



*National Safe and Security Systems:
“Must Have” Security Through Remote Eyes*

Overview: National Safe and Security Systems, Inc.

National Safe and Security Systems is one of the largest full-service safe and security companies in the Ohio, Kentucky and West Virginia tri-state area. The independently owned firm manufactures and sells a wide range of security equipment and systems to government agencies, correctional and medical facilities, financial institutions, commercial businesses and educational organizations.

National Safe and Security Systems sets itself apart through a commitment to its customers based on professionalism and an adherence to high standards and values.

Necessity Driven Video Monitoring

As National Safe and Security Systems Senior Vice President Tom Bruck explains, “This is fact, not fiction. The need for comprehensive video monitoring clearly exists with our clients due to the environment they work and live in.”

Government agencies, for example, face a wide range of security challenges that extend far beyond the typical threat of burglary or vandalism. The potential for retaliation from a disgruntled citizen, or terrorist, for instance, is heightened by the kinds of services provided by government. People may try to employ a number of tactics that could jeopardize the security of employees and the buildings in which they work.

The stringent security requirements of prisons also pose a significant example of the need for consistent, accurate video surveillance. Guards need to be able to constantly monitor prisoners to ensure their safety and well being, while providing a mechanism for reviewing incidents to pinpoint who is at fault, and deter unwarranted complaints.

A thorough video monitoring system that can be easily accessed is key for these kinds of organizations. As Bruck explains, “It’s almost a ‘you have to have it’ type of situation.”

Vendor Selection: A Need Beyond Technology

According to Bruck, National Safe and Security Systems needed a technology partner that could “work with us closely, with significant security industry knowledge and experience.”

They sought a remote video surveillance system that provided easy-to-use features, 24x7 monitoring, visual data that could be reviewed on the fly, and digital integration capabilities. At the end of the day, National Safe and Security Systems wanted a system that could fully address the needs of their customers, while giving them the ability to incorporate the product into their existing line of security offerings. In other words, “someone who truly understands our business,” stated Bruck.

The Solution: Remote Eyes

Remote Eyes, delivered by Odyssey Technologies, provided National Safe and Security Systems with a comprehensive product offering, combined with experienced and committed personnel with significant security industry expertise.

“We really like the product,” explained Bruck. “And we also like that if we need technical assistance, we have direct access to the key players who provide the personal touch needed to ensure that the job is handled appropriately.”

Bruck also likes that Remote Eyes is a comprehensive system designed with the future in mind. “In addition to real-time recording, instantaneous playback and networking features, the system provides 100 percent digital recording coupled with remote access and secure password protection,” stated Bruck. “It also accepts color and black and white cameras at no additional cost, and it’s a fully expandable design that ensures our clients have a system in place that’s ready to meet their ever-changing needs.”

National Safe and Security Systems has been working with Odyssey Technologies since 1997 and several hundred of their clients currently use the Remote Eyes product. Simply put, “They allow us to represent our customers with a key business partner for the future,” stated Bruck.

Results: Security That Doesn’t Leave Room for Mistakes

Remote Eyes has given National Safe and Security Systems the ability to better safeguard its customers, through a proven, remote monitoring and video surveillance system.

Bruck provides several examples of how Remote Eyes works effectively:

“It easily monitors movements for our prison clients, providing them with the ability to store data in their computers so that it can be organized for quick playbacks as needed.” explained Bruck. “And whenever they have the need to pull up a video clip, they simply dial up and look at the pictures.”

“State agencies, such as welfare departments, use it for parking lot coverage and entryways – particularly since the increased threats after 9/11,” continued Bruck. “With Remote Eyes, they can easily monitor the comings and goings of employees and customers.”

And Remote Eyes’ benefits extend beyond security, explains Bruck. “In a bank, for example, they have to stay until the till is balanced. Let’s say a teller is busy and forgets to write down an entry. With Remote Eyes, they can easily play back the days’ activities and fix the mistake.”

In yet another scenario, Bruck discusses how high schools use the Remote Eyes system to effectively monitor students. “Let’s say there’s a fight in a hallway and something happens,” stated Bruck. “With Remote Eyes, they’ve got the situation recorded in a form that enables the parents to easily view what really happened.”

The bottom line is that National Safe and Security Systems has found in Odyssey Technologies and the Remote Eyes product a partner that reaffirms the company’s core values.

“Our company has been around for more than 30 years,” according to Bruck. “We have a humongous customer base and we consider Odyssey a real part of the team, an integrated part of the organization.”

For more information about Remote Eyes, visit www.remoteeyes.com or call 301.291.6000.