



## Bridging the Gap Between Analog and Digital Security: How Microtrends Brought the Two Sides Together For A Comprehensive Security Solution

### CHALLENGES

SimplexGrinnell, a Tyco international company, is a leader in property protection. They provide an array of industry-leading solutions for buildings and environments where life-safety protection is absolutely vital.

In order to deliver fully integrated solutions with long-term scalability and reliability to meet their clients' wide range of cross-industry standards, Simplex needed to streamline their current operations and infrastructure. Specifically, they needed to find a way to bring all their systems together from a single control point, unifying physical and IT-based security components. They also needed to modernize these archaic systems that couldn't speak to each other.

When Denise Hutchings took over as the consulting engineer at Simplex, her first order of business was to investigate virtualization as a viable solution for not only linking their disparate, physical hardware and equipment, but also lowering cable costs. Her proposed plan was to take an old analog cabling infrastructure to a fully networked virtual system.

“It’s a necessity for business partners to have a valued-added strategic partner, and I needed to be surrounded by like-minded people,” Hutchings said. “Terri is absolutely phenomenal at making things work. She’s innovative and up to the challenge.”

### FINDING THE RIGHT SOLUTION & PARTNER

While it seemed as though virtualization would provide the means to create a more cohesive, flexible security solution, Hutchings needed clear answers to several important questions before moving forward.

- How can we bring all separate systems together?
- How can we maximize our current assets through virtualization?
- How can we adeptly move our physical hardware, including servers?
- How can we ensure that we are getting the most out of our virtualization investment?

Out of all of the vendors that were considered, Microtrends not only had the answers to those questions, they had a clear plan of action to make the virtual conversion happen. According to Hutchings, They were willing to work with Simplex to check and adjust the implementation process according to their needs.

It also helped that Hutchings had a prior relationship with Terri Rauser, Microtrends President, and Amy Friedt, Microtrends Manager. The two sides shared the same values and philosophies.

# Case Study: Microtrends & SimplexGrinnell

## IBM BLADES ANCHOR THE BUILDING MANAGEMENT SECURITY SYSTEM OF THE FUTURE

When it came time to roll out the new virtualization setup for Simplex, IBM BladeCenter servers were chosen as the platform of choice. As a long-standing and valued IBM Business Partner, Microtrends not only had access to the latest Blades, they also had unique solution expertise, experience with previous BladeCenter projects, and delivered tremendous time-to-value.

BladeCenter servers served as the backbone for an end-to-end virtual solution that spanned several network connections, including IP phones, routers, switches, and systems, as well as all hardware (servers, storage, backup) components. These pieces also connected seamlessly with Simplex's physical security equipment.

BladeCenter enabled Simplex to:

- Run all systems in one virtualized environment
- Access and control these systems from multiple locations
- Reduce the need to pay for redundancy fees

## ONE SECURITY SOLUTION DELIVERS WIDESPREAD CHANGE

It didn't take long for Simplex to see the return on their investment. In the second year after implementation, they were able to cut down on operational call out fees by about \$30,000.

Other substantial benefits included:

- Reducing costs by 30% on cabling infrastructure alone
- Delivering a project cost that was \$60,000 under budget
- Saving costs on license fees, servers, hardware, and maintenance
- Scale-proofing the entire system at no additional infrastructure costs

From a security standpoint, Microtrends' virtualized Blade solution took latency down to next to nothing while infusing stronger detection of broadcast storms from leading-edge cameras.

All in all, not only was Microtrends able to deliver a security solution that met Hutchings' goals for virtualization, system-wide integration, and reduced costs, they also gained a strategic partnership for years to come.

“ I felt like I was really supported through Microtrends on the BladeCenter, and delivery time was great, ” said Hutchings. “Microtrends has a great reputation with access to tremendous support options, and that speaks volumes. ”

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