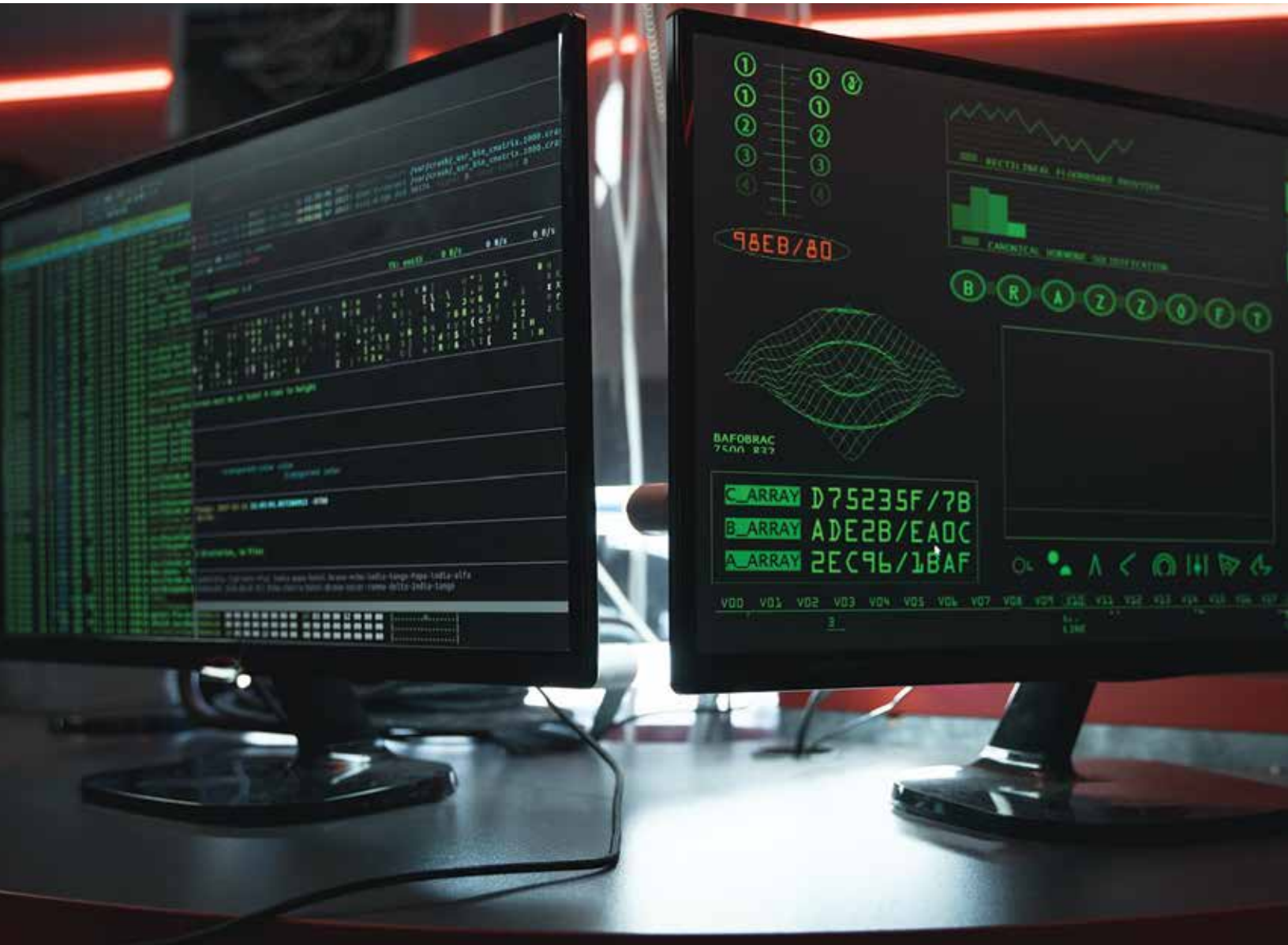


CorrectionalNEWS

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2022 SECURITY ELECTRONICS CONTRACTORS REPORT

This report is published by Correctional News, the information source for the correctional construction market. Visit us online at www.correctionalnews.com

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
Gallagher Security New Zealand www.security.gallagher.com	Global	Creator of leading security solutions, including high-tech perimeter protection.
Justice Systems Corp. Kent, Wash. www.justicesys.com	Western U.S., Pacific Coas	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
Security Automation Systems, Inc. Indianapolis, Ind. www.securityautomationsystems.com	Midwestern U.S.	Non-proprietary touchscreen control and electric pulse fence systems.
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
Sustainable Security Solutions San Antonio, Texas www.s3det.com	U.S.	Installer of security electronics and detention equipment in corrections settings.
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.

Security Electronics Stalwarts

SEC Experts Reveal Their Industry Insights and Opinions

By Zach Chouteau

This year's expert SEC roundtable welcomed Paul Allyn, President of Justice Systems Corporation; Daniel Leland, Regional Sales Manager for Gallagher's Americas team; Marc Turner, Director of Sales of the Corrections Division for STANLEY Security; and Trisha Werner, Sales & Marketing Rep., Security Automation Systems, Inc. (SAS).

The quartet here provides some thoughts on hot current waves, keys to success and projections for the future, among other provocative feedback.

CN: *What do you think is the most important current trend in correctional Security Electronics?*

ALLYN: After many years that industry demand for our services was at or below our capacity and we were competing heavily for new projects, we have flipped the coin and face supply issues – at the same time that demand is increasing. With stable prices in the past, we often held our quotes for two years without a price increase. Now it is hard to hold a quote for 60 days. We were the only bidder on a recent major project and only one of two on several others. I believe most security electronics contractor (SEC) firms have full books and are straining to meet demand.

Supply constraints are most evident with people. It seems the value of a job and work to the individual has lessened over my career, while the stay-at-home orders and associated government benefits threw a huge monkey wrench into the gears. Few are trained in our field or related fields. A great many of us who entered the field in the late eighties and nineties – a surprising number of key people – are retiring or soon will be. Not many have a replacement groomed. The labor shortage in technical personnel



affects us drastically. Electrical trade unions are advertising on the radio. All of us are rapidly training any new people we can find, but training in this field is extensive and takes several years.

LELAND: The correctional market continues to use PLC based systems to control day-to-day operations within



a campus or facility. The use of these PLC based systems will be viable for the foreseeable future due to their widespread correctional installations to date.

With the on-set of malware attacks on existing PLC/industrial controls due to the lack of proper security surrounding

these systems, correctional sites are looking for a highly secure solution that also provides advanced functionality. Unfortunately, PLC based systems do not provide this. New construction and retrofits of existing PLC based systems are moving to a more traditional security solution in means of high security access control. Firmware-based (peer to peer) access systems provide the required security and functionality badly needed in this market. Encryptions used by state and federal government departments are now being standardized around these installations. Manufacturers of software-based access control will be unable to meet these system requirements for encryption and fail over simulations if a network or server fails.

TURNER: Currently the most important trend in correctional security is investing in your security infrastructure. As digital transformation takes hold of the corrections industry, leaders must adapt to growing needs and concerns to future-proof facilities. Keeping up to date with your integrated platforms can help ensure that health, safety and security hardware and software are in alignment with facility operations.

WERNER: The use of video analytics has been a 'wish-list' item for most jails and prisons over the last several decades; however, given the focus on inmate rights, an increase in lawsuits, and the need for obtaining information faster than ever, we have seen them being implemented on more and more projects.

We are also seeing more correctional facilities implement body worn cameras (BWC). While road patrol has been using this technology for several years, their use inside correctional facilities has been much slower to take off. Numerous studies have shown that body worn cameras deter negative behavior in both staff and inmates and increase

transparency. BWCs are a cost-effective technology solution to help resolve complaints, increase accountability and keep both staff and inmates safe.

CN: *How has the COVID-19 pandemic impacted the SEC industry the most, and how has your company responded?*

ALLYN: As an essential business, we never closed, but did slow down. Our project approvals slowed when agency offices essentially closed. Procurement and project staff started working from home. This transition was not productive at first, from our perspective. For a time, not much seemed to get done. We tried to help our clients get projects formulated and push approvals along by being proactive. Now that agencies are getting more productive again, they are slamming us with all the projects we tried to keep moving!

Our project schedules have extended longer, particularly between our start date and delivery of the system to site, and require more detailed planning to maintain schedule, once set. Besides people, the lock-downs, mass sick leave, transport problems, and related COVID-19 issues disrupted chips and other parts. We face extraordinarily long lead times obtaining certain cameras, PLCs, touchscreens, and other components. Their prices are rapidly increasing. If we error in a part order, it can now delay our project. We now select products using lead-time as a key criterion. In some cases, we install temporary products and replace them when the real ones arrive.

LELAND: It's no secret that COVID-19 has created a wide range of issues for the security industry in recent years. Cancellations of construction projects, labor shortages, work restrictions due to environmental and health concerns, state/local government restrictions on travel, and global material shortages are some of the challenges being experienced by businesses.

During this disruption, our team at Gallagher have used our drive for innovation and creativity to help others

throughout the pandemic. One way we did this was providing our customers around the world with the technology to keep their site safe and healthy. To do this, we developed our Proximity and Contact Tracing Report and provided it free of charge during the beginning of the pandemic to all our end-users with a valid Command Centre license. This tool helps sites to accurately identify the areas where an employee who is deemed a health risk has been on site and highlights the proximity history between the cardholder and all other cardholders within specified dates.

Supply chain uncertainty is still being felt by businesses around the world, with many products facing long lead times or becoming unavailable. We are fortunate in that we have been able to provide our customers with continued availability and supply of our security solutions, and a lot of this is because of our unique manufacturing process. Our global manufacturing team is based on site at our head office in New Zealand which provides us with complete oversight of our manufacturing and distribution. This, combined with our continued sourcing of high-quality components that make up our solutions, enables us to meet the needs of our customers despite the challenges brought on by material shortages.

TURNER: The COVID-19 pandemic has impacted the SEC industry tremendously. STANLEY Security helped customers identify ways to not just help keep people healthy, safe, and secure, but also ways to use technology to manage operations and create efficiencies. For example, by using technology solutions for visitor management rather than relying on manual processes, face-to-face

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“Currently the most important trend in correctional security is investing in your security infrastructure.”

– Marc Turner,

STANLEY Security

interactions can be reduced as well as time and resources. Such improvements in security integrations can help support a healthier and safer interior environment like a correctional facility where the risk could potentially be heightened.

WERNER: Covid-19's effect on manufacturing can now be felt across the SEC industry with longer lead times on most products. In order to remain resilient, we work with architects upfront to design around products that are available and of high-quality, instead of substituting lesser equipment that

doesn't meet specifications. We also changed some in-house processing times for ordering material.

CN: *What do you think is the key to success with modern security electronics within justice and corrections?*

ALLYN: Service and software. As an aside though, I often preach "function over form." Upgrading older facilities, we see systems abandoned in place for marginal function. Sometimes



complexity was the issue – nobody knew how it was supposed to operate. When designing systems, agencies often select a vendor system ("form") before developing the details of what the system will specifically do and how they will integrate it into their daily jobs ("function"). In my experience, it is better to brainstorm and develop a functional specification before the trade shows and too much vendor contact. With this specification, issuing a Request for Information (RFI) to vendors is a great strategy. Agencies can then host structured demonstrations, Q&A, and interviews with the respondents. Based on what is learned, this process leads to a competitive RFP centered more on function, less on form. I have seen this approach be very successful over the years.

LELAND: Modern security systems provide utility and benefits that far exceed traditional systems within the justice and correctional space. Integrations to video management

solutions, facial recognition, intercoms solutions, inmate databases, environmental controls, guard tours, competencies, advanced control, and overview through interactive site plans all provide a better way to control, monitor, and administer daily operations. Moreover, they deliver a full system audit trail to meet policy and regulation requirements.

TURNER: The key to success with modern security within the justice and corrections space is helping ensure all parties are safe and secure no matter if you are a facility operator, guest or an inmate resident. A key part of this is to ensure that you are using an experienced integrator with the knowledge base of legacy systems. Authentication and access control are generally extremely important by means of accounting for all staff and visitors with the help of electronic security technology. Updated access control systems with biometric readers and dual authentication through both digital and physical keys are both comprehensive options to account for every person.

WERNER: The key to success is customer service. Since starting in this industry in 1999, I have witnessed companies fail at providing service and are either no longer in business or have had their systems retrofitted by companies like Security Automation Systems who focus only on corrections and provides exemplary service.

CN: *What do you anticipate for the SEC field over the next decade?*

ALLYN: Speaking for just myself, the folly of "mass incarceration," "zero youth detention," and similar narratives is killing inner city youth and leading a property crime epidemic. On some level, I suspect we all know that. I am hopeful society openly and honestly addresses that tragedy, with these narratives exposed as false, and their policy prescriptions misguided. Incarceration plays a critical role in public safety and always will. I see corrections retaking its place in society as a just approach to public endangerment and

the professionals working corrections re-appreciated for their role in reducing societal harm – especially to the lifespan and self-esteem of victimized youth.

I anticipate over the next decade, the SEC field will be extremely busy modernizing our nation's jails, prisons, courts, juvenile facilities, and secure mental health for the benefit of the professionals running them and the safety of adults and juveniles confined within.

LELAND: Security solutions will continue to merge the convenience and serviceability of multiple platforms into one seamless software and controls package. Ease of use, scalability, encryptions, and functionality will be at the forefront of these industry-wide requirements.

TURNER: Something we see growing in importance is the need for drone detection at correctional facilities to help stop contraband delivery. Jails and prisons are facing new threats from unmanned aircraft – more commonly known as drones – which are delivering weapons, drugs and other contraband over the fences and directly into correctional institutions. The detection, verification, tracking, and alerting of these drones is going to become increasingly important.

WERNER: The need for drug and mental health assessment and treatment is on-going. New construction projects have incorporated areas to address this need; however, there are still many county jails and prisons that are not adequately equipped. So as the focus shifts to addressing those needs, I see new technology being developed which we will then be able to integrate into our non-proprietary monitoring and control system.

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SEC Roundup

Security Electronics Groups Share News and Updates

By CN Staff

GUARDIAN RFID, a global leader in inmate tracking systems for more than 17 years, has announced the launch of its officer experience platform (OXP), Command Cloud®, the only purpose-built OXP designed to equip correctional officers with all the tools required to create safe and secure environments.

Command Cloud is an integrated suite of applications and services that deliver a common operating picture (COP) — a consolidated display of relevant information designed to improve awareness, collaboration, insight and discoverability among corrections officers in any facility. It leverages new and existing cameras, RFID and vision systems, and will integrate with more than 80 different applications currently in use today in correctional facilities including offender management, jail management and case management systems. Command Cloud is a cloud-based platform paired with ruggedized mobile devices and can be easily deployed and up-and-running within days.

“Correctional professionals have one the highest rates of non-fatal, work-related injuries of any profession in the United States, and inmate altercations continue to be problematic,” said Ken Dalley, Founder and Chief Warrior of GUARDIAN RFID. “But modernizing the technology and tools that are used by officers has the potential to create high levels of situational awareness, increase officer retention and decrease dangerous situations. Command Cloud brings all the critical information right to officers and creates a communications framework to empower teams to improve safety and security.”

Modernizing jail systems benefits all. Historically, correctional facilities — who employ more than 480,000 people in the U.S. — have relied on manual reporting, siloed technology systems and stand-alone apps for operational awareness. But this has left them with blind spots leading to negative results such as allowing inmates into unapproved locations, missing equipment or coordinated assaults on inmates and officers, most of which could have been preventable.”

Based on the most sophisticated computer vision, RFID, facial recognition, machine learning/AI and mobile technologies on the market, Command Cloud enables real-time situational awareness, a term used in public safety to refer to complete visibility into operational data and context that leads to fast decision-making. Command Cloud unifies data from disparate systems, provides context and allows correctional officers to execute decisions quickly with higher situational awareness and quick collaboration.

Command Cloud addresses common challenges within correctional facilities such as:

Awareness

- Automatically identify assets and alert officers of improper movement or missing items such as workshop tools or kitchen equipment

- Automatically monitor human movements and locations to manage secure or restricted access and keep designated groups in approved locations

Collaboration

- Improve safety and security by aggregating data and context from disparate jail operating systems to improve situational awareness

- Communicate among officer teammates to quickly provide status updates or request assistance or intervention

Insight

- Enable correctional officers to capture digital notes tied to specific inmates or activities for proper record keeping

- Quickly assess facility performance to isolate and address operational issues

Discoverability

- Confirm inmate identities for access to locations, medical treatment, commissary, inmate release and more

- Cross-reference inmate data for keep-separates, dietary restrictions and actionable data points

“Too often, bad things happen on camera that go unnoticed in real-time,” said Greg Piper, Director of Academy, GUARDIAN RFID. “Officers or inmates are assaulted in plain view but without an elevated level of situational awareness, response times are delayed. When we bring together all relevant operational data and monitoring systems, we increase the awareness, provide the right context and can work toward reducing both the number and severity of incidents.”

The system is a welcome addition to correctional facilities that are experiencing a tough recruiting market, labor shortages, have less time to properly onboard and train new employees, or are still using disparate, legacy systems and manual tracking.

Senstar’s Newest Resource Steals the Show

Senstar, a global provider of video management and perimeter intrusion detection solutions, is pleased to announce its Senstar



Command Cloud’s many benefits include real-time situational awareness.

Symphony Sensor Fusion Engine has been awarded a Security Industry Association (SIA) New Products & Solutions Award. Senstar's newest ground-breaking technology won in the Intrusion Detection and Prevention Solutions (Physical) – Wired category, recognizing technologies used to detect and/or prevent unauthorized entry into a secure area, indoor or out. The awards were presented in March at ISC West in Las Vegas.

The Senstar Symphony Sensor Fusion Engine is a breakthrough technology that synthesizes data from separate systems to generate actionable information. More than just simple Boolean logic integration, the sensor fusion engine accesses low level data to intelligently characterize potential risks. Data synthesis enables the system to achieve levels of performance that exceed those of individual sensors.

“The Senstar Symphony Sensor Fusion Engine addresses two of the top concerns for perimeter security—reducing nuisance alarms and increasing Probability of detection,” said Senstar Managing Director Fabien Haubert. “Thank you to SIA for recognizing Senstar’s efforts to advance perimeter security technologies to meet the evolving needs of our customers and partners in the perimeter security industry.”

The Senstar Symphony Sensor Fusion Engine is part of the The Senstar Symphony™ Common Operating Platform – a modular solution for security management and data intelligence. In addition to being an open, highly scalable video management system with built-in video analytics, it includes full-featured access control and perimeter intrusion detection modules.

SIA is the leading trade association for global security solution providers, with over 1,100 innovative member companies representing thousands of security leaders and experts who shape the future of the security industry. Since its inception in 1979, SIA’s New Products & Solutions (formerly New Product Showcase) has been the security industry’s premier product awards program.

With innovative perimeter intrusion detection systems (including fence sensors, buried sensors, and above ground sensors), intelligent video management, video analytics, and access control, Senstar offers a comprehensive suite of proven, integrated solutions that reduce complexity, improve performance and unify support. For 40 years, Senstar has been safeguarding people, places and property for organizations around the world, with a special focus in utilities, logistics, corrections, and energy markets.

SAS Weighs in from Indy

“We balance our backlog with both new construction and retrofit projects. While retrofitting a system in an existing facility isn’t as glamorous as a new facility with the smell of fresh paint, it is thoroughly rewarding,” reported Trisha Werner, Sales & Marketing Rep., Security Automation Systems, Inc. “To decipher a mess of jumbled wire and not only take down the live system(s), but bring up the new system(s) as quickly and efficiently as possible is an art form we have mastered and are proud of. Recently we completed the upgrade of the existing locking and control systems for four (4) Housing Units and one



Photo Credit: Senstar

The Senstar Symphony Sensor Fusion Engine was recognized for excellence at ISC West in Las Vegas.

(1) Segregation Building at the Illinois River Correctional Center in Canton, Illinois.”

Justice Systems Corporation Provides Project Update

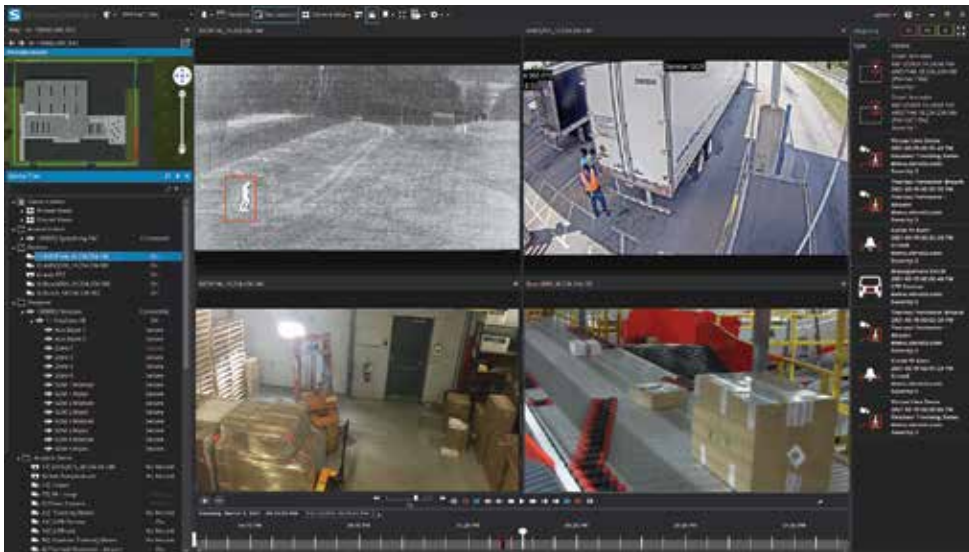
“We just completed a security retrofit of the Clallam County Jail in Port Angeles, Washington and are currently working on two additional jail security upgrades: Island County Jail, Coupeville, Washington and Calaveras County Jail, San Andreas,



Photo Credit: SAS

SAS recently completed upgrades of lock and control systems at Illinois River Correctional.

California,” said Paul Allyn. “We also have begun the security retrofit and upgrade of the Eastern Oregon Correctional Institution in Pendleton, Oregon. It began life in 1913 as a mental hospital until 1985, when it converted in phases into a State prison. Of note, incarcerated adults working textile jobs inside produce the ‘Prison Blues’ line of denim jeans for outside sale and wear inside the facility.”



The Senstar Symphony Common Operating Platform provides a single “pane of glass” user interface from which operators can view cameras while managing perimeter alarms and access control devices.

Getting Defensive

Top Tech Expert Provides Insights on Protecting Your Perimeter

By Zach Chouteau

To get the current pulse of Perimeter Security, CN tapped the brain of Brad Martin, Director of Product Management with Senstar, who filled us in on smart strategies, breakthrough tech, keys to success and more.

CN: *What are some of the key ingredients to successful perimeter protection in 2022?*

Martin: While the core functions of perimeter security remain the same, namely to deter, detect, delay, assess and respond to intrusions, the increasing ubiquity of security technology requires a streamlining of data to avoid information overload in command centers. To achieve this, careful consideration of the multi-layered technologies is needed – from perimeter sensors that avoid nuisance alarms, to video cameras that provide clear visibility regardless of location, lighting or weather, to software that integrates the different systems together. An integrated, intuitive single “pane of glass” user interface can reduce training requirements and ensure operator attention is directed to where it matters most.

CN: *Can you tell me about any major breakthrough/s in perimeter security in recent years?*

Martin: The arrival of true sensor fusion is a major breakthrough in perimeter security. Sensor fusion synthesizes low-level data from separate systems to generate actionable information. More than a simple Boolean logic integration, true sensor fusion analyzes real-time sensor data alongside historical,

locational, environmental, and classification data before generating an alarm. When security threat data is synthesized from multiple systems including fence sensors and video analytics, nuisance alarms generated by wind or debris as well as non-threatening human activity can be virtually eliminated while still maintaining the system’s high probability of detection. For correctional officers in the command center, this means a dramatic reduction in distractions and faster response times to genuine threats.

The arrival of true sensor fusion is a major breakthrough in perimeter security.



Senstar's Sensor Fusion Engine uses low-level data from fence sensors and video analytics to maintain the highest probability of detection while defeating nuisance alarms once and for all.

Senstar's FlexZone Locating Fence-Mounted Intrusion Detection Sensor protects correctional facilities around the world and is available in both regular and armored versions.

CN: Has the pandemic impacted your company's business approach at all, and if so, how?

Martin: Since Senstar is a global company with operations worldwide, we needed to be aware of and adhere to COVID protocols for different countries. This impacted our ability to travel, visit customers, provide service at correctional facilities, and host in-person training. These challenges aside, Senstar successfully maintained its operations and research centers while exploring new opportunities for remote site planning, online training, and customer self-help.

CN: In a nutshell, can you tell me Senstar's philosophy when it comes to creating effective solutions for facility security, particularly in terms of perimeter protection?

Martin: With over 40 years of experience providing security solutions to correctional institutions, Senstar has in-depth, profound knowledge of how to successfully deploy new technologies in this challenging and dangerous environment.

When security technologies are deployed in a correctional environment, they must work with existing fence and video surveillance infrastructure, be easy to use and maintain, be reliable under all weather conditions, and generate alarms only when valid threats are detected. That's why Senstar has researched and developed new technology that finally defeats nuisance alarms once and for all. The Senstar Sensor Fusion Engine analyzes real-time fence sensor and video analytic data alongside historical, locational, environmental, and classification data before generating an alarm. When signal response data from fence sensors and video analytic systems is synthesized,



Photo Credit (all): Senstar

nuisance alarms generated by wind or debris as well as non-threat human activity are virtually eliminated while the system's high probability of detection is maintained.

CN: How do you see perimeter security advancing over the next decade?

Martin: The most valuable assets in correctional institutions will remain correctional officers and other security personnel. The role of security technology is to augment the effectiveness of human resources by better equipping them with the information they need to rapidly detect, classify and respond to threats. Advanced technologies like AI-enabled video analytics, sensor fusion, and next-generation detection technologies will focus on providing personnel with better, faster, and more relevant information, enabling them to respond quickly and effectively to real threats, while filtering out nuisance alarms caused by environmental conditions and other factors.