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# 2020 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
<b>Accurate Controls</b> Ripon, Wis. <a href="http://www.accuratecontrols.com">www.accuratecontrols.com</a>	U.S. & International	Developer of automated security systems since 1982
<b>Black Creek Integrated Systems Corp.</b> Irondale, AL <a href="http://www.blackcreekisc.com">www.blackcreekisc.com</a>	U.S. & International	Turnkey source for modern security control systems and software solutions
<b>CML Security</b> Erie, Colo. <a href="http://www.cmlsecurity.us">www.cmlsecurity.us</a>	U.S.	Industry-leading security electronics integrator and maintenance provider
<b>Cornerstone Detention</b> Madison, Ala. <a href="http://www.cornerstonedetention.com">www.cornerstonedetention.com</a>	U.S. & International	Global leader in detention/security contracting, manufacturing and supply
<b>Esitech Inc.</b> Richmond, Va. <a href="http://www.esitechinc.com">www.esitechinc.com</a>	Continental U.S.	Designs, makes and installs integrated security control systems
<b>Justice Systems Corp.</b> Kent, Wash. <a href="http://www.justicesys.com">www.justicesys.com</a>	Western U.S., Pacific Coast	Integrated security for corrections, courts and other industries
<b>P2 Controls</b> Malvern, Pa. <a href="http://www.p2controls.com">www.p2controls.com</a>	U.S. & International	Leading security system integrator from juvenile facilities to super-maximum
<b>Simpson Security Systems Inc.</b> Alexandria, La. <a href="http://www.simpsonsecurity.com">www.simpsonsecurity.com</a>	Southern U.S.	Providing security and special systems solutions in Central Louisiana since 1991
<b>South Western Communications Inc. (SWC)</b> Decatur, Ala. <a href="http://www.swc.net">www.swc.net</a>	U.S.	Established source for physical security and life safety solutions
<b>Southern Folger Detention Equipment Company</b> San Antonio, Texas <a href="http://www.southernfolger.com">www.southernfolger.com</a>	U.S.	High-security products combined with specialized correction services
<b>Sustainable Security Solutions</b> San Antonio, Texas <a href="http://www.s3det.com">www.s3det.com</a>	U.S.	Installer of security electronics and detention equipment in corrections settings.
<b>Sweeper Metal Fabricators Corp.</b> Drumright, Okla. <a href="http://www.sweepermetal.com">www.sweepermetal.com</a>	U.S.	Single source for jail doors, prison doors, detention doors and other needs
<b>Unique Security Inc.</b> Montgomery, Ala. <a href="http://www.uniquesecurityinc.com">www.uniquesecurityinc.com</a>	Eastern U.S. & International	Provider of security upgrades, preventive maintenance and integration systems
<b>Stanley Security</b> Fishers, Ind. <a href="http://www.stanleycorrectionalservices.com">www.stanleycorrectionalservices.com</a>	U.S.	Comprehensive suite of security products, software, integrated systems and service
<b>Montgomery Technology Systems</b> Greenville, Ala. <a href="http://www.montgomerytechnology.com">www.montgomerytechnology.com</a>	U.S.	Helping expand security through high-tech visitation products and services.

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# Trends, Technology and the Challenges of COVID-19

By Lisa Kopochinski

New trends in the security electronics are emerging in the corrections industry, particularly in the wake of the current worldwide COVID-19 pandemic.

In the past, major trends focused on the shift in technology from analog to digital. Today, trends involve working with each correctional facility to find new solutions and provide services in nontraditional ways.

This year, Correctional News was fortunate to interview five security experts to get their views on the direction the security electronics is heading with respect to the corrections industry.

We would like to thank these following individuals for taking the time out of their busy schedules to participate in this roundtable discussion—Dustin Hackleman, senior sales engineer, STANLEY Security; Steve Baker, sales engineer, STANLEY Security; TJ Rogers, CEO, Accurate Controls, Inc.; Tommy Thoene, vice president, operations, CML Security; and Nathan Skipper, vice president, Montgomery Technology.

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

**Dustin Hackleman (STANLEY Security):** Using new technology for human temperature detection and pairing it with a procedure or automated workflow has emerged as a new solution that correctional facilities (among other organizations) are seeking. These systems can be used for an extra layer of screening and detection for the facility. They can be further integrated with a visitor management system—technology that can simplify record keeping and allow for easier searches when compared to traditional paper logbooks. Additionally, some of the solutions we

have provided in the past can be now be cloud-based. These systems can be securely serviced, supported and the training can be done remotely to reduce the close-contact interactions between our employees and the facility's staff. Cloud-based applications are gaining acceptance in all facets of law enforcement.

**TJ Rogers (Accurate Controls):** As has been the trend for several years, video management systems, networking services, camera technology and video analytics have continued to be at the forefront of trends in the security electronics industry. Multi-imager cameras have become a staple of design as those cameras provide a great deal of functionality that serves our industry well. High-resolution cameras can provide the necessary “pixels on target”



and can minimize the overall number of cameras that are required to effectively monitor an area. Video analytics are consistently requested and the best method to utilize the technology that has evolved and will continue to do so for the foreseeable future.

**Tommy Thoene (CML Security):** IP



communications—especially IP video—is constantly evolving. There is continuous improvement in both image quality and the options available within the camera itself. There are more options available within the different video management systems and, increasingly, more economical storage solutions.

**Nathan Skipper (Montgomery Technology):** The most significant trend, which has been a consistent trend for several years now, is the progress and innovation with video surveillance systems. Now that all major video surveillance manufacturers have completely transitioned to IP-based systems, there has been an exponential growth in the options and additional features. Because video and audio on these systems are now digital, software can be added to analyze the content in new ways every year.

*How has the SEC industry evolved in the areas of corrections of corrections and justice/civic services over the past decade?*

**Steve Baker (STANLEY Security):** As technology, security and information systems in corrections continue to converge, the security electronics

and detention equipment trades are diverging. The gap between the “steel and silicon” has never been greater and the required coordination between the divisions is more limited than ever.

It is difficult to imagine that SEC and DEC (detention equipment contractors) packages on new construction will



continue to be as intertwined in the future as they are today. The SEC work today is much more closely connected to the electrical/datacom and network infrastructure than it is to the hollow metal and detention furniture provided by the DEC's. As systems become more connected—internally and externally—more emphasis must be placed on data security and cyber threats. Because of these potential threats, close coordination with the facility's IT staff is imperative.

**Rogers:** Consolidation and companies leaving the industry has continued over the last several years. Attempting to fill in the void are new companies looking to enter the market. This situation provides owners and design/build teams limited options for companies that have consistently had a long-term commitment to the corrections industry and who have the relevant experience, developed their staff, and have processes in place to effectively manage complicated security automation implementations and large-

scale projects.

**Thoenes:** As technology continues to emerge, we are seeing this reflected in hiring practices for us and the end users we serve. SEC technicians and facility maintenance personnel that were traditionally more electro-mechanically specialized are now increasingly becoming more IT-specialized. At CML, we have recently created a department dedicated exclusively to the implementation of IP video and networking.

Also, there is more collaboration in pre-construction between the end user, the integrator, and the architect/engineer. This helps in sharing experience and ideas and sets up a more fluid project and increases the likelihood that the customer gets what they need.

**Skipper:** Over the past decade, the SEC has most significantly matured in its acceptance of computer-based integrated control systems. In the early 2000s, there were still a few holdouts—particularly within state DOCs—who sought to maintain aging hardwired or hard-

graphics interfaces. These have almost entirely been replaced by touchscreen computers and PLCs (programmable logic controllers). Another area of change has been with video visitation. In 2010, video visitation was a major sub-system within the SEC bid package. Over the last decade, inmate telephone companies have largely taken over this product, in most cases giving away the technology in order to gain the profits generated by the



“As has been the trend for several years, video management systems, networking services, camera technology and video analytics have continued to be at the forefront of trends in the security electronics industry.”

— TJ Rogers, Accurate Controls

inmate telephone system. A final change that has greatly impacted the SEC market is the shift from analog to IP-based video surveillance.

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

**Baker:** Jails and prisons are facing a new threat from unmanned aircraft, more commonly known as drones. These remotely operated devices can deliver weapons, drugs, and other contraband over the fences and directly into the institutions. This threat is increasing and so is the sophistication and capabilities of the drones.

There are several technologies that can be used to detect drone threats: radar, radio frequency, acoustic and visual-based systems are the most common. Each can be used on their own or used in combination to improve accuracy. Stanley Security is developing our own system, as well as partnering with the manufacturers of some of the most proven technologies.

**Rogers:** It goes without saying the COVID-19 pandemic has become the biggest threat, hottest topic, and largest concern. Our engineering team has been working well in advance of the current situation to provide technology to effectively manage employee, inmate, and public access and provide health screenings so that facilities do not have unnecessary liability.

**Thoene:** One of the threats we see is the improper use, or tampering, with the settings on the systems that we provide. Audible alarms for instance, understandably, can be annoying (to an officer), but crucial. It can also be tempting to play with camera settings within the video management system. To eliminate the temptation for an officer to adjust, or modify, these settings are disabled on the screen and the keyboard and computer are locked away with only administrative access. In addition to this, it is important that regular training occur beyond the installation to maintain diligence and to combat complacency.



**Skipper:** The greatest security threat that we believe facilities face is the failure of a major component of their integrated security system, brought on by component failure or obsolescence. Around 40 percent of our projects are retrofits of other integrated security systems. Most of those retrofits are brought on by the obsolescence of one major component within the system that leads to the need for a total system replacement. This need usually arises unexpectedly and may cause the facility to be without full control of their security for weeks or months while they find a solution. MTI uniquely addresses this concern by manufacturing our own components. This allows us to maintain backwards compatibility to our termination boards, which means that we can provide upgrades to individual components of the system without the need for total replacement, and with very little (if any) down-time. We also write our own software, which means there is no finger pointing due to multiple points of responsibility.

*What will the SEC industry look like in the near future?*

**Hackleman:** The integrators within the SEC community will need to evolve beyond simply providing products. We, as an industry, need to partner with architects, consultants, and facilities to

be sure we are meeting the needs today and ensuring they will be well-positioned to meet the needs of tomorrow. The technology that we work with is rapidly changing and understanding how it is used will help prepare ourselves to meet our customers' challenges. We need to find ways for the solutions we provide to be used by the facilities in additional ways to enhance the safety and security and improve the efficiency of the operations.

**Rogers:** The SEC industry will continue to evolve and the companies who have invested in their infrastructure to build their team through qualified and experienced employees, refined their process, and developed new products will continue to grow. The security electronics industry has many exciting new technologies that will inevitably provide more functionality and a better environment for the administrators, security personnel, and the people that reside in the facilities.

**Thoene:** We will see an increase in upgrades and retrofits on the construction side. On the technology side, we'll see an increase in the prevalence of video analytics in IP Video, and IP technology in the integration of ancillary systems in the design and operation of facilities.

Given the current environment, we may start to see the introduction of COVID management technology.

**Skipper:** The SEC market has been most greatly affected by the consolidation and dissolution of many of the long-term players in the market. This has significantly impacted the drive for innovation. However, we are still here, and our business is built on innovation. We see many potential developments within our market that could greatly benefit detention facilities. We are at the dawn of an age in which everything related to the integrated security system is completely digital. This means that there is a great deal of potential in applying software solutions to the inputs, outputs, and information available to the security system.

Photo Credit (all): CML



**Left:** A look at the cells and day room at Metro Davidson Criminal Justice Center in Nashville prior to the project finalization

**Below:** Exterior view of the Metro-Davidson Criminal Justice Center.



## SEC Roundup – News on Projects and People

### CML Wraps Work at Nashville Criminal Justice Venue

CML Security has recently completed work on Metro-Davidson Criminal Justice Center in Nashville, Tenn. This project was a mid-rise in the center of downtown Nashville, 416,000 square feet, more than 450 beds, and between 600 to 700 Bosch Flexidome IP Starlight cameras. CML Security's team completed the detention equipment installation as well as a full integration of Security Electronics scope including IP Video, Access Control Systems, Touchscreen Control, PLC Electric Detention Monitoring and Control, Intercom Paging System, and Watch Tour. Additionally, CML managed the overall utility control of lighting, outlets, and water with the systems that we integrated.

CML collaborated with the project team to execute on the

vision of the county for this new facility. The project featured wireless tablets for door controls and intercoms; these were set up with a wireless access point that provided access to the officers only. The watch tour system was set up to require employee-specific credentials as an access code to validate the readers as officers conducted their tours.

The Metro-Davidson Criminal Justice Facility is a new building, but some of the complexity in the security electronics design came from the integration of existing systems in place throughout Metro-Davidson County and the new facility. CML worked with a redundant network setup, and a federated system designed to communicate with the campus across town. CML used Genetec VMS to allow two facilities to privately communicate

over the county's fiber backbone. There was also a bridge that connected the previous Metro-Davidson complex to the new jail, which had to be under full video surveillance due to the level of accessibility. CML's IP Video team made sure that the cameras were installed and operational relatively early in the construction process. Included in its network installation, CML installed Solar Winds network monitoring software to monitor disruptions, traffic on the network, and manage the overall diagnostics of Metro-Davidson's system.

Overall, the level of accessibility was a principle consideration in the management of CML's Security Electronics scope. In any large and complex design-build having working video surveillance up and fully functional is important, but especially on this project where the facility is in the middle of a busy metropolitan area. With so many trades, and other moving parts it was part of CML's strategy to have everything running and integrated very early in the build process and available for recall.

For CML, this project represented both a complete look at what its SEC Scope looks like, as well as how the company can address the unique requirements of a specific client. During this project, CML was experiencing its own rapid growth as a company, incorporating in teams of programmers and commissioning engineers from both Broomfield, Colo., and San Antonio, Texas. It was also the first project to make full use of a dedicated IP Video Division, and a 10,000-square-foot fabrication shop at CML corporate headquarters.

### **Cornerstone Assists with Big Lansing, Kan., Project**

Cornerstone Detention Products, Inc assisted the construction team for the Lansing Correctional Facility project by providing design assistance, value engineering and the purchasing and installation of the security electronics systems inclusive of; PLC's, Touchscreens, Intercoms, Duress, Paging, Door Control and UPS.

Lansing Correctional Facility is a replacement facility. This fast-track project features a 1,920-bed housing unit and a 512-bed, dorm style housing unit. It includes space for medical services, food service, spiritual life, staff support areas, as well as indoor recreation areas, ample site circulation and parking and improved lighting/security. Modern utility systems will provide significant cost and energy savings. The facility design accommodates future expansion.

Cornerstone Detention Products, Inc. assisted the construction team for this project by providing design assistance, value engineering and the purchasing and installation of detention equipment to include security hollow metal doors/frames, detention furniture, security ceiling, security hardware and security glazing.

### **Stanley Security Makes Personnel Moves**

STANLEY Security, a global integrator of comprehensive security solutions made two 'C-level' hires of recent note, bringing in Chadi Chahine as Chief Financial Officer (CFO) and Kara Pelecky as Chief Information Officer (CIO).

Chahine brings to STANLEY Security over 22 years of experience as a highly accomplished global market financial executive, driving profitable, sustainable and compliant growth. He previously held roles with a variety of companies including Abbott and Smith&Nephew. Most recently, Chahine was CFO at Circor International, where he focused on leading all aspects of the finance function, including FP&A, Controlling, Internal Audit, Tax/Treasury, Cash Management Office and Investor Relations, and was responsible for \$1.2 billion in revenue.

Pelecky holds over 20 years of experience as a highly accomplished technology executive and business transformation specialist, providing innovative planning policy formulation and successfully driving multi-million-dollar projects throughout her career. She previously held roles with a variety of companies including Ernst & Young Management Consultancy and Exelon.

**Cornerstone Detention Products, Inc. assisted the [Lansing Correctional Facility] construction team for this project by providing design assistance, value engineering and the purchasing and installation of detention equipment.**