

## Case Study

### Folsom Prison, California



*California prison industry authority selects Infinova for more rugged applications.*



*Solution: Infinova fixed minidomes and high-speed PTZ dome cameras*

#### **Infinova IP Video System Helps Guard Prison Industry Authority at Folsom State Prison**

Infinova's IP cameras and other video equipment are being used to oversee factories, inmate work areas, the central office and surrounding areas of the California Prison Industry Authority (CALPIA) at northern California's iconic Folsom Prison.

"We have selected Infinova for our more rugged applications because of the durability of their equipment in environments not necessarily friendly to many video cameras," reports Wendell Hubbell, senior information analyst, California Prison Industry Authority. "We're using the equipment both outdoors and indoors. For the central office, most of the cameras are outside, watching the periphery of the building. Other cameras are installed in strategic locations throughout the area surrounding CALPIA. The inside cameras are focused primarily on inmate work areas. We're also in the process of adding video analytics with license plate recognition."

The central office is a 30,000 square foot metal building that was once a warehouse which is located on several hundred acres of land outside of prison grounds. The outside cameras are running via Cat 6 cable, and inside, they operate on PoE (Power over Ethernet). The server for the system is in the MIS data center.

"Installation was easy and smooth," adds Joe Olson, partner in The Henke Group, manufacturers' representatives in northern California and Nevada, which recommended the Infinova equipment to Folsom. "The prison likes the system because we could get it installed quickly and it works."

**Infinova**<sup>®</sup>  
The Integrator's Manufacturer

## **Infinova**<sup>®</sup>

By helping channel partners provide their customers with complete, affordable, best-in-class, large and small video surveillance solutions, Infinova develops long-term partnerships with integrators to 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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