

## Case Study 001

Application: Logistics  
Company: A&C System  
Country: Belgium

**SONY**  
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# A&C Systems Integrates an Intelligent High Definition Security System.



A&C Systems, a high-tech distributor of mobile navigation devices, car kits and accessories, located in Hoegaarden Belgium has invested more than 250,000 Euros in the latest security equipment. The newly established 12,000 square meter site is now fully surrounded with an intelligent fence, equipped with more than 40 High Definition Sony surveillance cameras filming, recording and analyzing every movement 24 hours a day.



A&C Systems

## Background

A&C Systems was founded in 1991 and is a fulfillment service provider of Telecoms goods. With an annual average growth of 30%, A&C Systems has become one of the pioneering distributors for mobile phones, navigation and accessories in Benelux. Currently A&C Systems has 62 employees including a sales branch in the Netherlands.

## Challenges

A&C Systems wanted a complete HD solution to compliment its highly involved and innovative Telecoms business proposition. It faced the challenge of securing a large, newly built site area that covers 12,000 square meters. The security solution would need to reach all areas of the new



site and give remote and flexible access to staff from various locations whilst offering the service 24 hours a day.

A&C Systems wanted a complete HD solution

## Solution

### Sony Solution

Sony proposed to equip A&C Systems with the latest HD IPELA cameras. This solution includes the SNC-RH164, the world's first HD PTZ camera, and the SNC-CH140 and SNC-DH140 cameras. The HD PTZ cameras combine clarity with high speed panning capabilities, which makes them the most effective HD CCTV cameras on the market. HD has become a powerful tool in camera equipment with market demand for HD products for the security industry increasing. Critically, A&C Systems bought into Sony's view of HD; a platform that will enable better image quality for security purposes.

### Results

Cobost decided to erect a fence around the site enabling every person or object to be intercepted at a gate. At each interception point an image and audio message would be transmitted to a remote surveillance centre for analysis. This would greatly reduce the number of illegal entries to the site.

The solution also included Sony's RealShot Manager Advanced; a combination of real-time image processing, automated functions and intelligent video analysis that helps to detect security threats automatically and reliably. This removes the burden from surveillance staff so they no longer have to monitor camera feeds by eye and search through hours of archived footage.

The A&C Systems site is divided into zones with fixed cameras



RealShot Manager Advanced:  
Intelligent video analysis

covering each zone. As soon as one fixed camera is triggered by an alarm a multi-angle dome camera zooms into that area in less than one second.

### Products List

- SNC-CH140
- SNC-DH140
- SNC-RH164

## Why Sony Were Selected

During initial discussions, Chris Vandebrouck from Sony emphasized the importance of the value of View-DR, Sony's latest technology used to produce images with an extremely wide dynamic range. This meant Sony's solution was able to effectively monitor the vast 12,000 square meter site of A&C Systems.

View-DR is a combination of Sony's full-capture Wide-D technology.

View-DR is a combination of Sony's full-capture Wide-D technology, the high-speed 'Exmor' CMOS sensor and Visibility Enhancer (VE). The full-capture Wide-D technology captures images using a 'standard' exposure time and takes either one or three images using very short exposure times depending on the camera type. The newly developed View-DR algorithm nearly doubles the camera's sensitivity when compared to conventional Wide-D technologies. To capture multiple HD resolution images at a very high speed, the 'Exmor' CMOS sensor utilizes its high-speed readout characteristics. When combining multiple images, VE is employed to provide a high



View-DR is a combination of  
Sony's full-capture Wide-D technology

level of chrominance and luminance. With View-DR, monitored images become very visible; even more so than when viewed with the naked eye.

## Quotes

Bruno Lisen, Managing Director of A&C Systems

"When we decided to expand our operations in a new location we immediately understood that the investment in security was fundamental to the operational success of our company and the credibility we give our suppliers, manufacturers of high-tech gadgets and very attractive goods for theft."

Serge Stevenart, owner of a system installer company

"A&C Systems immediately understood the efficiency of intelligent outdoor perimeter protection."

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