



THE KASTLE SOLUTION: MAXIMUM SECURITY AT THE LOWEST COST

“IT IS NOT OFTEN THAT YOU CAN IMPROVE TENANT SERVICE AND SAVE MONEY AT THE SAME TIME,” STATES LIPSCOMB. “WE ARE EXTREMELY SATISFIED THAT KASTLE HAS ENABLED US TO DO BOTH.”

-GEORGE LIPSCOMB, COO FIFTH ST. MANAGEMENT

CLIENT NEEDS

Fifth Street Management in Atlanta employed a guard service to secure two buildings and an adjoining parking structure totaling 600,000 square feet. Understanding the inherent limitations of traditional guard service programs, they were looking for a technology based solution to enhance security at their properties. “It is our practice to continually look to technology as a way to improve the service we provide our tenants,” states George Lipscomb, COO for Fifth Street Management. “We felt that there had to be a smarter approach to provide more effective security at a lower cost.”

THE KASTLE SOLUTION

Kastle Systems installed a smart video system which turned Fifth Street’s existing surveillance cameras into proactive sensors, detecting security incidents using advanced analytics. Combined with remote video monitoring- -a service which Kastle manages 24 hours a day —the installed technology enables Fifth Street to respond immediately to events of interest. Each camera uses smart video analytics to detect pre-defined unauthorized activities such as loitering, removing an object, or tailgating through entrances. When a breach is detected, an alert is immediately dispatched to the Kastle operations center. A security expert at Kastle then notifies a guard on the premises to directly address the situation.

SECURITY AUDIT

Kastle Systems conducted a security audit of the Fifth Street properties, extensively surveying the area and working with Fifth Street to understand their challenges. Collaboratively, we then defined customized security rules for each different sector of the property. For example, a rule that prohibits loitering in a lobby would contain different parameters from a rule that prohibits loitering outside a back door after hours. “I was impressed by the thoroughness with which Kastle analyzed and designed our solution,” states Chris McCall, senior property manager at Fifth Street. “They spent a lot of time with us to understand our goals and develop solutions to address them.”

MEASURING THE RESULTS

Fifth Street Management experienced immediate improvements in security outcomes and cost savings. In a typical week, an average of sixty-four security events is detected. Approximately 91% are incidents which a guard almost certainly would have missed. As a result, the role of the Fifth Street security staff has evolved from issue detection to active response, leading to a reduction in guard hours and savings of seven cents per square foot in security related expenses.