

# Sigma Surveillance



## Sigma Surveillance Wins Deals by Offering the Best-of-Breed PoE at the Lowest Cost of Ownership

Sigma Surveillance (STS 360) provides IP security technology solutions to government and education agencies, deploying thousands of IP devices every year in Texas. As SD&I Magazine's 2012 "6th Fastest Growing Security Integrator" in the U.S., STS 360 could only have gotten there by working with best-of-breed partners such as Microsemi Corporation and its Power-over-Ethernet (PoE) midspans.



### Fast Facts

Microsemi PoE midspans allow STS 360 to:

- Offer a unique alternative to replacing PoE switches in a network upgrade
- Give its customers the power they need, where they need it
- Provide customers with a scalable PoE solution for optimal adaptability and network longevity
- Reduce costs and increase reliability with cloud-based SNMP power management
- Offer best in class post sales vendor service

## The Challenge

In the world of physical security the benefits of migrating from analog to IP devices are undeniable. Yet, between costly devices and extensive installation times, STS 360 must find a unique method of catering to the customers' needs while maintaining a competitive edge. Whether faced with a retrofit install or a greenfield installation, STS 360 must deliver the most reliable/secure solutions and the lowest total cost of ownership from a vendor offering top-notch after-sales service. STS 360 finds this edge on its competition by offering Microsemi PoE midspans.

## The Solution

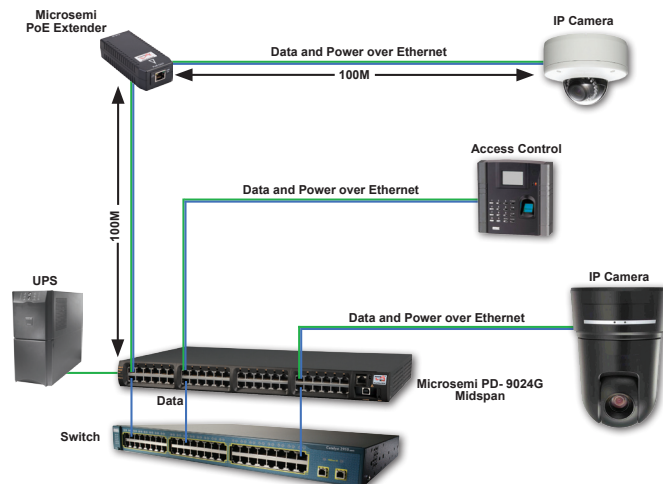
When faced with a network upgrade, STS 360 recommended using a Microsemi midspan — allowing customers to keep their existing switch. Customers could then add the power they need while keeping costs associated with data network down.

Adding a non-PoE switch alongside a high power Microsemi PoE midspan allows customers to invest in their PoE infrastructure only once and only as they need it. The limited lifetime warranty will allow customers to replace or upgrade the data switch on average three times during the life of the midspans. Further cost savings are realized because higher power switches can be highly cost prohibitive compared to a solution that offers a single high power midspan and multiple lifecycles with a non-PoE switch.

In addition, Microsemi midspans offer a cloud-based SNMP PowerView Pro power management tool, which offers additional cost-savings with features such as power monitoring, remote reboot, device scheduling and increased network reliability with UPS connectivity. "The ability to manage your power throughout the network, cycle power through your PoE edge devices, prioritize ports, and deliver high power to all of your devices provides an effective system design that is easily serviceable and an overall best practice when powering your PoE devices," explains Jose Garza, CCNA, Technical Manager of STS 360.

## The Implementation

A midspan is a layer one device that sits between a network switch and end devices. Microsemi's PoE midspans can be either rack-mounted or standalone devices that come in 1, 4, 6, 12 or 24 port configurations and offer up to 60 watts of PoE per port.



## Business Value

Microsemi PoE midspans enable integrators to offer high quality products while providing dedicated customer service. According to Garcia, "Microsemi has two benefits to an integrator such as ourselves who deploys thousands of IP devices per year; the first and probably most important benefit is that the company's quality is so high we rarely ever have to service them. The second benefit, however, is that Microsemi's service to its dealers is phenomenal. When we contact the Microsemi team with a warranty request there is no hassle whatsoever that you are likely to find with other manufacturers."

With Microsemi PoE midspans, STS 360 offers the power its customers need where they need it and eliminates the cost and hassle of adding PoE switches. With the benefits of Microsemi midspans and the unparalleled customer service, STS 360 can handle all power needs.



**Microsemi**

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