



CUSTOMER CASE STUDY

Sotheby's Upgrades Surveillance With Intransa

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– Gary Adkins, Assistant Vice President of Security, Sotheby's New York

Sotheby's is a global company that engages in art auction, private sales and art-related financing activities. For Sotheby's New York auction house, ensuring that every event is recorded is potentially worth millions of dollars to the company.

THE CHALLENGE

Sotheby's, in business since the 1700's, has grown to be a globally recognized leader in art auction, private sales and art-related financing activities, operating in 40 countries. Principal salesrooms are found in New York, London, Hong Kong and Paris.

"We're dealing with artwork worth millions of dollars on a daily basis," said Gary Adkins, Assistant Vice President of Security at Sotheby's New York. "We are constantly challenged from a risk management position – we cannot have any damage to our artwork. But if it does happen, it's better that we find out right away. Yet sometimes it does not and that's where it is important we have video stored weeks, even a month out."

In the New York salesroom, Sotheby's has installed more than 285 cameras. They cover over 100,000 square feet on the 10 floors of the company's iconic building on the Upper East Side of Manhattan. Security video records the storage area, exhibition areas, the central receiving area, executive offices, and the galleries. Of primary interest as well is the auction sales floor, on the building's seventh floor.

"We were using DVR storage space to store our video," according to Adkins. "We had storage on every one of our 18 DVRs, with one terabyte of storage. But since everything we record is with motion, we found that we were eating up too much storage space, and we could not capture the time frame of the events we wanted. We needed a solution that would give us one year of video storage on every camera in our building.



THE SOLUTION

Sotheby's considered attaching another storage device to each DVR to add more drive space. "But that would change the structure of our console, and it would not give us what we wanted," commented Adkins. "Plus, the cost was too large for each unit."

With ease of use, reliability and future expansion of video recording capacity all high priorities, an Intransa solution was selected as ideal for the company's storage needs. Metro One Security Systems Inc., an authorized Intransa integrator with both successful traditional security services and a rapidly growing loss prevention division, architected and deployed the complete solution for Sotheby's.

Metro One's solution includes integrating server systems with integrated, scalable storage in a simplified package from Intransa that continues to leverage the existing security infrastructure.

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The scalability of the Intransa solution was as important as the reliability it delivers. “We knew that this would not give us a year, but it was a start,” continued Adkins. “We knew we could build onto it until we had enough disk drive space to maintain one year for all 285 cameras.”

Other benefits of the solution are also clear. “The cost was much cheaper than we thought, and the installation is perfect. The video is literally streamed onto the system, so it’s easy for us to call up when we need to,” says Adkins.

As a final benefit, “What I like is that we did not have to add any additional cabinetry or hardware. We were able to work with what we already had.”

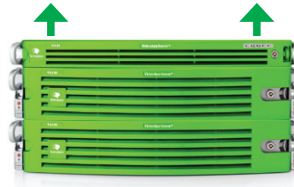
More than 285 cameras, covering the 10 floors of the Sotheby’s New York showroom



18 DVRs recording video from the cameras



The Intransa solution integrates server & storage capabilities with the existing DVR and analog camera infrastructure, and can continue to grow as needed for additional recording capacity. No infrastructure changes were required to implement the Intransa solution.



SCALABILITY & RELIABILITY – LOWER COSTS, LESS ADMINISTRATION, BETTER VIDEO QUALITY & RELIABILITY

The Intransa platform delivered by Metro One for Sotheby’s provides hot-swap, field replaceable disk drives and power supplies to eliminate the risk of lost video, and provides full RAID data protection for nonstop recording. While Intransa system disk failures are extremely rare, with enterprise-grade storage drives that each offer 1.4 million hours MTBF (Mean Time Between Failures), advanced features ensure maximum uptime and rapid rebuild speed, eliminating administration headaches and potential security risks.

INTRANSA PHYSICAL SECURITY PLATFORMS

Intransa eliminates the need for commodity servers and storage, while delivering superior performance and reliability for physical security requirements. Designed for the most demanding physical security requirements, Intransa solutions are ideal for security operation centers, IT data centers and even tight wiring closets or under desks. Best of all, customers such as Sotheby’s are able to extend the life, capabilities and reliability of CCTV analog surveillance, continuing to leverage existing cameras, DVRs and cabling infrastructure.

Since 2003, Intransa solutions have benefited customers worldwide in an ever growing mix of retailers, municipal governments, hotels and casinos, correctional facilities, police departments and law enforcement agencies, financial institutions, airports, hospitals and medical centers, managed service providers, transit authorities, ports and shipping hubs, manufacturers, Native American organizations, colleges, universities and school districts, utilities and resources companies, and a wide variety of government users.

Intransa VideoAppliance™ Technology Lab Certified Partners include hundreds of applications and products including DVRs, NVRs, Video Management Systems, Physical Security Information Management Systems, IP

