

## Axis secures the industrial activities of SAPEC.

The French leader in electrolytic coating has chosen Axis Communications to equip its production sites.



Organization:  
SAPEC

Location:  
Thiers, France

Industry segment:  
Industrial

Application:  
Remote troubleshooting  
and fight against  
industrial espionage  
and theft

Axis partner:  
Areste

### Mission

The Technical Director of SAPEC was constantly on call to deal with false alarms from a system installed several years ago. The goal was to limit the time made for troubleshooting, while also focusing on the fight against industrial espionage and theft at three production sites.

### Solution

On the advice of its local integrator, SAPEC opted for a network video solution consisting of Axis network cameras. This solution permits real-time monitoring for instant troubleshooting, at any time of the day or night, from a remote site. In addition, video clips are recorded to permit the tracking of possible offences. Finally, certain cameras used to secure the site at night also permit the monitoring of visitor movements during the day.

### Result

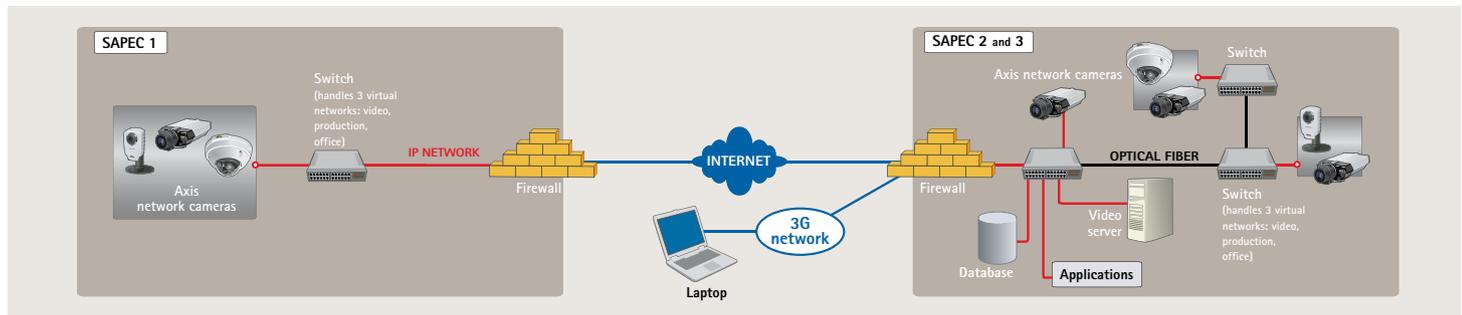
The solution's performance exceeds the expectations of its Technical Director, Mr. Bertrand Papon. The entire system is secured and operational day and night. For Mr. Papon, real-time remote troubleshooting means an end to constant call-outs to the site, which is located in a particularly isolated, mountainous area. From a financial perspective, the cost savings from preventing possible break-ins make the investment highly profitable.

### Combating false alarms

As a high-tech enterprise, SAPEC specializes in processing galvanized metals for the automobile industry. The company receives and directly processes its customers' parts in its production units. Based in Thiers in central France, SAPEC has three sites spread over four hectares, employs 90 people and recorded a turnover of €9 million in 2006.

"The SAPEC production unit incorporates the latest cutting-edge technologies. We wanted to maintain consistency and select the best. We opted for a future-proof IP-based network video solution from Axis Communications."

Mr Bertrand Papon – Technical Director of SAPEC.



Despite the alarm system deployed by SAPEC at its production sites, Mr. Papon was constantly at the receiving end of callouts to deal with alarms which often turned out to be false. The geographical isolation of the production site meant he spent a great deal of travelling in all weather conditions and at all times of the day. To solve this problem and strengthen the security of the sites, SAPEC opted for a video surveillance system which limits the risks of industrial espionage, acts as a deterrent to limit internal shrinkage and permits real-time remote troubleshooting from a regular PC connected to the Internet. SAPEC wanted to monitor intrusions and benefit from a continuous recording function permitting images to be searched through rapidly during a questionable or suspicious event.

### Future-proof technology and guarantee of quality

SAPEC decided to turn to the company Areste, an integrator based in Clermont-Ferrand, to implement a network video solution based on Axis Communications products. The AXIS 225FD Fixed Dome Network Camera was selected for its ability to function in challenging environments. The watertight anti-vandal case of this camera permits optimal functionality at an industrial site like SAPEC. A dozen of these cameras were deployed. In addition, six AXIS 221 Network Cameras were added in the most restrictive areas. This camera was also selected for its high performance, regardless of the lighting conditions, even during the night with infrared light.

Finally, an AXIS 207 Network Camera was installed in the reception to monitor the lobby and the comings and goings of employees and visitors.

The IP Record 2005 software developed by Arc'Création permits recordings to be made and searched through later to find a particular event in the recorded sequences.

### An effective, reliable and profitable solution

Since installing the system, SAPEC has expressed its satisfaction with its choice, praising in particular the system's flexibility and user-friendliness. Not only has the solution operated entirely fault-free, but the technical team has also been impressed by the quality, reliability and profitability of the Axis cameras. SAPEC chose them first and foremost for their excellent price/quality ratio. The total investment amounted to around €35,000.

Another key advantage is that, if SAPEC spots an intrusion that failed to trigger an alarm, the recorded scene can be located on the server, which stores five to six days of video recordings. Once the intrusion is found, the Technical Director can contact the police to give them a detailed description of the event as well as any investigation evidence available.

SAPEC now wants to increase its stock of Axis Communications network cameras by adding eight new cameras to cover a wider perimeter and ensure total surveillance of its production sites.

"Investment has largely paid for itself," explains Mr. Papon. "A break-in that occurred before we installed the network video system incurred losses of €45,000 for SAPEC in just one night!"