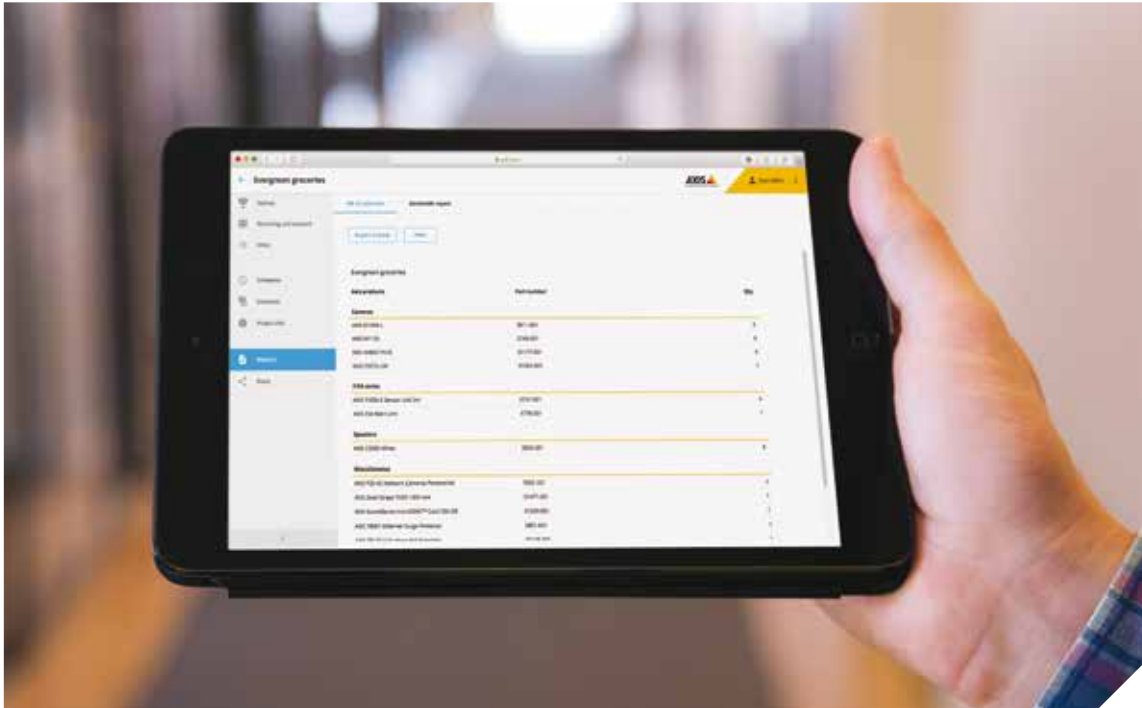


Success in designing, specifying and installing high-quality security solutions.

How two trusted Axis partners have benefited from AXIS Site Designer, a powerful tool that is transforming the way they do business and win projects.



Organization:
Southern Fire and Security
/ Active Systems

Location:
UK

Application:
Safety and security

Axis partners:
Southern Fire and Security
/ Active Systems

Mission

Designing and specifying a physical security solution for a site can be a highly complex process. Two of Axis' trusted partners, Southern Fire and Security and Acctive Systems, found that it was becoming increasingly problematic to demonstrate to their clients the precise functionality of security technologies in fine detail and to show how they would operate at a site or impact existing infrastructure. As evolving threats demand new and dedicated solutions for advanced levels of protection, both Axis partners realised that they needed to find a solution that would enable them to design and demonstrate modern security technologies quickly, with greater flexibility, in a way that would more accurately promote their benefits to the customer.

Solution

Southern Fire and Security and Acctive Systems turned to AXIS Site Designer, a powerful web application that is ideally suited for designing surveillance systems featuring Axis' end-to-end products as well as those from selected third party VMS partners.

AXIS Site Designer facilitates the quick and easy design of complete and complex solutions to the finest detail. The intuitive application has great capabilities to help streamline design workflow; simplify the demonstration of security products and accessories; calculate exact camera angles for maximum visibility; share site notes with installers; automatically generate a quotation; and change items in the bill of materials within minutes. AXIS Site Designer has vastly improved the service that both businesses can offer to their customers.

Result

Both Southern Fire and Security and Acctive Systems have found AXIS Site Designer to be a major benefit through its ability to provide detail down to a granular level in their solution designs, while high-quality, detailed inventories demonstrate a level of professionalism to prospects and clients. The application makes it extremely fast and easy to make design recommendations, adding and changing solutions to meet customer demand.



For end-to-end systems using AXIS Camera Station, AXIS Site Designer can even distribute the camera settings automatically to quickly get the system up and running. Both partners are finding that its capabilities are having a positive impact, significantly reducing design time and aiding new business acquisitions and upcoming projects.

The growth in the IoT and connected devices has had a great impact on the possibilities offered by modern IP enabled security solutions. Southern Fire and Security and Acctive Systems, two of Axis' trusted partners, have recently adopted AXIS Site Designer, a powerful web application which allows them to design complete solutions to the finest detail, incorporating a range of digital security technologies.

Before turning to AXIS Site Designer, the partners found that while they were able to design and specify complex technological security solutions to meet their customers exacting needs, it proved problematic to demonstrate the precise functionality of those technologies in fine detail, and how they would operate at a site or impact existing infrastructure. This was becoming more challenging when trying to demonstrate the full functionality of modern security solutions.

Southern Fire and Security offers the complete package when it comes to security, from small domestic alarm systems to larger projects comprising more than 200 devices. With an extensive knowledge base covering alarm systems, surveillance cameras, door entry systems and manned security, the company has recently taken on the specification of security and surveillance systems for several high value properties around the London area. Yet specifying solutions was proving to be a struggle.

Steve Wilson, Director, Southern Fire and Security, begins: "When securing a large property, both the building and any vulnerabilities around its grounds must be considered. It's very difficult to plan some of these more involved projects in fine detail. We desperately needed a way to be able to visualise an entire estate and how a solution would operate."

Acctive Systems is a leading integrator of electronic security systems. Accredited to the highest industry standards they provide design, installation, integration, maintenance and consultancy services covering a range of security solutions which include video surveillance, access control and intruder alarms. Acctive Systems was seeking a solution to be able to specify the right system in greater detail to fit the exact operational requirements and needs of its clients.

Gerry Numa, Chief Technical Officer, Acctive Systems, explains: "We wanted something to help us bring our designs to life, offering full flexibility to add and change solutions as required while allowing us to specify entire security systems down to the finest detail."

It was apparent that a new approach was needed to improve the ability to design and demonstrate such technologies, while also providing detailed schematics and inventories. AXIS Site Designer is an innovative tool that can simplify and streamline the design of security and surveillance systems, assist quotation workflow and make projects easier to specify, revise and implement. Taking the form of a free web application, AXIS Site Designer facilitates efficient management of projects both large and small, with access from desktop or mobile device making it ideal for use in any location.





Steve continues: "The application removes any guesswork, making our lives much easier. It even shows the mounts and accessories that match each device. What adds to the level of professionalism is that we can now provide our prospects and customers with an in-depth look at a whole array of additional elements and factors relating to a system's design, such as storage and bandwidth requirements. AXIS Site Designer is excellent, it really enhances our current operations and gives us a massive confidence boost."

Creating the right system to fit the exact operational requirements and needs of a client becomes simple with an intuitive maps feature, allowing floor plans of any site to be imported into the application. Cameras can be virtually positioned and their coverage visually demonstrated. This also helps to identify potential issues to be rectified, such as blind spots affecting the field of view, before the solution is physically implemented. AXIS Site Designer also represents cost savings through its ability to improve the accuracy of design, specification and installation.

"We consider Axis one of the top security brands so the decision to work with them was easy," says Gerry. "AXIS Site Designer is not complicated. It allows professional systems to be accurately designed and even produces detailed inventories, providing a real 'wow factor' for clients and prospects. I'm confident that it has significantly contributed to us winning new customers."

Both Steve and Gerry cite their Axis account manager, Sean McNaboe, as playing an instrumental role in increasing their awareness and understanding of AXIS Site Designer and its functionality, which included one-to-one training and actively running through projects together. They would encourage other partners to reach out to their dedicated account manager and ask about the free training and support that Axis can offer. Steve and Gerry agree that AXIS Site Designer is a powerful and versatile tool that helps them drive their businesses forward while meeting, and exceeding, the ongoing requirements of their customers.

www.axis.com/tools/axis-site-designer/overview
www.southernfiresecurity.co.uk/
www.acctive.co.uk/

"AXIS Site Designer is not complicated. It allows professional systems to be accurately designed and even produces detailed inventories, providing a real 'wow factor' for clients and prospects. I'm confident that it has significantly contributed to us winning new customers."

Gerry Numa, Chief Technical Officer, Acctive Systems.



"We can now provide our prospects and customers with an in-depth look at a whole array of additional elements and factors relating to system's design, such as storage and bandwidth requirements. AXIS Site Designer is excellent, it really enhances our current operations and gives us a massive confidence boost."

Steve Wilson, Director, Southern Fire and Security.



About Axis Communications

Axis enables a smarter and safer world by creating network solutions that provide insights for improving security and new ways of doing business. As the industry leader in network video, Axis offers products and services for video surveillance and analytics, access control, intercom and audio systems. Axis has more than 3,800 dedicated employees in over 50 countries and collaborates with partners worldwide to deliver customer solutions. Axis was founded in 1984 and has its headquarters in Lund, Sweden.

For more information about Axis, please visit our website www.axis.com

For more information on Axis solutions, visit www.axis.com/xxx
To find a reseller of Axis products & solutions, visit www.axis.com/where-to-buy

©2021 Axis Communications AB. AXIS COMMUNICATIONS, AXIS, ARTPEC and VAPIX are registered trademarks of Axis AB in various jurisdictions. All other trademarks are the property of their respective owners.

