



# Retrofit Security Solutions Save the Washington Athletic Club Money and Installation Time.

Technical and financial requirements are always the driving forces behind initiatives to update building technology. This is no truer than at the venerable Washington Athletic Club, a hotel, gym and meeting facility in Seattle, which has been in operation since 1930. To stay pertinent to its members over its long history, the Washington Athletic Club has had to evolve its technology smartly. While recently planning to update the facility's outdated security system, they turned to Cochran for a responsive, well-thought-out solution.



## THE CHALLENGE

“Cochran was a breath of fresh air. Not only were they communicative and responsive, they were also way more convenient and cost-effective than others we talked to. No question, we'll be with Cochran for a long time.”

John Lynch  
Security Manager  
Washington Athletic Club

The Washington Athletic Club (WAC), a historical landmark-designated building in the heart of downtown Seattle, found that its 35-camera analog security system needed an overhaul to bring its technology into the 21st century. The WAC, like many clients with an existing security system, was looking to make the best use of the equipment they already had. Their cameras and cabling were perfectly functional, but they hadn't yet adopted an IP security solution, the standard in security today.

After contacting multiple security service providers to bid on solutions to upgrade their outdated system, the Washington Athletic Club found their partner in Cochran. Cochran assessed the site's existing camera-to-DVR security recording system and proposed a retrofit solution that would save the client two-thirds of the cost of a new installation.

In a traditional analog system, coax is threaded throughout the building and hardwired into a DVR box. The same was true at WAC, three DVRs were installed in the security manager's office to read and record the facility's 35 analog cameras.

Cochran determined that the installation of an IP-based video management software that reused the existing cabled infrastructure and cameras would meet the facility's needs and be the most cost effective solution. During the initial assessment of the site's existing cameras, all but two were found to be working properly. Cochran retrofitted the functioning cameras by encoding the existing coax, which enabled the transmission of an IP signal. Then, the two non-functional cameras were replaced with IP-based anti-glare Super Dynamic Panasonic cameras.

These measures alone saved the client tens of thousands of dollars in material costs.

Next, Cochran recommended and installed the user-friendly and extremely scalable Genetec Video Management Software (VMS). Genetec VMS is an IP-based video monitoring solution which allows monitoring of all cameras via the building's IP network. The facility's three heat-emitting DVRs were completely eliminated and replaced with a five-terabyte server to record all video generated by the cameras.

The Genetec VMS also gave the client more flexibility for the future. Now WAC can replace their existing cameras with IP-based models as they break down and new cameras can be easily added to the system, without overwhelming the server or pulling more cable.

VMS solutions are also very attractive for their significant cost-savings for technical troubleshooting. With traditional analog camera repairs, expensive, hourly, on-site technical service calls were required to troubleshoot cameras and DVRs. With the Genetec IP-based solution, Cochran can remotely access the server to repair problems, cutting repair costs by 80%.

## SECURITY SERVICES INSTALLED BY COCHRAN

### SECURITY SYSTEMS

- Genetec Video Management Software
- 2 Panasonic Mega Super Dynamic Cameras WV-NW5025
- 5 Terabyte Iomnis Server
- Sony Encoders

### WARRANTY & MAINTENANCE

- One-Year Warranty on workmanship
- All manufacturer's warranties
- Existing system maintenance & upgrades