

The Challenge

Lincoln Tech needed to expand its simulation capabilities to include analog, hybrid, and digital systems to train students in the latest security technologies.

The Solution

Utilize the Supercircuits Hybrid Recorder to simulate the type of "bridge" system that many companies are adopting as a way of effectively transition from analog to IP.

**Customer Name**

Lincoln Technical Institute

Vertical Market

Higher Education

Location

Union, New Jersey

Products

SC Hybrid Recorder, SC analog, and ACTi Mega- pixel cameras

Lincoln Tech Bridges Gap from Analog to IP with Hybrid Solution

SC Hybrid Solution Chosen for Hybrid Capabilities and Easy-to-Use Management Software

Situation

Following the trend in still photography and film production, consumers are moving to digital formats for security and surveillance to leverage advantages that include very high resolution images and storage options that include small footprint devices or web-based repositories.

There is, however, one big difference - a business with an analog security system has made a sizable capital investment for equipment purchase and installation. If the CIO is pushing for replacement with a digital system that offers capabilities to better serve the business, the CFO is likely pushing to retain the current system until the end of its financial life cycle and to avoid additional capital expense until then.

Security system manufacturers have responded to both executives by offering "hybrid" systems - a digital video recorder (DVR) that can capture images and information from both analog and digital cameras and display on analog, digital, and web-based screens. Purchase of a hybrid allows a business to use currently installed analog equipment, begin to realize benefits from new technology, and transition to a fully digital system over time.

Challenge

Lincoln Technical Institute is a nationwide educational organization that trains students in career disciplines including culinary arts, cosmetology, information technology, automotive, and health sciences. One of the disciplines, skilled trades, trains electronic systems technicians (ESTs) to install, maintain, and repair a range of business and residential electronics.

A challenge in training ESTs is the technologically-fueled speed of change in the electronics industry. Analog systems of all kinds are rapidly giving way to digital systems with web-based (IP) capabilities. Lincoln Tech's EST students learn through simulations with systems that are currently in commercial use; that match the marketplace, Lincoln Tech needed to expand its simulation capabilities to include all three system permutations: analog, hybrid, and

Continued on page 2

Page 1 of 2

Supercircuits

11000 N. MoPac Expressway #300

Austin, Texas 78759

1-800-335-9777

www.supercircuits.com



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Lincoln Technical Institute Goes Hybrid

digital. In order to make its first venture into the world of IP-based electronic systems, Lincoln Tech needed components that would be easy for its trainers to master quickly so that they would be able to effectively incorporate the new equipment into EST courses. To achieve these objectives, Education Supervisor Barry Wexler turned to Supercircuits for help.

"Supercircuits has provided analog equipment to the EST program for over 5 years," said Wexler. "Quality, pricing, and customer service has always been outstanding, and I knew I could count on them to work with me on the best-fit solution to include digital and IP components:

Solution

Supercircuits first worked with Wexler to clearly define requirements and objectives, and then collaborated with him to determine the best equipment for his needs. Supercircuits supplied a system that includes several analog cameras along with items from our line of IP cameras and our hybrid recorder. The equipment list includes:

- 16 Channel Hybrid Digital Video Recorder, which seamlessly allows the use of existing analog technology as well as up to eight additional IP cameras in a single recording and video management system.
- Indoor/Outdoor True Day/Night IP Dome Camera, the latest in IP Network and compression technology, featuring a Sony DS CCD imager and powerful real-time image processing hardware that delivers full frame rate video at D1 resolution.
- 2.0 Megapixel IP Camera, which delivers HDTV image quality at 2.0 megapixel resolution along with H.264 compression to optimize image quality and lower system bandwidth and storage requirements.
- WDR Bullet Camera, a super high resolution wide dynamic range varifocal bullet camera, featuring an advanced Pixim chipset that delivers 550 lines resolution with minimum illumination of 0.5 lux.
- 1.3 Megapixel IP Video Security Camera, with adjustable resolution/FPS settings and progressive scan for crystal clear images.

"I knew I could count on Supercircuits to work with me on the best-fit solution to include digital and IP components."

Barry Wexler, Lincoln Technical Institute

Results and Benefits

The hybrid system is an excellent match for Lincoln Tech's objectives. It includes the most current technology and simulates the type of "bridge" system that many companies are adopting as a way of effectively transitioning from analog to IP. The components are designed to integrate seamlessly into an easily installed system, so the trainers were able to quickly incorporate the system into their instruction.

Wexler appreciates the benefits that this system provides Lincoln Tech.

"Supercircuits hit another home run with this equipment; he said. "The system is easy to install and operate, which is a great benefit because it gets deployed numerous times during instruction. Our instructors have been able to get up to speed quickly on the new technology and can now ensure that EST students learn both analog and digital security system installation and maintenance as well as the analog-IP combination of the hybrid. This is another great benefit because our graduates enter the job market with an excellent understanding of a wide range of systems."

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