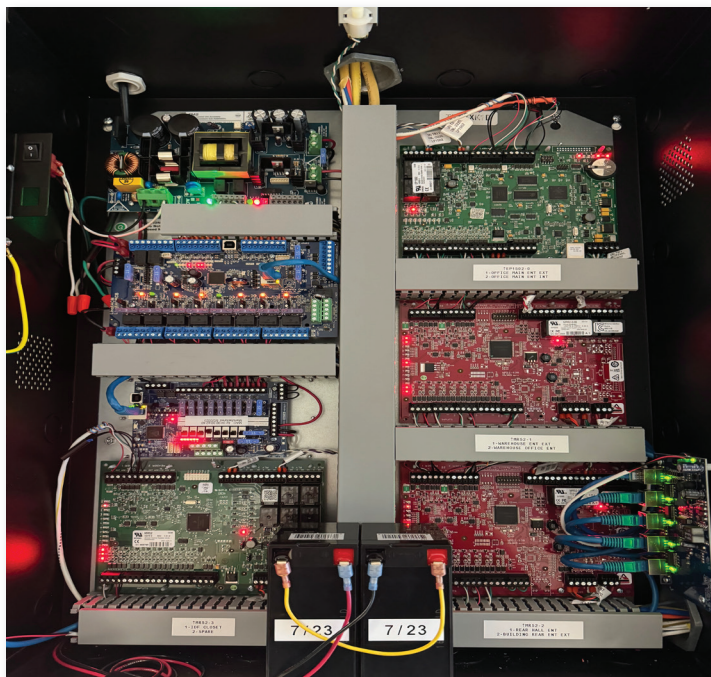




Building on History: Altronix Delivers Another Game-Changing Solution to Security 101



COMMERCIAL FACILITY CASE STUDY



For over a decade, Security 101 has been using Altronix power and data transmission products in their client's security system installations. But when it came time to upgrade their own access control system, Security 101 was searching for an integrated access and power solution that would eventually become their go-to for future client deployments. That's when Security 101 called on their longstanding relationship with Altronix to deliver the perfect solution.

Background

Security 101 is a national systems integration company and a leading provider of professional security services. Since 2003, their mission has been to help clients create the safest environment possible with their line of accessible, comprehensive, and state-of-the-art solutions, local support, exceptional customer experience, and global reach.

Christopher Tilas knows what it takes to support this mission each and every day. As the Operations Manager for the New Jersey and New York City Metro Area, one of Security 101's largest branches, Tilas is charged with overseeing multiple project managers, technicians and technical team members - ensuring they have the tools they need to deploy security systems both effectively and efficiently. For years those tools have included Altronix power and data transmission solutions.

“We use Altronix to power pretty much every system we install,” said Tilas. “Anything to do with access control, power enclosures, batteries, most of all it relies on Altronix products because we know them well and we trust them.”

Altronix Solutions Hit Home at Security 101

So when it was time for Tilas to upgrade the access control system in their warehouse New Jersey facility, he knew where to turn. “Six months ago or so, I noticed that Altronix started offering Trove™ pre-wired access and power integration kits,” said Tilas. “I saw this latest Trove offering, and this became our first deployment to see just how much time and labor this solution actually provided to us, and for future customer installations.”

Altronix Trove™ access and power integration solutions easily combine Altronix power and accessories with access controllers available from the industry's leading manufacturers. A variety of backplanes offer a wide range of scalable access and power configurations. This solution simplifies board layout and wire management, while reducing installation and labor costs.



Beyond installing an upgraded access control system in Security 101's New Jersey facility, the goal of this exercise was also to see if the Altronix Trove Pre-Wired Kits would save Tilas and his team time in the field. Tilas expressed high hopes, saying, “This will bring a huge shift in how we look at quoting and bringing value to our clients, because we have used other products in the past due to customer and consultant specs, but if this works the way I'm thinking it will, the amount of labor it could save is significant.”

To put his theory to the test, Tilas ordered a Trove 2 Series T2M7XK1D Altronix/Mercury Access and Power Integration Kit. The kit includes Altronix power

and sub-assemblies along with factory installed wire management and wire assemblies that are pre-configured with terminal blocks for Mercury hardware, providing ample power and dual voltage outputs to support Mercury platform controllers and locking devices.

The Results Are In

After receiving and installing the Altronix Trove kit, Tilas and the Security 101 team were impressed with its ease of use and connectivity. “The ease of just being able to drop boards into the Trove enclosure and get the system online so quickly is awesome” said Tilas. “It was pretty easy and straightforward.”

Tilas reports that the Security 101 technician who actually installed the enclosure was also pleased to learn that that voltage regulator included with the Altronix Trove solution also came pre-wired, “This is the first time that this apprentice technician was using a board with the voltage regulator already installed.



This also helped with the ease of installation, as the existing locks being used in the Security 101 facility were a combination of 12VDC and 24VDC. “It was nice to be able to just flip a dip switch and set them based on what voltage each lock required,” explained Tilas.

When Tilas was asked if the Altronix Trove prewired kit lived up to his labor-saving expectations, he estimated that the pre-wired Trove solutions will save him a day or more of labor during future installations.

“The Altronix Trove prewired power and access solution was definitely a big labor saver. It eliminates the need to pre-wire all these boards in-house, which is a typically a full day of labor for a technician to sit there and make sure everything is wired correctly, and sitting on the right pins, with the correct colors, and so on.”

Even then, it is doubtful the outcome of his 'test' would have changed Tilas' loyalty to the Altronix brand. "Even if we didn't go through this exercise, I would still recommend Altronix Trove over the competitive solutions, just because of its overall ease of use and high quality," added Tilas.

Tilas also sings the praises of Altronix's free online design tool that allows visitors to the Altronix website to design their own Trove with various brand controllers, power options, accessories, network communication options, and more. He also appreciates Altronix's lifetime warranty, describing how he will, "send back equipment from installs that we have done ten years ago," giving a subtle nod to the years long relationship the two companies share.

Since installing the Altronix Trove in their own facility, Tilas reports that they are already ordering more pre-wired kits for client installations and quoting many more. "There are two Trove pre-wired kits that we are ordering today, based on the installation at our facility" said Tilas, reinforcing the positive results of his test. "Overall, Trove is a great product that worked well for us and I think it is going to continue to work well for us in the future."



A global leader in power and data transmission, Altronix designs and manufactures innovative solutions that maximize overall performance and efficiency. Our power products and peripherals feature the quality, reliability and unparalleled customer support that have been associated with Altronix for over 30 years.

Altronix products are backed by a Lifetime Warranty.

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