

Case Study

Shenzhen Convention & Exhibition Center



Over 1,000 Infinova cameras watch over the 2.35 million square foot (220,000 square meter) complex at Shenzhen convention center.



Solution: Infinova surveillance cameras

Infinova PTZ dome, minidome and fixed Cameras monitor Shenzhen Exposition Center

The 2.35 million square foot (220,000 square meters) Shenzhen Convention & Exhibition Center in Shenzhen, Guangdong, China, just north of Hong Kong, has replaced its previous surveillance cameras with over 1,000 Infinova cameras to watch over the complex. Over 5,000 exhibitors can display products and services at any one time within the eight-level facility.

Besides wanting to be assured that the cameras were reliable, exposition center officials were concerned that their orders would be fulfilled on time so that implementation could go smoothly and on schedule. Infinova was able to refer them to other Shenzhen-based customers, including the Shenzhen Traffic Bureau, for whom they had created and installed an Intelligent Traffic System (ITS) covering their bus stations, railway stations, wharfs and metro system.

Infinova[®]
The Integrator's Manufacturer

Infinova[®]

By helping channel partners provide their customers with complete, affordable, best-in-class, large and small video surveillance solutions, Infinova helps integrators generate more business more profitably. Leveraging a manufacturing process certified to ISO 9001:2000 standards and over 250 engineers with a list of video industry firsts, Infinova channel partners provide their end-users with industry-acknowledged product reliability and technical leadership.

So that Infinova channel partners can create complete solutions, Infinova provides IP surveillance cameras and components, CCTV analog cameras, DVRs and components, camera accessories, monitors, power supplies and fiber optics communications devices. Infinova also has the technical ability and manufacturing flexibility to let integrators propose customized solutions. In addition, Infinova will partner with other manufacturers making other surveillance equipment and software to help its channel partners create turnkey solutions. Contrary to most other companies, Infinova will back-up their partners' products as well as its own to assure both the integrator and its customers that one call – to Infinova only – takes care of everything.

Infinova works diligently to assure its channel partners can provide cost-conscious solutions. With Infinova's hybrid systems, channel partners can propose systems that protect a customer's investment in its already-installed analog surveillance system but that also put them on a dynamic migration pathway to IP systems.

Infinova is lauded for its exceptional maintenance programs. A major highlight is the company's 24-hour advanced replacement policy in which a substitute product is shipped immediately upon notice of a problem.

With such customer focus, Infinova is often referred to as "the integrators' manufacturer."

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