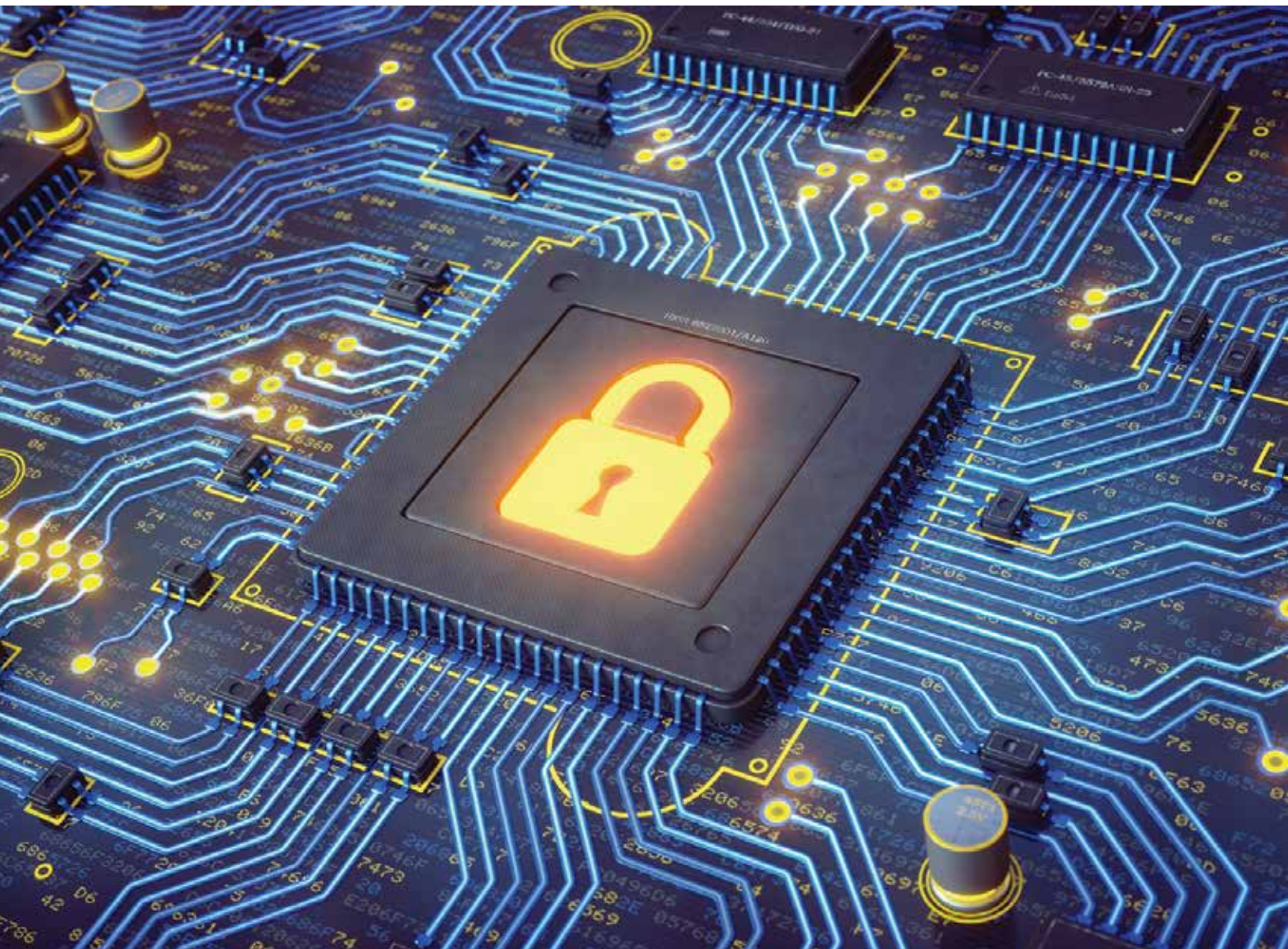


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2021 SECURITY ELECTRONICS CONTRACTORS REPORT

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

Trends, Technology and the Challenges of COVID-19

Security Electronics Contractors Share an Array of News

By CN Staff

As we survey the Security Electronics landscape and its gamut of contractors for our annual roundup, CN is once again inspired by the array of new projects, products and other fresh news around the industry—in North America and abroad.

Hayden George, General Manager, Advanced Security Group comments, “We truly value the long-standing relationship with Gallagher. Our team love using the product day-to-day and harnessing the powerful feature set to solve our customers problems. Gallagher continue to raise the bar in their service delivery,

they do in supporting us to excel for our clients.”

150 people across Advanced Security’s nationwide team rated their suppliers based on a range of services, including, technical support, ordering processes, sales support, lead-generation, and product quality. Winners were announced last week at an awards evening in Auckland, New Zealand, where TPT acknowledged suppliers across their businesses.

Gallagher also recently launched its Gallagher Care Plan—a tailored system and support package designed to deliver significantly more value to Software Maintenance customers. Through Care Plan, customers will have access to added value and benefits, including an extension of the current five-year hardware warranty on selected Gallagher security solutions, allowing customers total warranty protection for up to 10 years. As with a number of recent product and service offerings, Gallagher will provide Care Plan at no cost to customers in their Software Maintenance program.

Photo Credit: Gallagher Security



Gallagher recently entered a partnership with Invixium to forge an integrated solution involving biometric technology.

Here’s a look at what some of today’s top SEC companies had to report during our recent check-in.

Big News from New Zealand

A technology leader in integrated access control, intruder alarms management and perimeter protection, Gallagher’s security solutions are in use within the highest levels of national and local government, military, commercial, industrial, healthcare, transportation, and academic organizations in more than 130 countries.

Gallagher’s New Zealand-based security team were presented with a Supplier of the Year award at the Advanced Group Supplier Awards evening in mid-May. One of the largest electronic security integrators, and part of the TPT Group, Advanced Security and Gallagher have been working in partnership for many years.

innovation, and relationship management. This award speaks to the great work

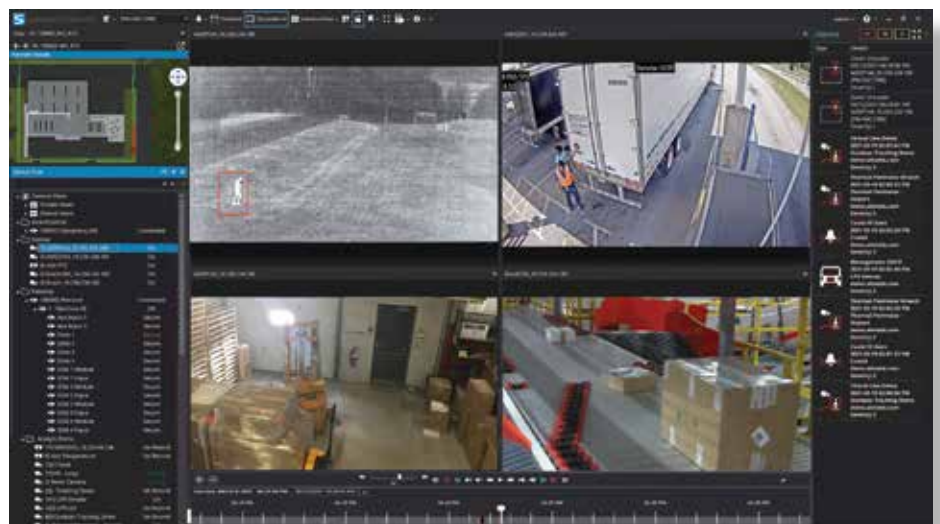


Photo Credit: Senstar

The Senstar Symphony Common Operating Platform with sensor fusion engine is a modular solution for security management and data intelligence that includes full-featured access control and perimeter intrusion detection modules.



CML's new facility will focus on supporting an extensive number of smaller, quick turnaround fabrications.

Gallagher Care Plan was developed in response to Gallagher's Voice of the Customer program, which highlighted an opportunity to help customers optimize their system configuration, gain a wider understanding of Gallagher solutions, and maximize the value of their investment.

Through this new initiative, customers have access to support across four key areas: product releases and warranty, training, advisory services, and development – complementing the support and service offerings they receive from their integrator.

As part of Gallagher's commitment to product training and education, Gallagher Care Plan offers online and in-person training courses for customers to gain a deeper understanding of how their security system works, helping customers utilize their solution in the best way for their site's unique needs.

In the last 12 months, over 7,000 security professionals around the world have enrolled in Gallagher's online training certifications. Customer operator and administration training will continue to be made available through Care Plan at no additional cost, with further online courses being continually added.

Gallagher Care Plan adds to

Gallagher's long history of delivering outstanding value, including an industry leading warranty and the award-winning Security Health Check and Proximity and Contact Tracing Report tools - both made available free-of-charge to Gallagher's customers during the COVID-19 pandemic.

Gallagher Security also reached a partnership recently with Invoxium, a premier manufacturer of innovative touchless biometric solutions; the team-up involves integration between Gallagher Command Centre and Invoxium's IXM WEB software. As part of their COVID-19 response, Gallagher and Invoxium collaborated to develop an integrated, user-friendly solution to address the global market's immediate, health-oriented needs.

IXM TITAN with Enhancement Kit is Invoxium's flagship biometric reader and hallmark of its COVID-19 solution, which delivers simultaneous face recognition and elevated body temperature detection at the medial canthus (tear duct). Through this integrated solution, TITAN will now communicate health events such as temperature screening and mask detection to Gallagher's security management platform, Command Centre.

Alarm notification events – such as elevated body temperature or the absence of a face mask – will be captured in Command Centre's Alarm Viewer.

Gallagher and Invoxium also recently reached a global agreement where Gallagher will distribute Invoxium products for access control.

CML Grows in Texas

CML Southern Regional Office, based in San Antonio, Texas, has a security electronics department that is focused on customer needs while achieving the project requirements and or project specifications. CML's exclusive comments to CN on its new facility there follow:

"The newly built fabrication shop can accommodate a large-sized project to a few medium- to smaller-sized projects. This allows CML to balance project loads between our Broomfield office and the San Antonio office. Broomfield has a setup that focuses on larger, longer term fabrication efforts, while San Antonio supports an extensive number of smaller, quick turnaround fabrications. Throughout both, we utilize a CML approach to encompass the project start up and buildout while capturing the customer appreciation aspect.

CML has brought the Lab approach to our fabrication shop to give the Customer, Consultants, Architects, Engineers, Contractors the best experience possible when joining us for their project factory acceptance test, also known as a (F.A.T.). The FAT is the very best time to get the most feedback about the project security electronics equipment and control functions prior to product shipping. While embracing the customer comfort and best demonstrations possible. CML is driven to not only have the very best testing / quality control of the security electronics equipment but we also strive to have the very best customer satisfaction and experience while they attend at our facility.

While building up our projects in a laboratory environment our technicians maintain continued security electronics training throughout the year and each year for continued educational courses.

Our CML Programming team, Shop/Lab technicians, and field teams

are certified on, and trained in, the following...

- CCTV Systems
- Networking Systems
- Audio Systems
- Card Access Systems
- PLC Programming
- HMI Programming
- Control System Relay Buildouts
- Nurse Call Systems
- Duress Alarm Systems
- Perimeter Fence Systems

While we focus on the above list to meet the needs and requirements of the facilities or projects we take on, our Security Electronics team can accomplish the requirements of each facility and meet construction dates as needed. The CML fabrication lab has over 20+ years of experience in the security electronics industry with several technicians who hold degrees in electronics making CML a continued leader in the industry.”

Cornerstone of the Industry

Cornerstone was a key member for the Design-Assist team of a 2,220-bed facility that wrapped recently in Florida, a new three-story, 300,000-square-foot, correctional facility for the Escambia County Corrections Department.

In addition to new housing units for both adult and juvenile inmates, key components of the correctional facility include a secure sallyport; an inmate intake and receiving area; and commissary, laundry, and food service areas that will serve both the old and new facilities.

The new facility will anchor a redevelopment initiative for an economically depressed area of Pensacola, where a future redevelopment initiative is planned. The design is intended to fit in with nearby commercial office and retail businesses. It was specifically designed to complement future commercial office and retail neighbors.

Senstar Introduces the Symphony

Meanwhile, Senstar, a world leader in video management and perimeter intrusion detection solutions, has announced the launch of its Senstar



Photo Credit: CML

CML's newly launched fabrication shop in San Antonio will help the firm's security electronics arm balance its workload between there and its Broomfield facility.

Symphony Common Operating Platform with sensor fusion engine, 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.

“What truly sets Senstar Symphony apart from other systems is its sensor fusion engine,” said Chief Technology Officer Jeremy Weese. “By intelligently combining low-level sensor data with video analytics, the sensor fusion engine achieves the highest levels of performance, far beyond that of the individual devices. Senstar Symphony seamlessly incorporates sensor fusion, event algorithms, and rule-based actions to provide unmatched capabilities, flexibility, and performance.”

The modular design of the platform allows each function – video management, video analytics, security management, access control, and perimeter intrusion detection – to be used on its own as a world-class solution and to coexist with third-party systems. As an organization grows and needs evolve, operations can be streamlined by adding functions into the platform.

The platform offers per device licensing, so organizations only pay for what they need, with the option to add licenses at any time. As well, the same Senstar Symphony software runs on all servers, making it easy to expand computing resources simply by adding additional hardware. Finally, with built-in server and database redundancy, Senstar Symphony eliminates the need for expensive Microsoft Clustering solutions normally required when deploying high-availability systems.

“With its sensor fusion engine and modular design, the Senstar Symphony Common Operating Platform allows us to truly differentiate as we focus on delivering solutions for customers around the world in utilities, logistics, corrections, and oil and gas markets,” said Managing Director Fabien Haubert. “Senstar is pleased to continue to push the envelope to enhance the effectiveness of security technology while simplifying deployment and day-to-day operations.”

The Senstar Symphony Common Operating Platform is the latest expansion of the Senstar Symphony Video Management Software, a leading solution in the security industry for close to 20 years.

Projects, Predictions & Prevalent Trends

Trio of SEC Leaders Share Their Insights

By Zach Chouteau

For the 2021 meeting of security electronic minds, our SEC roundtable comprises Heath Claborn, Vice President, Cornerstone; Ryan Tomlinson, President, Security Automation Systems; and Scott Walker, CML Security, System Support Manager – Southwest Regional Office.

The trio of industry leaders candidly shared their insights and opinions on recent industry waves, intriguing SEC projects and other key current topics.

CN: What do you think is the most prevalent current trend in the Security Electronics Contractor (SEC) industry



within corrections?

Claborn: With the rapid evolution of technology, we try to stay on top of new developments. One avenue of constant change is the camera industry. We pay close attention to the cost of data storage along with the changing perks that camera systems offer. (i.e.- face recognition, human temperature control, and real-time analytics) As these new offerings present new and exciting capabilities we have to make sure that these offerings are reliable and cost-effective for our clients and customers.

Tomlinson: The implementation of newer technologies and capabilities available in the video surveillance industry. Technological advances in

this industry happen continuously. The demand from Owners and Operators for features such as higher resolution cameras, longer storage, implementation of video analytics for alarm generation and search capabilities seems to increase each year.

Walker: Currently the focus is and will be for a while network growth. While we see most things developing around networks we are still at the tip of the iceberg.

CN: In what way has the COVID-19 pandemic impacted the SEC landscape most profoundly?

Claborn: The pandemic has caused delays in product manufacturing and delivery. Most of our projects—if not all—have been deemed as essential projects so projects under an award have continued. The pandemic has caused delays in other projects starting however we have continued to stay positive during the pandemic. Our construction sector has not been affected near as much as other markets. As many individuals have suffered during this pandemic we continue to support a healthy and safe working environment for our staff and our clients.

Tomlinson: The pandemic most affected the day-to-day methods of marketing and project coordination. Following CDC guidelines of social distancing, wearing PPE, etc. resulted in many conferences being outright



cancelled. Many sales meetings previously conducted face-to-face had to be done virtually. Learning effective ways of communicating with customers remotely is now a must. Coordination meetings for design work and project work are now more often conducted virtually. The implementation of remote meetings via the many available platforms (Microsoft Teams, Zoom, etc.) has been one of the most notable changes since the pandemic started.

Walker: We have noticed lots of new needs in the corrections industry, from heat/inferred cameras to fast response isolation cells we have been extremely



fortunate to be able to respond to our facilities and customers. The main impact was the delays of materials due to shipping and manufacturing constraints.

CN: Does your firm have any recent or upcoming projects of note?

Claborn: Escambia County Jail in Pensacola, Florida. We worked with Caddell Construction to get this project completed.

Tomlinson: Although we have several new construction and retrofit projects in process, the most notable current project is the Marion County Criminal Justice Complex, which is scheduled to be completed by the end of 2021. This project consists of a new Jail, Courthouse, Sheriff's Office and Central Utility Plant for the City of

Indianapolis. This project includes door control, digital intercom, card access, video surveillance and recording, a video content analytics system, man down alert system, inmate tracking system and lighting control.

Walker: At our Southern Regional Office in San Antonio, we are performing for Harris County Sheriff's Office facilities and new constructions on others at their locations. We have recently completed several such as South Dakota State Penitentiary, Sandoval County NM, and more. We anticipate much more for our facility now that we can house larger projects or several smaller sized projects.

CN: *During your time in the industry what approach or philosophy do you believe has been most effective in successful project outcomes?*

Claborn: We continue to emphasize the importance of our people. Our team has been resilient through the pandemic and we are so very proud of the achievements we have had over the past calendar year. However, doing the right thing in life and or business is never wrong. We aren't going to allow outside negatives to affect the way we handle our clients or how we approach business. Staying true to who we are and completing our commitments have been a staple for our business for many years.

Tomlinson: Approaching each project (no matter the size) with the same philosophy and effort. Our philosophy has been to exceed our customer's expectations. This starts with being honest and responsive to the customer. Our goal is to meet the needs of the customer while staying within their budget and developing appropriate material and labor budgets for our project implementation team to be successful. Finally, when the project has been completed, responding to the customer in a timely manner when they need assistance for service, parts, and future system changes.

Walker: Hahaha! That's easy,... teamwork! There is no one person who is in this that can do it all.

With our teams working as one and communication is key, but the teamwork and continued efforts to be the best at what we do is the goal that I truly believe we have and strive for.

CN: *What do you anticipate for the SEC field in the next 5-6 years?*

Claborn: With inflation being at the forefront of all construction sectors we have to be diligent in educating our clients on the increasing costs of product and labor. Managing old budgets and getting projects to move forward in this political climate is also a grueling task. We have to be able to navigate the negative connotations of current market perception and start creating positive narratives to the services that we provide along with those sectors that we serve.

One major influence for the positive is an increased emphasis on behavioral health. We truly believe that our products and services can help reduce the rates of recidivism nationwide.

When looking into the positives of the services that we provide. It is imperative to continue to support and value our servicemen and women. In the future, we here at Cornerstone continue to stay positive. As many things change some things stay the same. The services and products that we provide will surely continue to evolve. However, how we approach the years to come and the narrative that we create will have a huge effect on the molding of our industry. We must continue to educate others

Tomlinson: The retrofit/upgrade market continues to be active and I anticipate it to be strong over the next several years. I think the introduction and implementation of new video technologies will continue as we have seen over the last several years. Although it has been slow to gain traction in the correctional market, I think you will see some services and system features move to mobile devices and the Cloud. Due to concerns over COVID and related viruses, construction of facilities with more cells than dorm areas may occur.

“Learning effective ways of communicating with customers remotely is now a must.”

- Ryan Tomlinson,
Security Automation Systems

Walker: I would expect and hope to see more of our field staff more network-driven and certified. One of the key points made earlier is how much of the industry is and has moved to the networking industry more and more. Most likely in the next 5 years we will see POE Locks, POE intercoms, POE Cameras, POE duress devices all on one project mainly utilizing network switches. We see much of this already in different combinations.

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Rethinking Perimeter Protection

System Integration Speeds Response and Boosts Security

By CN Staff

Perimeter Product Manager for Gallagher, Dave Solly, recently shared some thoughts with CN on the vitally crucial perimeter protection aspect of corrections security.

After just under 10 years with Gallagher, Solly has an extensive understanding of the unique security challenges of customer sites and the importance of intelligent, integrated perimeter security solutions.

What is the greatest current challenge with perimeter protection, and how is Gallagher helping facilities face that threat?

The value of perimeter security is often underestimated, which results in organizations opting for substitute technologies, rather than using the right technology for the right application. This is less prevalent for critical sites, such as correctional facilities, where the risk of someone breaching the perimeter line is a very real consideration.

However, with high levels of risk adversity comes the hesitation to adopt new technologies. Cybersecurity threats are becoming a very real threat to perimeter protection and is forcing a rethink in how and what technologies are installed, with a shift toward more intelligent and integrated solutions.

Perimeter protection acts as the first line of defense for an overall security system, and when considering the cyber protection of these systems an end-to-end approach is vital. A cybersecurity vulnerability can occur along any of the communication channels, from the fence detector, right through to the device that displays the alarm to the security guard.

Gallagher considers each communication link and device to assure the complete security of a perimeter protection system. Our security solutions are engineered to meet stringent standards that define how high



Solly

security sites around the world should be protected and are backed by the implementation of government standards to validate their effectiveness. We regularly undertake internal and external penetration testing of our products to ensure they are hardened and secure to mitigate the risk of cyber-attacks.

From a technological aspect, what do you think has been the greatest recent advancement with perimeter security?

Historically, perimeter protection systems have been completely independent of a sites internal security system, leading to disparate systems in the control room that are not designed to work together.

In recent years, we have seen a shift to intelligent, integrated perimeter solutions where detailed reporting and configuration can be carried out on the performance of the perimeter technology. By integrating all systems into a single security management system, like that of Gallagher's Command Centre, operators are trained on one application, with a single point for reporting on detail such as fence voltage levels, operator use statistics, or specific zone alarm data – saving time, creating operational efficiencies, and reducing cost. An integrated approach provides the control room operator with all the information associated with an attempted attack to their fence line, ultimately assisting with faster response times.

What do you think is the key to success when it comes to seamless perimeter security?



For sites requiring higher levels of perimeter protection, it's crucial that perimeter security is as sensitive to tampering on the fence line as possible.

Photo Credit (all): Gallagher



Perimeter protection acts as the first line of defense for an overall security system.

No matter the site, for Gallagher, success lies in understanding and meeting the needs of our customers. As a vertically integrated company we design and manufacture our own products, which allows us to adapt our perimeter technology to ensure our customers get the best solution.

There are many factors that contribute to the performance of a perimeter security solution, ranging from environmental, through to site requirements for a high degree of redundancy – all of which can have differing effects depending on the technology used.

The main requirement from customers when it comes to an intelligent perimeter is a high probability of detection and low false alarm rate. For sites requiring higher levels of perimeter protection, like prisons, it is crucial that perimeter security is as sensitive to tampering on the fence line as possible to prevent and detect perimeter breaches. However, a highly sensitive fence line can be subject to false alarms due to factors such as disturbances from wildlife and environmental extremes.

To help organizations operating in harsh environments, Gallagher have introduced an innovative new feature,

Adaptive Thresholds, within their Command Centre security management system. This feature allows Gallagher's Monitored Pulse Fence System to adapt dynamically to environmental changes which cause fluctuations in voltage on the fence line. Through the application of Adaptive Thresholds, sites can reduce false alarms while still ensuring unsurpassed sensitivity for a highly secure perimeter.

How has the pandemic impacted correctional/perimeter security—and your firm's approach, if at all?

Throughout the COVID-19 pandemic, Gallagher have continued to provide perimeter security solutions to our global customer network to ensure their people and assets remain protected. Our intelligent deterrent and detection technologies continue to be utilized across small to medium commercial and industrial facilities, right through to larger correctional, utility, and high-profile government sites.

While the protection of property continues to be a serious factor, the protection of people has been an important part of Gallagher's pandemic response. We have amplified our

The main requirement from customers when it comes to an intelligent perimeter is a high probability of detection and low false alarm rate.

development plans and investment strategies and created award-winning solutions like our Proximity and Contact Tracing Report which enables organizations to quickly and accurately identify where a specified person has been on site through fast and effective contact tracing.

To find out more about Gallagher's inspired security solutions visit <https://security.gallagher.com>.

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