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2019 SECURITY ELECTRONICS CONTRACTORS REPORT

This report is published by Correctional News, the information source for the correctional construction market.
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Company	Geographic Area Covered	Fast Facts
Accurate Controls Ripon, Wis. www.accuratecontrols.com	U.S. & International	Developer of automated security systems since 1982
Black Creek Integrated Systems Corp. Irondale, AL www.blackcreekisc.com	U.S. & International	Turnkey source for modern security control systems and software solutions
CML Security Erie, Colo. www.cmlsecurity.us	U.S.	Industry-leading security electronics integrator and maintenance provider
Cornerstone Detention Madison, Ala. www.cornerstonedetention.com	U.S. & International	Global leader in detention/security contracting, manufacturing and supply
Esitech Inc. Richmond, Va. www.esitechinc.com	Continental U.S.	Designs, makes and installs integrated security control systems
Justice Systems Corp. Kent, Wash. www.justicesys.com	Western U.S., Pacific Coast	Integrated security for corrections, courts and other industries
P2 Controls Malvern, Pa. www.p2controls.com	U.S. & International	Leading security system integrator from juvenile facilities to super-maximum
Simpson Security Systems Inc. Alexandria, La. www.simpsonsecurity.com	Southern U.S.	Providing security and special systems solutions in Central Louisiana since 1991
South Western Communications Inc. (SWC) Decatur, Ala. www.swc.net	U.S.	Established source for physical security and life safety solutions
Southern Folger Detention Equipment Company San Antonio, Texas www.southernfolger.com	U.S.	High-security products combined with specialized correction services
Sweeper Metal Fabricators Corp. Drumright, Okla. www.sweepermetal.com	U.S.	Single source for jail doors, prison doors, detention doors and other needs
Unique Security Inc. Montgomery, Ala. www.uniquesecurityinc.com	Eastern U.S. & International	Provider of security upgrades, preventive maintenance and integration systems
Stanley Security Fishers, Ind. www.stanleycorrectionalservices.com	U.S.	Comprehensive suite of security products, software, integrated systems and service
Montgomery Technology Systems Greenville, Ala. www.montgomerytechnology.com	U.S.	Helping expand security through high-tech visitation products and services

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2019 Security Electronics Contractors (SEC) Roundtable

Trends, Tech and Looking at Tomorrow

By Aziza Jackson

The security electronics industry is constantly changing and evolving to keep up with the fast-paced development of new technology. This year our Security Electronics Contractors (SEC) Roundtable features insights from both new and returning industry experts who shed light on new trends, challenges, and what the shape of the SEC industry will look like in the near future.

Our experts this year listed alphabetically include: Paul Allyn, president of Justice Systems Corporation, Nick Carman, vice president of P2 Controls, Jeff Paulik, vice president of the North and West region for the Warranty Service & Supply Group of Cornerstone Detention, and Keith Simpson, president and CEO of Simpson Security Systems, Inc. We'd like to thank all of our roundtable experts for their time and for sharing what facility managers can expect from SECs in the coming years.

What trends are you currently seeing in the security electronics contractors (SEC) industry?

Paul Allyn (Justice Systems Corporation): We are trending toward two categories of SECs: 1) combined DEC/SECs performing new construction on a national basis at high-volume and low-overhead, and 2) regional SECs upgrading and maintaining existing facilities at lower volume emphasizing responsiveness. Since detention hardware lasts the life of a facility (while electronics undergoes at least three replacement cycles) and DEC replacement market is small, the DEC business doesn't marry with the second category of SEC. To be responsive, electronic service is very hard to provide over a distance on a national basis. I do see a needed role for SECs of both categories to organize for training and certification of SEC service technicians – equivalent

to NICET certifications for fire alarm. Certified technicians would be both good installers and service responders.

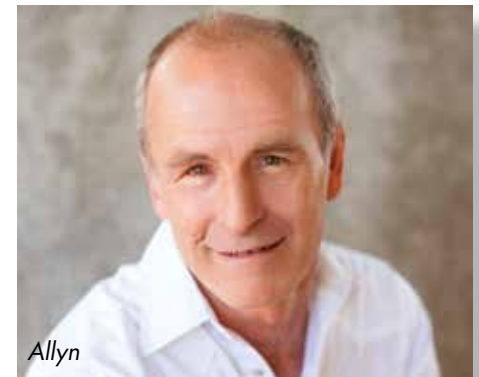
Nick Carman (P2 Controls): Analytics and increased AI has been on the rise this year. We have spent a lot of time on the design portion of our systems to ensure that when it comes to AI and analytics we are prepared and doing our best to future proof existing and new systems. People counting, facial recognition, and boundary control are some of the analytics we have been implementing recently and we expect this trend to increase in the future.

Jeff Paulik (Cornerstone Detention): The use of IP video solutions is continuing to be implemented in most new construction projects. There is an enormous number of analog video systems and older technology hardwired, discreet logic and obsolete PLC security control systems installed in existing facilities that need replacement. This issue has created a retro-fit industry within itself.

Keith Simpson (Simpson Security Systems, Inc.): We are seeing technology advance at a fast rate due to the Internet of Things or IoT. These systems offer advanced detection technology, remote control via mobile applications, and video analytics that can determine if the motion captured on camera is an animal, human, or vehicle. This technology can help correctional facilities become more secure by offering additional protection against threats.

How has the SEC industry evolved in the area of corrections and justice + civic services?

Allyn: Critiqued today as the “prison-industrial complex,” 30 years ago in the wild west of the SEC industry, new jails sat unopened while a local sound-and-comm-contractor-turned-overnight-SEC struggled through an endless punch-list. On a five-year cycle, a new entrant or last-gasper would “low ball” the competitive bid market, over-commit, under-manage, and die — leaving a mess



Allyn

in their wake (this cycle continues). Fad and proprietary designs led to similar wreckage (remember DIACS?). Taxpayers and sureties funded most of these debacles. Security electronics for public safety facilities is a worthy profession — as there will always be a public purpose for these facilities and a need for professional SECs and designers to help agencies maximize value received. Do not be shamed by a political label. Today, the most qualified, talented, and effective people in our industry's history serve the SEC profession, as well as the design professionals with which we engage. One of the bigger challenges most of us face is finding and drawing further talent to our firms and industry.

Carman: The industry is pushing for more IT based technology within corrections. Gone are the days of

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analog cameras and relay control logic for door control, almost every new system is IT based. In the recent years I believe administrators are seeing the need to push their facilities forward technologically and get rid of EOL devices. This helps the facility to run more efficiently when staff is short which is a common problem within corrections.

Paulik: Law enforcement and justice officials are requiring higher resolution of recorded images and extended storage time. With the use of megapixel cameras in critical locations and the



advancements in video and audio storage, these requirements are becoming more economical to meet.

Simpson: The IoT has evolved the security industry as a whole and has changed how correctional security is done. You have to keep up with the pace if you are going to be able to offer these services to the correctional market. The days of a security firm doing just security is near the end. Our firm capitalizes on a complete network that now serves many access control, CCTV, PLC and Door Controls. Even intercom and PA systems are now IP based.

What security threats are corrections facilities most vulnerable to? How do your products/services address those challenges?

Allyn: Vocal social doubt over incarceration's role and fair application across society has attuned the public to custody conditions and fed expectations of negative news from correctional

agencies. As a recording, documentation, and investigative tool, today's security electronics often fill in the timeline and many of the facts behind an unfortunate suicide, death in custody, assault, or sexual assault. They play a vital role for internal investigations and evidence to prosecute crimes within facilities. Future systems may well retain several months of audio, as well as video, plus the control and communication actions taken at the various security posts — analogous in some respects to the "black box" on commercial aircraft. This hindsight can play a role in demonstrating proper agency action or improving future operations.

Carman: Correctional facilities face a large number of threats but one of the largest we have recognized is contraband. With our systems we help facilities monitor security practices with high resolution cameras, analytics and other devices to ensure that visitors and contractors are screened properly before entering the facility.

Paulik: Facilities are implementing more complex network infrastructure for various systems such as inmate management, medical records etc. which utilize wireless connectivity with connections to the internet. Even though these systems have certain encryption programs, they are still vulnerable to outside threats. This reinforces the concept of keeping the security control system on its own dedicated secure internal network. A lack of ongoing

equipment repairs, and preventative maintenance planning are threats to the overall integrity of the security systems.

Simpson: With the many edge devices now, that reside on a network including PLC and HMI software, layered firewalls and biometric readers prevents unauthorized use of the network, which if not secured can open the facility up to hacks and viruses. The ability to enroll, badge and limit access off site is becoming a standard portion of scope for us and we now provide complete network services to include proper speed that is now required due to the number of IT devices.

What technological advances are currently shaping the SEC industry?

Allyn: The most consequential advance is "co-integration," if you will, with agency IT departments – a successful collaboration between us. In most facilities, IT departments now provide some portion of our systems' infrastructure. They are generally upgrading backbones, networks, and infrastructure to current IT standards. In some cases, they lease and provide to us the servers and clients on which our software runs. Aided by this new IT infrastructure, the wholesale conversion of video systems from analog to digital (networked cameras) is well underway, with somewhat less than half of all facilities converted. The audio side of our systems has yet to undergo digital conversion, due to its high price point. Audio conversion may well be coming.

"Today, the most qualified, talented, and effective people in our industry's history serve the SEC profession, as well as the design professionals with which we engage."

—Paul Allyn, Justice Systems Corporation

Beyond ease of recording, networked audio devices (intercoms, speaker zones, etc.) promise clarity and intelligibility within the notoriously bad acoustics of correctional facilities.

Carman: The advancements in AI and analytics are going to shape the future of the SEC industry. Being able to do more with less, with an all in one centralized platform is becoming more and more preferred.

Paulik: The increasing use of network-based technology along with more compact PC components utilizing solid state hard drives are some technologies that are being used. There are advances in cell phone and drone detection which are starting to be implemented in more facilities. Cloud storage for video recording is an alternative to on-site storage devices for extended time frames.

Simpson: We have seen advances in CCTV and HMI integration as this industry as others are all app driven. The issue of convenience and time savings is what is driving this market as these IP based systems can reduce needed man power and be used as a bolt on platform for existing systems, so they can be utilized on the network without replacing the entire system. The operating budgets are always a topic and these advances help with the overall yearly budget and extending the life cycle of these systems.

What will the SEC industry look like in the future?

Allyn: Security control within correctional facilities could eventually go

mobile onto handheld devices, further automate based on a token or biometrics, or stay as a manual function at fixed posts. Regardless, the applications software to perform those options will evolve, and the SEC industry will become even more software-intensive. IT departments recognize this already – they increasingly own the hardware. SECs own the application software. We more or less share the operating systems. Even when our applications are non-proprietary, the agencies do not interact with our software enough to be sufficiently qualified. I foresee this division of expertise between SEC and agency holding for many years into the future.

Carman: In the coming years we will see the SEC industry molding more technology into the everyday security of facilities. More facilities will understand the need to upgrade their existing technologies to better platforms with lower cost of ownership.

Paulik: As technology advances, I believe it causes the current technology to become obsolete at a faster pace than in the past. The systems installed twenty-five to thirty years ago that had more simplified technology, were able to perform for twenty plus years. Other than the PLC's, most PC's that run the touch

screen software have a life span of four to six years. As the network and ancillary system technology advances and new forms of communication protocols are introduced into the industry, the need for more highly trained technical personnel will be amplified.

Simpson: I remember when many owners did not want touch screens due to the thought that, if it crashed, then they would have no control. And since these systems control doors and other hardware, many A/E's and owners did not consider a touch screen as a good option. Touch screen technology



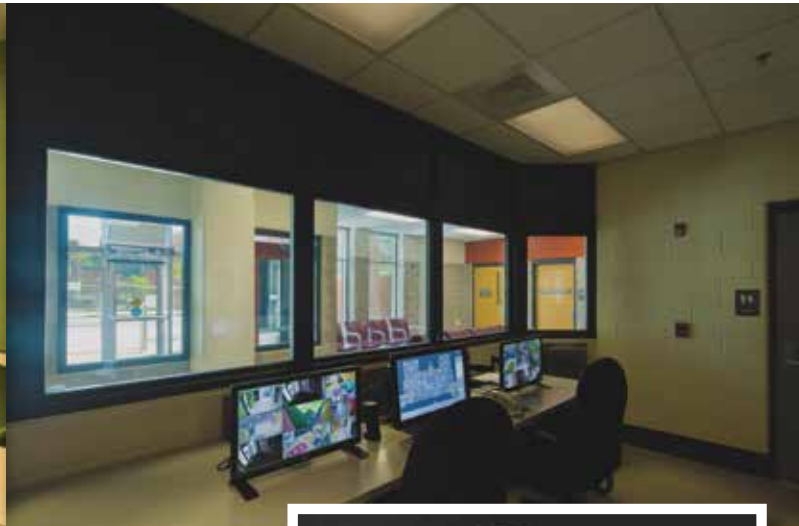
will continue to advance to include all aspects of the correctional facility. The HMI software is now integrated into the PLC and provides true seamless integration into all the systems including SQL which is mandatory for logging, reporting, and asset tracking. Biometrics will play a very important role in the future as will advanced networks and increased speed for these networks which is a major issue at large facilities with a lot of traffic. ■

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Left: Stanley Security won an award for their integrated security system at the Baltimore Youth Detention Center.

Right: Stanley's security system at the detention center allowed for 100 percent video access of the facility.



CML's Hamilton

SEC News Briefs

Pair of Recent Items Highlights Recent Developments

By Zach Chouteau

CML

CML Security, LLC, a Detention Equipment and Security Electronics Contractor based out of Broomfield Colorado has expanded and opened a new Southwest Division in San Antonio, Texas. The new division is headed up by the Southwest Division Vice President Floyd Hamilton who comes to CML with over 28 years of experience managing and overseeing correctional construction projects. The division has also brought on many highly skilled and experienced industry professionals to accommodate the high demands of the correctional

construction market. CML also acquired Metroplex Control Systems and is focusing on maintaining and upgrading over 500 MCS facilities across the nation. The geographic focus of the CML SW Division is the southern, southeast and Midwest regions of the United States with a heavy emphasis in the state of Texas. This service and support division is led by Darwin Katan, who brings almost 20 years of experience of security system installation expertise and executive leadership to CML's team. The newly opened offices in San Antonio has the capabilities of fabricating small to medium security electronics packages, full scale detention equipment contracting along

with service and maintenance.

Stanley Security

During the recent conference and tradeshow, ISC West, STANLEY Security won the SAMMY Award for Integrated Installation of the Year, beating out two other finalists. Completed in February 2018, STANLEY integrated a total of nine standalone systems by using an innovative

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pre-installation mock-up and on-site integration process that required a year to perfect before permanently installing into the Baltimore Youth Detention Center (YDC).

To ensure the installation process would proceed without any complications, STANLEY Security initiated and

in Indianapolis according to the design plan. It was essential to confirm at this pre-testing juncture that everything was 100 percent operational, so no gaps in security would occur anywhere once on-site at the facility. Adding to the innovative procedure, STANLEY Security engineers wrote all the software to create a fully

after option, allowing for ease of use by the staff. Once STANLEY Security finished the pre-build of the system, five key individuals from DPSCS and Dewberry, which included the chief of security, assistant director of construction, director of capital construction, administrative expert, and the key control sergeant, flew to STANLEY Security's headquarters for a hands-on demonstration and, more importantly, undergo comprehensive training sessions on how to operate the system. At the same time, these real-life sessions allowed the DPSCS personnel the opportunity to experience all of the systems, their features and were able to provide specific feedback so the security system completely complied with their specific needs and requirements.

STANLEY Security installed a solution that provided comprehensive security, including 100 percent camera coverage, throughout all areas of the YDC. Within a correctional facility, it's not uncommon for a medical emergency or row between inmates to occur requiring immediate attention or other unpredictable security situations. STANLEY Security determined that multiple innovative technologies would create an innovative security solution: 1) door control and duress system, 2) IP camera video recording system, 2) PLC control system, 4) access control system, 3) intercom communication system and 5) data logging system.

The award was presented at the 24th annual SAMMY Awards, presented by Security Sales & Integration.

As a correctional facility, the flexibility of a security system is the most sought-after option, allowing for ease of use by the staff.

underwent the tedious task of pre-planning all elements before installing any part of the robust security system into the YDC. Before shipping the completed system to Baltimore, all wiring, cameras, computers, monitoring systems and other components were assembled and tested at STANLEY Security's headquarters

integrated, customizable solution that would allow all nine standalone systems to connect to one another. All completed builds and front-end work were pre-tested to guarantee that every device, product and system worked.

As a correctional facility, the flexibility of a security system is the most sought-