



360-degree Technology Puts Car Dealership in the Driving Seat

CLIENT

Arnold Clark is Europe's largest independently owned car dealership, with 200 showrooms, garages and rental outlets serving 2 million customers across the UK.

CHALLENGE

The company was upgrading its security systems in newly refurbished sites from analogue to IP, and also wanted to improve coverage in its showrooms, compounds and workshops to increase safety and security. The Arnold Clark security team has high expectations of quality, and its integration and maintenance partner, Assure Alarms, wanted a system that was hard-wearing and easy to maintain.

SOLUTION

Oncam 360-degree cameras were installed on a trial basis in key locations, both indoor and outdoor. Centrally monitored by the security team, the cameras provide total situational awareness in showrooms, compounds and workshops.

RESULTS

Coverage has been improved in all areas, using fewer cameras. With less hardware (and no moving parts on the cameras), maintenance is easier and overall cost-efficiency has been improved. Arnold Clark plans to expand its use of the Oncam 360-degree technology to further improve situational awareness.

It's not easy to impress Robert Bryce, head of security for Europe's largest independent car dealership. He demands and expects the highest-quality technology for his team, as they work to keep cars and customers safe across Arnold Clark's 200 UK showrooms.

Based in Glasgow, Bryce and his team monitor Arnold Clark's showrooms day and night utilising Pelco by Schneider Electric's DS ControlPoint VMS. As the company grows, it's their responsibility to design, install and manage the security system for each new or refurbished site, with the help of trusted security integrator Assure Alarms. Poorly-performing, temperamental or hard-to-maintain equipment is not an option for this team, they expect to be able to rely on the equipment they use.

Keeping pace with advances in technology, the company decided to move to IP-based security systems for all new and refurbished sites. Bryce identified 360-degree technology as having enormous potential, but he was yet to be impressed by any products - until Assure Alarms introduced him to Oncam's 360-degree technology. After a demonstration that did impress, Bryce knew he wanted to put the

Oncam 360-degree cameras through their paces. He decided to trial them in key locations across a number of Arnold Clark showrooms, workshops and compounds.

After a simple installation and smooth integration with the rest of the security system, the 360-degree cameras quickly proved their worth. Discreet in design, they didn't spoil the look and feel of newly refurbished showrooms, even as they provided Bryce's team with total situational awareness at both interior and exterior sites. In many places, just one Oncam 360-degree camera provide the same coverage as three or four fixed cameras, reducing running costs and simplifying the overall infrastructure that the Assure Alarms team has to maintain. "Maintenance is also a lot easier because the Oncam cameras have no moving parts," says Gareth Hay from Assure Alarms.

