

Enhanced Security: Businesses Reap Benefits of Video Surveillance

When Selex Director of Operations, Darren Ruback, realized his security system was not meeting the needs of the business, he turned to Orbis Solutions. The Orbis team completed a full analysis of his existing security and provided a proposal for a system that would meet his needs both today and in the future.

Selex's three gas stations are now equipped with a fully integrated, innovative surveillance system that includes **68 cameras** and delivers the benefits Selex was searching for to enhance operations and boost the bottom line.

- **Point of sale integration:** Security cameras allow staff to monitor sales to evaluate training, track inventory and prevent theft. If a question arises, staff can quickly review footage for answers.
- **Improved training:** Selex management can now access cameras at all locations at any time to monitor employees and use the data for ongoing training. The system allows them to provide examples of what employees are doing right as well as wrong, to boost morale and enhance training efforts.
- **Crime reduction:** High-resolution, top-quality technology provides **crisp footage for viewing cash and Lotto transactions** and providing clear images for **facial recognition**.



The high resolution footage from 68 cameras is remotely monitored by management



All three Chicagoland gas stations are now equipped with a fully integrated, innovative surveillance system

- **Enriched PR:** The local police are excited about the improved security systems. The surveillance will help monitor the neighborhood, which includes local bars that can induce crime. Police can now use the gas station cameras to identify suspects. The cameras can also pinpoint sales to **track purchases made with stolen credit cards**.

High ROI

Orbis Solutions installed a total of 68 cameras at the three locations. The improved security **reduces insurance costs**, increases safety, deters criminals and helps with employee retention and community relations. The potentially large capital expenditure was reduced to a **reasonable monthly operational expense** through an Orbis financing option.

Phase II

Selex was impressed with the knowledge, experience, and efficiency of the Orbis team, and plans to install a similar system at their Chicago car wash. The improved security will allow clear visibility day and night to maximize profitability and reduce liability claims.

The Orbis team is excited to partner with companies like Selex to design integrated, targeted solutions that drive business success.

Technology in this Case Study



Station A



Station B



Station C

