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Overview

This document presents compelling arguments for deploying Video Surveillance into your property. The document also explains why your property should use GeckoTech satisfy your property's Video Surveillance requirements.

Why Video Surveillance?

In Costa Rica law enforcement is stretched thin and corporal punishment for petty larceny is non-existent. As such crime is on an upswing. Your business needs some form of protection or at least an obvious deterrent.

The above comment alone is reason enough for installing video surveillance throughout any hotel property or development.

But there are other benefits that come with the installation of video surveillance:

- 7x24 unattended operation. *Keep a vigil on your property 24 hours per day, 365 days per year*
- Historical Video Archive *all video channels are captured and saved for scene playback*
- Enhanced Guest Sense of Security *Guests and Tennants that know a property is being surveilled are likely to feel much more at ease*
- Minimal Recurring Support Cost *Unlike a security guard, the GeckoTech's vDVR will cost less and be more reliable than human personnel*
- Unlimited Areas of Surveillance *Unlike a security guard, GeckoTech's vDVR can be any more than one place at a time*
- Remote Access *Ability to view all video imagery realtime and historical from any location in the world*
- Real Time monitoring/viewability *Any camera ca be viewed realtime, thus providing virtual extensions of your security personnel resources*

From the above statements it is pretty obvious that the benefits of video surveillance far outweigh the cost. So now you have, what seems like, a bazillion questions concerning video surveillance:

1. What kind of cameras do I need for given areas?
2. How can I make sure my investment is not obsoleted in the first year?
3. How do I add cameras in the future?
4. How do I ensure that I can access the video stream remotely with impacting my internet connection?
5. What if I need a weather proof camera that sees into the night?
6. What if I wish to use unobtrusive cameras?
7. What if I wish to give my web site visitors access to certain cameras?
8. How do I select cameras that can give me great video quality from 75 meters?
9. What will I do when I feel the need to add more cameras?
10. How can I trust that I will get the support I need, when I need it?

Why GeckoTech?

It is common knowledge that your property can purchase low cost Video Surveillance system from various resellers. For example, PriceMart is currently offering a 4 camera b/w video surveillance system for as little as \$1000.

Or, if your requirements are a little more complex and call for DVR (video recording) your property is able to obtain full blown DVRs at wholesale rates from the US. For example DVR-USA sells a complete bundle of 8 cameras with DVR for as little as \$2000.

WhyGTvDVR

Or, you can buy a DVR card for as little as 30\$, and some analog or IP cameras and install the software on a Windows computer. And "voila" you have a low end Video Surveillance system with recording capability. *This is how many of our competitors operate. These organizations claim to be experts in video surveillance, simply because they were able to install the card and software and create a quasi operational system. These same organizations do not understand or communicate the other complexities involved in delivering a robust Video Surveillance system.*

All of the above alternatives are ill suited for a hotel/development. There is MUCH more involved in designing, deploying and supporting a Video Surveillance system than simply buying equipment wholesale and muddling your way through it.

So the question you need to ask yourself is "why should I contract with GeckoTech to build a my video surveillance system?"

Answer....

GeckoTech is the premiere technology solution providers for Costa Rica's hospitality industry. GeckoTech has more technical experience with Camera and Computer technology than any other vendor situated on Costa Rica's pacific coast. GeckoTech is the ONLY company in Costa Rica that can blend traditional analog CCTV cameras with the newer state of the art IP cameras. Our total solution is a unique Digital Video Recording system that affords you the gateways to new technology while leveraging the inexpensive legacy technologies. Our solution, **vDVR**, is simply an integration of various off-the-shelf components into a single leading-edge Video Surveillance system.

When GeckoTech uses the term "standard components" we do not mean low end. We simply mean commercially available. For example, each system deployment typically consists of:

- **Branded and Generic Analog cameras (IR,B/W,Color)**
- **Branded IP (network) Cameras (IR,B/W,Color)**
- Generic high end PCs to serve as DVR hosts
- Standard large capacity disk drives for video storage
- Off the shelf software that is familiar to your staff and operators

From the above, we want you to focus on the first two bullets. This is where GeckoTech distances itself from the other integrators. The most important aspect of our **vDVR** solutions is that it allows you, the property owner, to select from every/any available cameras on the market. Our solution allows you to highly customise your total **vDVR** deployment to satisfy your exact video capture requirements. In other words, GeckoTech's **vDVR** allows you to select from cameras from the two technology sets:

- the latest IP network cameras that are flexible and easily managed
- the reliable traditional and less expensive CCTV analog cameras

But GeckoTech's **vDVR** value does not end there. We continue to rise above the other integrators by "going the extra mile."

- highend BNC compression connectors for cable termination
- Specification of low loss RG6 COAX cable to maintain image quality over long runs
- treatment of external hardware (cameras and connectors) with military grade anti-corrosive spray
- Switching power supplies for clean reliable power source to cameras
- POE IP equipment to minimize cabling requirements
- Wireless support to maintain security and provide range

Our solution is unequivocally the MOST extensible/scalable solution on the Costa Rican market because it is the ONLY solution that integrates **analog** and **IP** cameras. You can rest assured your video surveillance

WhyGTvDVR

system will be able to grow with you and maintain its value.

System Benefits

- Automatic archiving and tagging video imagery for easy retrieval
- Intuitive retrieval interface
- Alerts to camera failure.
- Internet access for real-time and archived video. Authenticated access as per previously installed network components.
- Ability to support unlimited number of cameras of different types. (Both IP and Analog)
 - ◆ IR capability, Body, Bullet, 42OTVL, 48OTVL, All Weather, Different Brands, High Power Optics, Different Lens CFG, etc..

At Gecko Tech our core competency is Video Engineering/Integration Services - not hardware sales. Our primary objective is to provide Costa Rican businesses with high quality engineering and consulting services. We view hardware as a commodity to support the engineering and integration requirements. GeckoTech is not a "hardware reseller" and as such ALL hardware/software components that comprise the vDVR system are provided at wholesale costs. Through our experience in Costa Rica, we've found that competitors who rely on profits generated through the margins on hardware all too often fail in the areas of ongoing support which is crucial to the success of your business.

GeckoTech's vDVR can easily be integrated into your existing network infrastructure using GeckoTech's GT-IRG. This will allow for remote access and the ability to maintain Video data on its own network segment so as not to impede other operational networks.

Methodology

GeckoTech applies a proven methodology for delivering the optimal Video Surveillance System. Each step in this methodology is detailed in the following subsections.

Requirements Collection

Geckotech does not presume to understand your exact requirements. GeckoTech will send a qualified engineer to meet with your property staff to educate you on various options and alternatives and their costs. You will not be stuck with a DVR solution that is NOT viable for your property. Your property will have a myriad of different requirements and expectations relative to installation of a video surveillance system. GeckoTech will answer these questions to make sure your DVR solution meets YOUR needs.

1. What type of areas do you want to surveil? Do these areas have low illumination? Do you need a large field of view?
2. How do you want to record imagery? Full Frame? 1 Frame per second?
3. Is the application better for black and white or color Cameras? Does your property need IR capability? Should the IR requirement be solved with external IR sources or built into camera?
4. Do you have a need for TPZ (tilt pan zoom) cameras?for installing

Technology Selection

Every Video Surveillance vendor has an understanding of the older analog camera technology. This technology is proven and reliable, however it is quickly being phased out for the new IP camera technology. GeckoTech is the only company on the Pacific coast that can provide a blended video solution that integrates both the traditional analog technology as well as the newer IP technology.

GeckoTech's solution provide scalability with hardware obsolescence. Your vDVR investment will carry you far into the future.

WhyGTVDVR

Secondly, GeckoTech uses commercial off the shelf components. This will provide your property with a solution that is easily maintained. There are no proprietary components so we can easily find replacement parts ranging from cameras to computers (DVR host).

Installation Expertise

GeckoTech has years of experience deploying sensitive electronics into the Costa Rica's harsh pacific climate.

1. Are you using the proper cabling to support camera runs? RG6, RG59, OutDoor CAT5 for IP Cameras?
2. Are the cable properly terminated?
 1. Are you using industrial connectors such as compression? Or are you using less expensive twist on BNCs that will prove ineffective over time?
 2. Are you treating the termination points with special anti corrosive material? 3M scotch tape, or Water Displacement solutions?
3. Are you installing a single power distribution box to support each camera?
4. Are you deploying a commercial grade BNC patch panel to support easy swap of cameras?
5. Are you addressing strain relief on your cabling system?
6. How are you protecting your cameras from power outages and surges?
7. How do you configure each camera given dynamic lighting situations?

Configuration

DVR technology is not rocket science. However configuring any DVR system can be quite daunting. There are countless questions that, unless you are an expert or have years experience with DVR systems you and your property staff will not be able to answer. GeckoTech provides local resources to configure your vDVR system as per collected requirements.

1. Do you want continuous recording for a specific camera or triggered on motion?
2. How many frames per second do you wish to capture?
3. How will you allow restricted/controlled remote access to camera views?
4. Who will set up your network to allow remote access?
5. How will ensure that sensitive data is not overwritten by the DVR software?
6. How will you be alerted when a camera fails or goes off line?
7. How will perform monthly video imagery maintenance on DVR to ensure optimum use?

Training

Ok, so you have your DVR in place.. How do I get the most out of it?

1. Who is going to teach you how to navigate the complex DVR control panel?
2. How are you going to know how to look through the archives to find the video imagery you are interested in reviewing?
3. How will reconfigure and control cameras for changing environments?

Support

GeckoTech knows that systems are prone to failure. Sensitive electrical equipment does not hold up well in these environments. GeckoTech has a support program that is available to properties that have purchased GeckoTech services. This support program gives you access to locally qualified personal that can replace defective equipment, provide training, answer technical questions, and make system changes as needed.

Bottom line: GeckoTech will be here to make sure your investment lives on indefinitely.

Summary

GeckoTech is the only solution provider with a proven methodology for delivering DVR systems to your property.