

Karp Associates, Inc.

A+ Technology & Security Delivers a Surveillance System Offering a Different Point of View



Overview:

Managing operations at a brand new, 150,000 square foot manufacturing facility is a big job. George Kosser, Vice President of Operations at Karp Associates, Inc. in Melville, New York, is charged with doing just that and hand-picked A+ Technology & Security of Bay Shore, NY to help get the job done. The leading manufacturer and distributor of access doors and bathroom partitions in the world, Karp makes 1000 doors a day, close to a quarter million a year. The company employs roughly 150 people, and, as an equal opportunity employer, some robots, as well!



Karp's Robotics Department includes two robotic systems, called "cells", and each produces doors 400 to 500 percent faster than humans. Over 50 percent of all Karp doors are produced using Yaskawa's Motoman Robotics to increase efficiency, provide consistent quality, and boost productivity. Karp has many state-of-the-art processes in place that allow them to manufacture their doors from start to finish and literally get the doors out the door. For surveillance, A+ Technology & Security recommended a SentryVMS network-based video management solution. The surveillance system is a key component in helping supervisors monitor production and operations of the entire factory and determine the best practices for efficiency.

Starting from Scratch:

Although Karp has been around since 1956, their original plant and equipment in Maspeth, Queens was acquired by NY State in an eminent domain action. When Karp made the move to Melville in February, 2014, they literally started with nothing. Nada. Zilch. They didn't take computers, desks, not even a pencil sharpener. Kosser was starting the operations from scratch, and turned to A+ Technology Solutions to provide both its new IT system and video surveillance system. "A+ was recommended to me," Kosser states. "Everyone said they did everything, and I was very impressed with the solutions they brought to the table."

Selecting the Solutions:

Jonathan Antar served as lead Project Mgr. for A+ Technology and worked closely with Kosser to provide the best possible solutions for his needs. Kosser is a firm believer in getting up close and personal with the system you are going to be using before you commit to it. "The devil is in the details," he says. "You can't rely

"A+ was recommended to me. Everyone said they did everything, and I was very impressed with the solutions they brought to the table."

George Kosser, Vice President of Operations, KARP Associations, Inc.

on simply seeing a demo. You need to sit down with the integrator and put your hands on what you're buying beforehand. I knew they were the company I could lean on to solve the problems."

The clear solution of choice recommended for Karp was the SentryVMS™ from IPVideo Corporation. A sophisticated, enterprise-class video management solution, SentryVMS is easy to set up and use. Its hardware and software are combined in a turnkey NVR purposely built to support the high-processing demands of IP video streams. Increased redundancy, performance, and simplicity are provided using RAID-1 storage. SentryVMS supports all megapixel and HDTV video resolutions and will send alerts if the system is disturbed by power outages, cameras going offline, or temperature going out of range.

Antar specified the system to include 50 Axis cameras, an ISONAS IP-to-the-door access control solution, combined with L-1 Biometrics access technology and an Attendance Enterprise system to improve employee time tracking, scheduling, and reporting. On the IT side, A+ recommended Karp go with Virtual PCs across the operation, and specified Zero Clients for added security and manageability in its VMS-based network.

Customer Satisfaction:

IPVideo Corp.'s SentryVMS software is elegant," Kossler notes. "It's easy to use and does what it's supposed to do. I've seen a lot of video monitoring software and am very impressed with the flexibility and reliability of this software. And, it's completely scalable to allow for future expansion."

The surveillance system not only provides Karp with added security at the facility, but the video also gives them very valuable insights for improving operations and efficiencies. "We constantly look at the video to monitor production in the factory for operations reasons," he explains. "We are trying to lean out the

operation, and take out any non-productive procedures or movements. And, if production is slowed up for some reason, the video, which is stored for 30 days, will show us where and why."

Moving into a brand new facility and starting from scratch presented myriad challenges for Kossler. "A+ Technology was the company I could lean on to solve the problems, and the IPVideo SentryVMS solution is meeting our needs beautifully."

A+ Technology & Security provides integrated, IP-based technology solutions to major school districts and universities, municipalities, Fortune 500 companies, healthcare campuses, utilities and many other types of public and private entities. The company's expertise in security technology, security infrastruc-

ture and professional A/V systems enables it to deliver comprehensive solutions that all harness the power of network connectivity. It is the largest provider of security solutions for K-12 districts in the metro New York area.

Founded in 1989 by David Antar, the company is currently headquartered in Bay Shore, NY. It is licensed by the New York State Department of State, license #12000276317.

