CUSTOMER

Virtua is a comprehensive health care system headquartered in Marlton, New Jersey that consists of four hospitals: Virtua Berlin, Virtua Marlton, Virtua Memorial and Virtua Voorhees. The company also owns and operates an ambulatory care center in Camden, New Jersey, and rehabilitation and long-term care centers, home care, physical therapy and mobile intensive care units throughout Burlington, Camden, Gloucester and surrounding counties. Additionally, Virtua operates a health and wellness center in Washington Township, New Jersey with plans to open another in Moorestown, New Jersey, and is in the process of completing a new healthcare campus in Voorhees, New Jersey, which will include a state-of-the-art digital hospital and outpatient center. All of Virtua’s facilities will incorporate the latest technologies designed to ensure quality clinical services, patient safety and privacy within a healing environment.

CHALLENGE

Virtua had already made a substantial investment in analog video surveillance systems at each of its existing facilities to date, but when the company’s security management team looked to integrate them under a single control platform, they quickly realized shortcomings relative to video resolution, coverage capabilities and the ability to access usable recorded images. Pan-tilt-zoom cameras were installed in several locations to increase coverage capabilities, but these systems required operators to manage the cameras, which further added fixed costs to maintaining the current systems. With the intent of increasing both performance and functionality, Virtua’s security management team planned to transition from analog cameras to IP-based network megapixel cameras, using a hybrid approach to support an eventual migration to an integrated networked platform.

MEGAPIXEL SOLUTION

Virtua called on the services of CM3 Building Solutions of Fort Washington, Pennsylvania to design and install their new system, as well as local manufacturer’s representative, ASR Enterprises, Inc. to assist with equipment selection. After choosing ExacqVision NVRs, Virtua’s management team met with various megapixel camera suppliers to review their product lines and to see demos. After extensive testing and analysis, Arecont Vision megapixel cameras were selected for Virtua’s new system as a result of their superior resolution, processing power, product selection and use of H.264 compression technology.

New Arecont Vision megapixel cameras added to the security systems throughout Virtua’s facilities are connected to ExacqVision’s hybrid network video recorders (NVRs). The system design allows for the seamless transi-

AV2155 2 Megapixel H.264 IP MegaDome™ Camera

Key Features

- 1600 (H) 1200 (V)
- 24fps @ 1600x1200
- 32fps @ 1280x1024
- H.264 (MPEG4, Part 10) Motion JPEG
- Color: 0.1 Lux @F1.4
- Day/Night: 0 Lux, IR Sensitive
- Integrated MP Camera, MP Lens, Dome Housing
- IP66 Weatherproofing
- Vandal Resistant
Due to the exceptional resolution provided by Arecont Vision’s megapixel cameras, and the deployment of several AV8185 panoramic cameras, we have easily expanded our coverage capabilities using fewer cameras with outstanding results.
Arecont Vision is the leading manufacturer of high-performance megapixel IP cameras and associated software. Arecont Vision products are made in the USA and feature low-cost massively parallel image processing architectures MegaVideo® and SurroundVideo® that represent a drastic departure from traditional analog and network camera designs. All-in-one products such as MegaDome® and MegaView™ provide installer friendly solutions. Compact JPEG and H.264 series of cameras address cost sensitive applications. These innovative technologies enable Arecont Vision to deliver multi-megapixel digital video at IP VGA camera price points.

**MEGAPIXEL BENEFIT**

The image quality and digital PTZ capabilities of Arecont Vision megapixel cameras far exceed analog and conventional IP cameras allowing Virtua to capture and record extremely detailed video images over large coverage areas. Combined with recent cost reductions in NVR storage and network switches, the use of fewer cameras allows Virtua to transition to high-quality video with the highest levels of cost-efficiency, which translates into lower total cost of ownership and overall higher ROI.

Arecont Vision’s megapixel cameras also allow for significant upgrades in system functionality compared to standard-resolution IP cameras. In addition to lower bandwidth and storage requirements, megapixel cameras dramatically decrease costs related to other elements of a system, including fewer software licenses, fewer lenses and a decrease in man-hours needed to install and operate systems. Additionally, Arecont Vision megapixel cameras’ ability to provide highly accurate digital PTZ functionality translates into fewer moving parts than traditional PTZ systems, which reduces maintenance costs and the potential for failure.

“Due to the exceptional resolution provided by Arecont Vision’s megapixel cameras, and the deployment of several AV8185 panoramic cameras, we have easily expanded our coverage capabilities using fewer cameras with outstanding results,” said Paul M. Sarnese, System Safety Director, Virtua Health. “The performance of our new surveillance systems has helped us to improve overall security. It has been a win-win situation for Virtua.”

The Arecont Vision system proves its value on a daily basis monitoring more than 4 million square feet of coverage area. After a recent incident at one facility, Virtua’s ICC staff reviewed crystal clear megapixel images within minutes and quickly distributed them to security managers and personnel throughout the enterprise for immediate action.