



**Wellcraft Construction Company**

# Case Study

“ Kastle Systems services were the perfect solution for loss prevention and deterring trespassers. Their offerings were also instrumental in monitoring the progress of the job and ensuring on-site safety.

— **Dan Van Vuskirk**  
Project Manager

## KASTLE SYSTEMS MOBILESENTRY SOLUTION IMPROVES JOB SITE SECURITY, MITIGATES RISK AND REDUCES COSTS

### PROJECT OVERVIEW

Wellcraft Construction Company is a highly reputable general contractor that builds commercial real estate, multifamily and hotels in Philadelphia, PA. Appropriately securing job sites and mitigating overall liability while containing costs is a constant challenge for Wellcraft.

### CHALLENGES

Vandalism, graffiti and theft are always major concerns for Superintendents & Project Managers at a job site. Stolen materials and stolen tools cause delays in the schedule. Deadlines get harder to hit, and the need for overtime often figures into the equation, meaning higher costs. In addition, heavy equipment and cranes on site present an attractive nuisance for pranksters and thrill-seekers.


Traditionally Wellcraft had turned to a security guard service to help solve these problems. The results were mixed — guards not showing up; guards falling asleep; guards being expensive; guards being the problem. Wellcraft needed something that performed better and more consistent at a lower cost point.



### SOLUTION

Kastle Systems MobileSentry solution was the clear option for Wellcraft. Smart cameras, an audio deterrent and real-time monitoring can replace a security guard at a site after hours. Kastle's privately-owned and US-based Operations Center monitors video alarms generated by the smart cameras. Responses include a live audio challenge and notifying site management and the police.





In addition, the solution provides cloud-based storage of video for up to 2 years as evidence for the police, to fight frivolous claims and to settle “he said she said” disputes on the site. Live video can be viewed online or through an app. Kastle handles the data through a 4G data plan. The customer simply needs to provide 120VAC and a place to mount the equipment. Solar options are also available.

## RESULTS

Kastle installed six cameras and the associated equipment at the construction site, creating a virtual perimeter around it. Through the term of the project, the system deterred crane climbers and many other intruders who trespassed on the site. The monthly cost was approx. 50% less than a guard on a monthly basis. Over the 18-month term of the project Wellcraft saved \$63,000.

## END USER SATISFACTION

Dan Van Vuskirk, who served as the Project Manager for this project reports that “Kastle Systems services were the perfect solution for loss prevention and deterring trespassers. Their offerings were also instrumental in monitoring the progress of the job and ensuring on-site safety.”

## SUMMARY BOX

### End User:

Wellcraft Construction Company  
Southampton, PA

### Solutions Provider:

Kastle Systems, Falls Church, VA

## ABOUT KASTLE SYSTEMS

Kastle Systems has been leading the security industry for more than 40 years with new technologies and advanced security solutions. Kastle operates and manages security systems for its clients remotely, around-the-clock and protects over 10,000 locations nationwide and internationally. Kastle’s innovative outsourced security services significantly reduce costs and improve the critically important, 24x7 performance of security systems for building owners, developers and tenants. KastleVideo systems deliver the latest advancements in monitored video solutions, including high-definition cameras, cloud-enabled network recording and cutting-edge video analytics. Headquartered in Falls Church, Virginia, Kastle is consistently ranked the #1 Security Provider in DC by the Washington Business Journal and is on CIOReview’s 2018 List of Top Physical Security Providers in the US.

