

The Integrator

security, safety, sound, fire, health care & media systems integration

March 2011



Join Us For The March Madness Open House

You are invited to the 4th annual March Madness Open House at our Advanced Technology Center/Sports Bar. This event gets bigger and better every year. For 2011, we will put some of our projection and sound systems to good use to create our own high-energy sports bar environment with plenty of basketball, food and fun.

Stop by anytime on Friday, March 18th from noon to 4:30. No RSVP is required, but feel free to help us figure out how many hot dogs to cook by visiting www.acreedaily.com and clicking the "Comments & Questions" tab.

Our offices are at 4501 Hilton Corporate Dr. in Columbus, right behind the Fort Rapids Water Park at the Hamilton Rd. exit off I-70. Bring your appetites and brackets on March 18!

P.S. We won't tell your boss if you don't ...

Delta Companies Group and Acree Daily Deploy IP-Based Security Systems

By Tom Clancy

Acree Daily was chosen by Delta Companies Group, a subsidiary of Greif, Inc., a global packaging products and services company, to design, integrate and deploy a security system for its facilities. Beginning with the Baytown TX facility, a team of Acree Daily, Delta and Greif representatives began site analysis visits with stops in Illinois, Texas, Georgia, and Louisiana.

The Delta facilities offer varying degrees of compatibility with Greif's standard systems. Integrating diverse systems into a coherent, high-functioning network is an Acree Daily special strength.

GREIF

To manage projects at locations across the country, Acree Daily relies on our many relationships with trusted technical experts. We manage the work of these vendors and subcontractors from our Columbus OH headquarters, but

know that we can count on our project partners to provide the quality products and services needed to guarantee an on-time completion and flawless startup.

The designs developed by the team for Delta represent current security and network best practices, with all IP-based technologies. This approach enables Delta management to access video, alarms and intercoms from anywhere they have an Internet connection.

The integration experts at Acree Daily are excited at the opportunity to work on this project. We appreciate that all of our clients, including Delta and its stakeholders, entrust us with the security of their people and facilities.



Vendor Profile: Crestron Electronics

With over 40 years in business and 57 offices worldwide, Crestron Electronics is the leading provider of control and automation systems for homes, offices, schools, hospitals, hotels and more.

Customers count on us to solve their hardest problems; Crestron is often a



key part of the solution because it allows us to confidently integrate and control systems from different vendors.

Because of its leadership position, Crestron technology has been integrated with almost every commonly used control and automation system in use today.

Acree Daily has relied on Crestron to manage audio, video, building controls, emergency notification, CCTV, access control and many other systems.

To support LEED and other environmental efforts, Crestron Integrated Building

Technology (IBT) provides the only intelligent platform unifying all energy-consuming systems including HVAC, lighting, shades, AV, sprinklers, and more. Only Crestron IBT enables facility managers to monitor, manage and control all the technology throughout the entire facility, whether centrally or globally.

For a demonstration of Crestron's capabilities, contact us to schedule a visit to our Acree Daily Technology Center.



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First Client Forum Announced

Acree Daily is privileged to work with clients representing a broad range of experience and knowledge. Through our new **Client Forum Program**, we will host periodic events with guest speakers sharing some of that information. The Forums will promote cross-client information exchange and provide excellent networking opportunities.

The first Forum will be held in the second quarter of 2011 with guest speaker Jay Beighley, CPP and CFE, President, Nationwide Property Protection Services. Jay is a nationally sought-after speaker on security related topics. He has published multiple books on workplace and school violence prevention. His security department was recently selected by Security Magazine as one of the best-managed in the world. Jay is guiding his organization through some significant changes and security upgrades. He will share his strategies, lessons learned and successes.

To learn more, or reserve your seat, contact Tom Clancy at tom.clancy@acreedaily.com

Events

March Madness Open House
March 18, 2011

First Client Forum
Spring 2011—Details coming soon

ISC West
April 5-8, Las Vegas, NV

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Strategic Planning

When our clients talk, everyone at Acree Daily listens intently. What we heard was that clients have a growing need for clear strategic plans related to the systems and technologies that we deploy on their behalf. Rather than carbon copy designs, they wanted plans customized to their unique needs, with detailed, predictable costs and a quantified return on their investment.

To ensure acceptance and buy-in, they wanted strategies built with input provided by all of their stakeholders, including security, IT, facilities, operations and executive management. Finally, they wanted a single technology partner to build the strategy, coordinate the many resources required and deliver on the plan.

Our response to those needs was an iterative planning model. It focuses on prioritized risk factors, operational issues, growth estimates, protection requirements, best practices, present state/future state gap analysis and other factors.

The fundamentals of this model have been proven effective across countless industries and technologies, and have recently been applied successfully to several large client projects. A key element of the resulting plan is that it provides a vision of the immediate solution along with a technological roadmap for the future that ensures long system life and continuing return on investment.

Clients complete this planning process armed with well-defined budgets, clear integration plans, defined roles and responsibilities for stakeholders, and often actual pilot implementations executed in our Advanced Technology Center.

If you are interested in learning more about the Acree Daily Strategic Planning Process, call or email me.

Tom Clancy
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Architect, Engineer and Contractor Corner

The world of technology is always changing, but we can help you keep up with the changes at Acree Daily "Lunch and Learn" Programs. Bring the members of your team together for a no-cost informational session on topics like:

- Changes to fire codes that you should be aware of
- Supervised paging systems designed to ensure that they would work during an emergency
- Wireless surveillance systems that combine a camera, NVR, intelligent video, power supply and communications in a single domed housing

We even provide the lunch!

Let us schedule a Lunch & Learn on these or other topics of your choice. Visit our website at www.acreedaily.com and click on the "Comments & Questions" tab to contact us.

