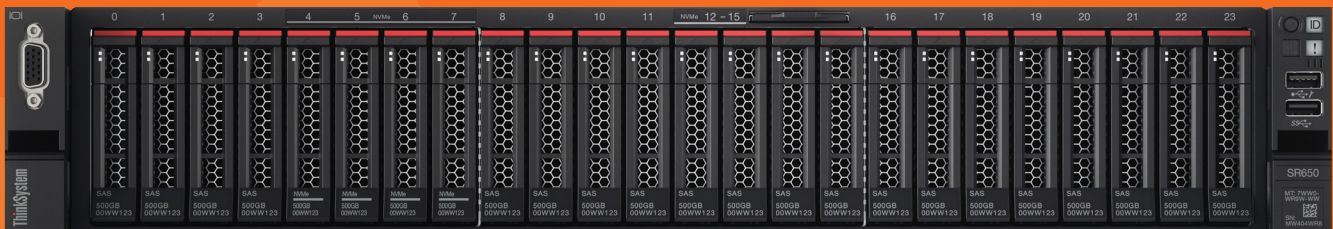# New look solution for transport and logistics surveillance

In early 2017, a leading transport and logistics company with operations in 36 locations in Canada, the United States and Mexico, recognized the need to separate their surveillance workload from the remainder of their data center operations. This presented the opportunity to refresh outdated infrastructure with a high-performance, scalable hyperconverged solution.

SECTOR

Transport and logistics

KEY CHALLENGES

- Overcome poor video surveillance performance and reliability stemming from outdated storage
- Add analytics capabilities to reduce risk in loading zones

SOLUTION

Pivot3- Lenovo HCI Solution Optimized for Video Surveillance and Security Applications

FUTURE-FOCUSED INFRASTRUCTURE

With their current data center storage not optimized for a video workload, the customer was experiencing unsatisfactory performance and poor reliability–plus the IT team had concerns about mixing video with other data center workloads.

In addition to the security infrastructure refresh, the business was also looking to add video analytics capability to derive even more value from its surveillance function. The analytics would deliver business benefits and safety and security enhancements including the ability to:

1. **Queue an alarm if more than two trucks are stacked up in a loading lane, and**
2. **Alert them to foot traffic in a loading zone**

AgentVI was selected as the analytics partner to address efficiency and risk issues, including loading and unloading trucks in a more timely manner and adding more granular surveillance capabilities around idle trucks and foot traffic in loading zones to prevent theft.

Lenovo, in conjunction with leading technology solution provider CDW, were introduced to the opportunity to refresh the security infrastructure as part of their long standing relationship as the company's server vendor. With a strong existing relationship on the server side, Lenovo wanted to round out their team to provide the best possible solution for the customer's joint team of server, storage, and security personnel assigned to the project.

The Lenovo team engaged Pivot3 to leverage the company's domain expertise and deep industry partnerships in video surveillance. Pivot3's HCI software on Lenovo servers delivers a highly efficient, hyperconverged solution that provides Lenovo customers with maximum storage efficiency, fault tolerance and higher compute performance, all orchestrated through a single management interface.

BUSINESS BENEFITS

- Purpose-built video surveillance solution ensures highest performance of security infrastructure
- Reduced corporate risk of theft with video analytics
- Improved efficiency of truck loading and unloading
- 100% uptime and zero data loss to meet corporate security requirements

LENOVO AND PIVOT3, A WINNING TEAM FOR SURVEILLANCE HCI

During the roughly 90-day sales cycle, Lenovo, CDW, and Pivot3 worked closely to understand the client's requirements and grow the relationship. The combined sales teams had multiple assets to leverage, including Lenovo's long relationship with the server team, CDW's relationship with the purchasing team, and Pivot3's offering designed specifically to support video surveillance. The Lenovo-Pivot3 solution–four Lenovo servers loaded with Pivot3 software to manage the video surveillance infrastructure–was competing against an upgrade to the HP 3Par system and an offering from Dell EMC Isilon.

In addition to the collaborative sales team, video management software (VMS) vendor Milestone, a long-time supplier to the customer, leveraged their positive relationship between Milestone and Pivot3 to contribute to the customer's comfort level with the solution. Together, Milestone and Pivot3 provide a seamless integration between the VMS and the hyperconverged infrastructure.

Ultimately, the solution came together through a combination of factors:

- Pivot3's industry-leading high availability ensures security systems never drop a frame or lose video data
- The hyperconverged nature of the solution allowed an upgrade to an efficient, updated infrastructure technology
- Pivot3's deep partnerships and domain expertise in video surveillance built confidence in the solution
- Pivot3's ability to offer maximum sustained throughput to prevent video loss and image degradation allowed the team to offer a performance guarantee. The guarantee countered concerns from the customer which were based on the unsatisfactory performance of their previous solution.

SOLUTION SUMMARY

Working together, Lenovo and Pivot3 were able to offer the customer an industry-leading, software-defined infrastructure to refresh their surveillance system. The high performance, high reliability solution was installed in December 2017 with adequate capacity for camera growth as the business expands.

CONTACT A LENOVO ACCOUNT MANAGER

Lenovo™