



Wright

Business Planning Drives Digital Migration

An Interview with Derrick Wright, CPP, Security Manager, Baxter Healthcare

Derrick Wright oversees physical security at a 376,000 square foot pharmaceutical manufacturing facility in Cherry Hill, N.J. The existing security system consists of 130 card readers, 100-plus fixed and PTZ analog cameras,

seven DVRs recording 24/7 and an addressable fire monitoring system. "We're transitioning from analog to digital," explains Wright, an 18-year veteran in pharmaceutical manufacturing security, "but the most important part of that transition is establishing a

business plan. Doing so helps me build the business case and secure funding because it's not just about buying technology, it's about solving needs, mitigating risks and adding value."

Aligning technology with business drivers

Wright explains the relationship of technology adoption to business drivers at his facility. "Video is key to meeting the FDA and DEA compliance requirements and for operational purposes such as efficient workflow supervision," he says. "In the past year, we had several DVR hard drive failures that made video unavailable when we needed it. Intransa presented a data center-grade storage solution that keeps the system running even when power is lost. This solution met our needs and enabled us to leverage existing analog technology while migrating to digital, which also helped us mitigate compliance risk. This solution was an outgrowth of business planning, not technology buying."

Intransa's solution enables Baxter to eliminate the risk of video loss, more than double video storage capacity and establish a "future-proof" IT standards-based storage platform that can expand as their requirements grow. "We're planning a gradual migration to digital," summarizes Wright. "We're initially deploying 20 new network cameras and replacing 25 analog cameras with digital. We'll switch out the rest of our analog cameras as they come to end-of-life. Ultimately, we plan to have 200 IP cameras surveilling the interior and exterior of our facility."

Creating opportunities

Wright says that manufacturers and integrators can serve end users even better if they learn more about their customers' businesses. "Help your customers ask questions that will align them more closely with their business," he states. "When you ask the right questions you'll be amazed at the opportunities you see for using security technologies more broadly."

Baxter International is a global healthcare company. Intransa, Inc. offers scalable, high performance security-grade storage. For information about Intransa, visit Booth 40000 or www.intransa.com.

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