

## AXIS Companion Bullet mini at the Villa Sostaga Boutique Hotel... rooms with a view!

How to respond to the multiple challenges of handling lighting conditions, effectiveness, discretion and ease of use.



### Organization:

Boutique Hotel Villa Sostaga

### Location:

Navazzo di Gargnano, Italy

### Industry segment:

Hotels/Restaurants/  
Tourism

### Application:

Safety and security

### Axis partner:

System-i

### Mission

"The philosophy that inspired our Villa Sostaga Boutique Hotel is the desire to create a family environment that makes our guests feel at home and not in the anonymity of a hotel, but without sacrificing the comforts and the elegance intrinsic of a refined 4-star hotel on Lake Garda," explains Francesco Seresina, owner of Villa Sostaga. "It's clear that having an effective, yet at the same time discreet, surveillance system is a fundamental element for ensuring our guests the opportunity to relax without feeling they are being observed," he continues. "The Villa was already equipped with a surveillance system, but it was analog and no longer functioning. In addition, the lakefront cameras were unable to handle strong backlight conditions, and those in the parking lot were blinded by car headlights, and so we felt it necessary to replace them."

### Solution

To meet the client's requirements, Emanuele Piccini from System-i, an Axis partner and AXIS Companion Specialist, proposed a solution consisting of 6 AXIS Companion Bullet mini LE cameras, two AXIS Companion Recorders and AXIS Companion video management software.

### Result

"We're sure we've found the answer to our requirements and were impressed by the solution's simplicity of operation, which offers all the flexibility we need to let us concentrate more on our job – making our guests feel at home," said Seresina.

**“I see much more and better than before, can easily manage any lighting variations and offer my guests maximum security with discretion.”**

Francesco Seresina, owner of the Villa Sostaga Boutique Hotel.

### Multiple requirements, one solution

“My main requirements were to monitor the outdoor areas of the Villa and be able to view high-resolution images during the daytime and at night, in all lighting conditions,” says Seresina, who adds: “I wanted heavy-duty products, capable of withstanding all weather conditions, but with a compact and elegant design.”

“I was also looking for a solution that was easy to install – because I didn’t want to temporarily suspend business – and above all easy to use so that I can give my full attention to running the hotel, only viewing surveillance images when necessary.”

Emanuele Piccini, owner of System-i, who carried out the work, explains: “I proposed installing AXIS Companion Bullet mini LE cameras because they fully meet Villa Sostaga’s requirements. They are small and discreet, but their form still provides the necessary deterrent effect, and they are IP66, and so are suitable for outdoor installation. Among other things, they have a 103° field of view, so even if they have been installed in the same positions as the previous analog cameras, the area covered by video surveillance is wider. The Wide Dynamic Range technology and integrated infrared for night vision up to almost 50 feet ensures excellent video quality in all lighting conditions, and in full HD. In addition, the fact that there is only one IR – instead of multiple devices in a ring – means less energy consumption and longer life, guaranteeing considerable savings in the long term.”

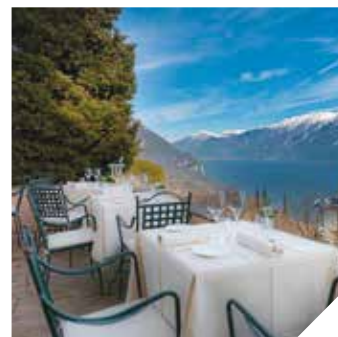
The control of purchase and maintenance costs was in fact one of the Villa’s requirements. AXIS Companion Bullet mini LE cameras use the AXIS Companion Recorder for storage and AXIS Companion video management software as the sole interface for setting up the system and configuring the cameras. This fully integrated solution simplifies installation and configuration, with consequent cost savings. In addition, in the event of a technical problem with a camera, recorder or software, Axis is the only supplier to be contacted, simplifying support procedures.

### Ease of installation and use

“The system is really easy to install and configure,” stresses Piccini. “It is equipped with Power over Ethernet for network connectivity and power in a single cable. We replaced the old BNC cable with RJ45, connected the two recorders with integrated PoE switches and powered the sixteen cameras – all in just one day, without interruption to or interference with hotel business.”

“AXIS Companion software is very intuitive and really easy to use. I can remotely and securely access live or recorded video, even with a mobile app, without having to configure the network or router.”

“I was also impressed by the attention Axis dedicates to cybersecurity. Password protection, the use of http and https protocols, and the user access log greatly reduce my worries and allow me to concentrate on my work in peace,” concludes Seresina.



“We’ve succeeded in satisfying the client’s quality requirements and keeping costs down, and are certain of having installed a high-quality system,” affirms Emanuele Piccini, owner of System-i.



system **i**

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