

CTPAT COMPLIANCE DRIVES CORPORATE VIDEO SECURITY IMPLEMENTATION

GAINING CERTIFICATION VIA PHYSICAL SECURITY CAMERAS AT ALL LOCATIONS

A manufacturer of interior and exterior doors provides builders, remodelers, architects and homeowners with a full-line of products. In business for close to 100 years, the manufacturer has a large customer base that it serves globally. Based in FL, the corporate team wanted to obtain Customs Trade Partnership Against Terrorism (CTPAT) certification to facilitate the movement of goods coming into and out of the country. To achieve compliance, they need to meet the CTPAT certification standards – which include having physical security cameras at their facilities.

CHALLENGES

With the highest priority on the facilities where they ship to and from another country, the manufacturer was seeking video security coverage to meet CTPAT requirements, plus address any additional needs as defined by the plant manager, for a comprehensive video security package. They already had an existing VMS in place, and wanted to supplement what was already established.

SOLUTION

The Konica Minolta team, David Zuhlke, Senior Sales Executive, Kathryn Hallissy, Manager, and Jerry Roethermel, Solutions Specialist had a 12-year relationship with the company providing printing services, managed IT services and print solutions. This team introduced security topics as they met with the Company team, and over time, they promoted Konica Minolta Video Security Solutions.

With one vendor to support the entire security requirements for the CTPAT compliance needs, the long-term relationship, and a Konica Minolta presence near numerous manufacturing locations gave the Konica Minolta team an advantage.

Over the next 6 months, Adam Sercovich, Video Security Solutions Executive, was brought in to learn the compliance requirements and plant manager needs, and conduct a site review in Georgia for the first location. His design and quote was accepted, and the team started to work on the Georgia location followed by a Texas location. Overall, there were eight facilities identified.

Sercovich also reviewed analytics that Konica Minolta provided for security cameras, and it was uncovered that the needs of the plant manager reflected a priority on safety – covering forklift operations/facility machines. But, those needs will be addressed once the CTPAT compliance deployment priority is completed.

In the first three locations, Konica Minolta provided training and configured over 200 cameras replacing eight previously installed cameras at the first location. We also provided a Video Management System with an on-premise server and support to integrate with their existing system. The Konica Minolta Global Services Center provides on-going support. New cabling and wiring was provided by a 3rd party integrator.

continued

WHO

Door Manufacturer

WHAT

Seeking CTPAT certification and physical security compliance requirement to be filled

WHERE

Florida

SOLUTION:

Following the corporate prioritization of locations for CTPAT compliance the team provided:

Location 1: 50 cameras

Location 2: 59 cameras

Location 3: 100 cameras



OUTCOME

Between purchasing, product management, IT and plant management – the Konica Minolta team managed a large group of stakeholders to complete the necessary agreement updates, SOW and support options. As the CTPAT compliance part of the project is completed, the Konica Minolta team will address the needs of the plant managers ensuring that the manufacturer expands their video security plan to cover all their needs.

Going forward, Konica Minolta VSS is poised to handle future projects that the team prioritizes for video security enhancements.

THIS SOLUTION APPLIES NATIONWIDE, TO MANUFACTURING FACILITIES THAT WANT BETTER OVERSIGHT OF THEIR INTERIOR SAFETY AND EXTERIOR GROUNDS. WITH FOREIGN PLAYERS AND OPEN BACKDOORS IN CAMERAS, THE MOBOTIX CAMERA LINE MADE IN GERMANY FURTHER ENSURES PRODUCT INTEGRITY. THE STORY IS SIMPLE, KONICA MINOLTA CAN HELP TO PROVIDE SECURITY VIA ITS MOBOTIX CAMERAS AND THROUGH ITS CAMERA APPS.



"We had great success working with Konica Minolta over the past few years so it only made sense to give them a shot at the Video Security business. We trust them, and liked what we saw in terms of the Video Security offerings to not only help us achieve our CTPAT compliance but also to have what our plants will need for greater safety oversight."

– MANUFACTURER

"We were methodical. CTPAT needs first. Plant needs second. With the configurations and the trainings planned for each location – once we were ready – I think as we process through all of our facilities, we should be in excellent shape to provide what customs requires and benefits from upgrading our own oversight of operations."

– IT DIRECTOR