. To review performed tests, a daily test log is referenced, and the relative video segment is pulled for review.

Local and remote cameras are networked to a central security station. A dedicated computer with TRENDnet's complimentary SecurView software manages all cameras. Phase II involves the installation of 85 additional TRENDnet cameras and is currently scheduled to commence in late 2010.

The Result

"The Vanter Phase I project was installed without delays or technical glitches. Vanter was able to maintain regular operations during the installation process." Stated Mr. Rolando Polanco, Director Latin America and Caribbean Markets for Intermarket-Trading. "To our knowledge, Vanter is highly satisfied with the TRENDnet installation."

"TRENDnet's IP camera installation has not only improved our security surveillance capabilities, but notably enhanced the effectiveness by which we can document all client deliverables and interactions," stated Mr. Nicanor Pena, President of Vanter, SA. "Our employees feel safer and business processes are much smoother."