

Security Solutions

Project: Prime Healthcare



How understanding the unique security needs of a hospital combined with product knowledge enabled standardization of video surveillance systems across locations.

Background

Prime Healthcare is the fifth largest for-profit health system in the United States operating 45 hospitals in 14 states. In the last several years, Prime Healthcare added three southeastern Pennsylvania hospitals to its health system.

The relationship with CM3 began when Lower Bucks Hospital solicited bids for their existing video surveillance system. While lower cost solutions were proposed by other security companies, those proposals did not provide sufficient storage for the hospital's needs. Additionally, the other proposals lacked detail around product choices and placement.

Ultimately, the selection of the security system vendor was based, not on cost, but on the confidence generated by the highly detailed solution that was presented.

Challenges

In addition to the video surveillance system upgrade, the company's three Pennsylvania hospitals were operating access control systems from two different manufacturers. This made it difficult for Prime Healthcare to find a single maintenance provider for their system.

And while CM3 was a systems integrator for one of the access control systems – IDenticard – the company was not an integrator for the other legacy system.

However, because of its expertise, CM3 was able to provide support for both IDenticard and the legacy system. This enabled Prime Healthcare to have one security systems provider for all three hospitals.

Solutions Deployed

Video Surveillance Systems:

- » Installation, Replacement, and Maintenance Services
- » Exacq Video Management System
- » Hanwha Cameras

Access Control Systems:

- » Maintenance and Integration Services
- » IDenticard System
- » A Legacy System

Results

Through a systematic, phased approach, Prime Healthcare partnered with CM3 to standardize and expand its video surveillance systems across its southeastern PA hospital network. The standardization streamlined operations and enabled cross-location efficiencies.

And with CM3 as its security systems provider, Prime Healthcare now had an access control service provider who could maintain the unique, legacy systems already in place at the hospitals.



Dome Cameras:

Useful for both indoor and outdoor settings. A vandal-proof dome encasing, IR for night vision, and sturdy metal base make it ideal for rugged conditions.



Multi-Sensor Cameras:

Panoramic viewing, higher pixel density and excellent image quality. Their single installation point, single network cable and single software license make them highly affordable.



Bullet Cameras:

Longer range makes them ideal for viewing large areas, such as parking lots. Ideal for outdoor use, the tip of the bullet camera includes a small lip which helps protect against glare and weather.



Fisheye Cameras

Ideal for monitoring indoor spaces. Provides 180 or 360-degree coverage from a single vantage point. Smaller than a bullet camera, it is often preferred by many customer-facing businesses.

