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DENNIS MAES PUEBLO JUDICIAL

THE COURTSHIP OF COLORADO SECURITY

Small Integrator
Takes on Big Project

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SECURITY ORDER IN THE COURT

When word came down the pike that a Colorado community was in line for a fancy new courthouse, a local integrator answered the call of civic duty. The small provider proved its mettle by pulling off a two-year project including several hundred video, access and communication devices.
By Scott Goldfine

SCORE ANOTHER ONE FOR THE LITTLE GUY. While a relative handful of goliaths and marketing-savvy companies tend to receive the lion's share of exposure, one of the enduring — and most endearing from an entrepreneurial standpoint — aspects of the electronic security industry is its principal population of 10,000+ small operators. According to *Security Sales & Integration's* 2014 Installation Business Report, about 85% of installing security contractors generate \$10 million or less annually, officially classifying them as small businesses based on SBA standards. These firms, many of them independent and family run, are the industry's heart and soul. A prime example: Colorado Security.

The integrator's latest victory — the largest single building project in the company's 31-year history — is not only a milestone for the business but also a feather in the collective cap of the often silent installation majority. "We are very proud of this project not only because of its size, but that they chose a local small security integrator as their provider," says Colorado Security President Brian Collinsworth.

By stepping up to deliver an integrated access control, video surveillance and emergency communications solution for a new courthouse in Pueblo, Colo., Colorado Security has thrown down the gauntlet making the case for local integrators versus larger regional or national providers. This pertains not only to smaller firms' technical and



Colorado Security's project team (l-r): Lead Technician Jay Baxter, CEO Michael Collinsworth, Founder Joe Collinsworth, President Brian Collinsworth and Project Manager David Collinsworth.

project management prowess in larger deployments, but also their relevancy in markets with complex needs and requirements such as government and health care.

2 Sons Stake Their Security Claim

Following stints with the U.S. Navy, Collinsworth and his brother Michael joined Pueblo-based Colorado Security in the late 1990s. Just a couple of years later they would take over management of the business, which was founded by their father, Joe Collinsworth, in 1984. He established the firm after spending 13 years as a Diebold technician. That experience led to Joe Collinsworth providing security services to financial market clientele throughout the southern part of the state.

"Until our employment, the business was primarily in the financial security sector. Once we joined, we expanded the business to include the education and government sectors, and included fire alarms to our list of services," says Brian Collinsworth.

Today, Colorado Security is five-employees strong and has solidified an excellent reputation for quality service and satisfied customers. Its 2,000 installed accounts are split 75% commercial and 25% residential, with its leading systems and services being (in order) video surveillance, fire/life safety, intrusion detection and access control. About a quarter of its customers subscribe to monitored services supplied by Rapid Response Monitoring.

"Being a small, family-owned security business has challenges. It is not easy competing against the corporate marketing machine of the larger security companies," says CEO Michael Collinsworth. "However, our size does help us in the fact that we have been able to develop personal relationships with our customers and local community. This helps us with turning new customers into long-term clients."

Asked what the key has been to their success, the Collinsworths say hard work, honest relationships and education are the traits learned from their father that have made the business a continued success. Michael and Brian both have associate's degrees in electronics technology and bachelor's degrees in security management.

"I think education and training is lacking with many security companies today, especially the larger companies," says Brian. "Wireless technology and remote programming have been great advancements in the industry, but it has also created voids in technician quality and quantity. Many technicians today cannot use a voltmeter and lack basic security troubleshooting skills. At Colorado Security, we like to keep up with current technology, but are careful not to forget the basic fundamentals from which we started."

Integrator Was in the Right Place, at the Right Time

Named after a chief judge who recently retired after a 16-year run, the \$58 million Dennis Maes Pueblo Judicial Building is one of the city's most significant civic structures and is Colorado's

Sustainability Goes Hand-in-Hand With Courthouse Building's Security

In addition to its leading-edge security solution, the Dennis Maes Pueblo Judicial Building is a LEED (Leadership in Energy and Environmental Design)-registered facility boasting the latest innovations in sustainable design and energy management. As the project's mechanical/electrical engineer, lighting designer and energy modeler, Lakewood, Colo.-based RMH Group was responsible for designing highly efficient HVAC and lighting systems that harmoniously integrate with the building's unique and symbolic architectural features.

Using sophisticated lighting modeling software, RMH's lighting designers worked closely with the building architect to develop a custom and efficient LED lighting scheme to complement the building's signature feature: a striking entrance rotunda that emulates the look of a kiva, a ceremonial space typical of most Pueblo Indian cultures.

RMH's lighting designers also worked in tandem with the building architect to develop functional, yet subtle, lighting to highlight a monumental steel staircase harkening back to Pueblo's steel-town heritage. Daylight harvesting was implemented in all perimeter corridors to offset as much electrical lighting as possible with natural daylight. Occupancy sensors were installed throughout the building to turn on lights whenever occupants are detected in a space and to turn off lights whenever a space has been vacated.

The HVAC system utilized a variety of energy-reduction strategies including:

- ◆ Direct evaporative cooling to efficiently air condition the building (evaporative cooling is supplemented with back-up chilled-water cooling)
- ◆ Displacement cooling system for the entrance rotunda, which transfers conditioned air from the main building to the rotunda before being exhausted at the top of the rotunda
- ◆ 95%-efficient condensing boilers and domestic water heaters
- ◆ Demand-controlled ventilation to deliver fresh outside air to high-occupancy spaces whenever carbon dioxide levels reach a threshold level
- ◆ Dedicated exhaust system to exhaust air from high-occupancy spaces without mixing with the general building return air
- ◆ Energy recovery system using a heat wheel for the detention area to reclaim energy that would otherwise be exhausted to the atmosphere

The building's many energy-reduction technologies and strategies are projected to deliver a 17.8% energy savings and an 18.8% cost savings when compared to a baseline facility meeting minimum LEED energy efficiency requirements.



newest courthouse. The state-of-the-art, five-story complex's more than 170,800 square feet includes 17 courtrooms, chambers for judges and magistrates, jury assembly and deliberation rooms, a first appearance center, clerks and administrative offices, probation department offices, training rooms, holding cells, security, and parking.

"Pueblo County had outgrown its existing judicial building and finally an opportunity opened up for a new facility. This might not be unique for most large towns, but what makes it unique in Pueblo is that it only gets a building of this size every 25 years," says Brian Collinsworth.

With the Collinsworths being Pueblo residents and providing security for many county facilities, Colorado Security was aware of the pending development and opportunity two years prior to the beginning of its construction in 2012. This inside track combined with its overall competencies allowed the integrator to win the project bid. The facility would take two years to be completed, opening its doors in fall 2014.

"Having grown up in Pueblo, it was an exciting opportunity for the owners to be a part of such an important project for the city," says Michael Collinsworth. "Having provided security services for the county for many years, we felt that we had a unique perspective on the needs for the new judicial building. It was nice to prove that just because you're a small integrator that does not mean you're incapable of providing high-end equipment and services."

Job Involves a Combined 300+ Cameras and Access Doors

In particular, the judicial building planners were seeking to boost safety and communications for the holding cells and courtrooms, have probation panic buttons in place, as well as overall building security. Stakeholders sought a solution capable of growing and keeping up with new technology. So Colorado Security worked closely with the architect and security consultant to make sure to futureproof the design, with devices and systems that could readily be expanded down the line.

For example, wireless panic alerting was chosen because of its mobility, and IP video was selected due to its scalability to accommodate future growth as well as ease of integration with



Colorado Security equipped Pueblo's new Dennis Maes Judicial Building with 150 access controlled doors (Von Duprin electrified hardware, HID smart card readers with Avigilon ACS); 160 Axis IP cameras with Video Insight VMS; 55 Commend IP Intercom stations; and an Inovonics panic alert system. The end user sought to boost safety and communications for the facility's holding cells and courtrooms, have probation panic buttons in place, as well as overall building security.

other platforms. Other highlights of the project included the installation of 160 Axis cameras and 150 access-controlled doors.

More specifics of the courthouse installation includes: Von Duprin electrified hardware; HID multiCLASS readers, Avigilon ACM enterprise server; 95 Inovonics wireless buttons, 95 Potter hold-up buttons, Interlogix NX-8E control panel; D-Link PoE switches; two Video Insight video management systems (VMS) with 98TB storage; 55-inch Samsung monitor, two Dell workstations with dual monitors; Commend GE800 intercom server; and 55 IP two-gang door stations.

Brian Collinsworth recounts some chief obstacles in bringing the final vision to life.

"At this time, this was the largest single structure project we had done," he says. "Coordination between architects, owner, general contractor and manufacturers was challenging. It required a balancing act during construction to meet the needs of state staff, county staff, the sheriff's office and general contractor."

Anticipating these challenges, the Collinsworths utilized the expertise of Michael's twin brother David, who had worked in the family business in the late 1990s before moving into the construction trade, where he has handled multimillion-dollar projects. "It was a pleasure working once again with the family business on such a historic company project," says David Collinsworth.

In addition to its leading-edge security solution, the Dennis Maes Building boasts the latest innovations in sustainable design and energy management (*see sidebar*).

Courthouse's Verdict: Positively Delighted!

The video surveillance system's camera views and access control system's schedules were arranged by Colorado Security through meticulous reviewing of preferences and purposes in concert with sheriff's staff as well as state judicial personnel.

The integrator did have to bob and weave a bit in a few instances when proverbial wrenches threatened to gum up the works. For example, the detention area security doors were a specialty item that had to be installed by an out-of-state contractor, and hence complicated the smooth progression of deliverables. In addition, door hardware was installed by the general contractor, meaning each door had to be scheduled for prewiring.

In the end, Colorado Security's project management skills proved quite an asset.

"We had a great relationship with most of the subcontractors, and this played a key role in the cohesiveness and flow of the project," says Brian Collinsworth. "The sheriff's office is very pleased with the system and would like to integrate these systems and technology into other county facilities as budget allows."

Colorado Security's satisfied client and neighbor, Pueblo County Sheriff's Office Captain Felix Gallardo, adds, "The security system works great and the video system has been a great asset to us." SSI