



CUSTOMER SUCCESS STORY

Pine Crest School

Pine Crest School relies on Pivot3 for state-of-the-art security storage technology

The Customer

Pine Crest School is a college preparatory school established in 1934 that operates two campuses in south Florida: Fort Lauderdale and Boca Raton. As one of the largest private schools in the nation, Pine Crest School is the educational home to more than 2,500 students from Pre-K through 12th grade with 1,680 students at the Fort Lauderdale campus and 875 in Boca Raton.

The school system is dedicated to challenging its students to develop independence through academics, the arts and athletics, and takes pride in providing a nurturing learning environment that prepares their students for future challenges.



The Challenge

Exceeding High Safety Expectations

Pine Crest School serves a network of families who have high expectations for the quality of education and the safety of their children. To meet this need to the satisfaction of students and parents, Pine Crest School required a security system that would allow them to identify visitors before they enter any buildings.

“Our clientele often live in gated communities and demand that everything at Pine Crest be secured to the highest level,” said Ryan Gallagher, Director of Facilities, Pine Crest. “They want the same level of security they have in their homes and businesses extended to their children’s lives at school.”

The school has relied on traditional security technologies to enhance security for some time, but wanted the capability to unify systems on both campuses, which are about 14 miles apart. It also needed the capacity to store data from hundreds of cameras for several days to enable the staff to solve investigations that weren’t reported immediately. Gallagher said, “students never seem to report anything until several days after it actually happened.”

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CUSTOMER SUCCESS STORY • *continued***Pine Crest School****The Challenge** *continued*

Pine Crest also needed a cost-efficient system because they rely heavily on donations, which can often come sporadically, and a solution that could be easily expanded upon as needed as the school system and its student base grows.

“We couldn’t just jump in because we can’t anticipate the level of donations we receive,” said Dan Donato, Facility Systems Specialist, Pine Crest Schools. “We knew we needed to start smaller and let the system evolve when the financial opportunities sprang up, so a system that could easily be expanded was greatly desired.”

The Solution**Robust Storage for a Robust System**

Pine Crest’s network of cameras, which includes IQin-Vision megapixel devices, is still growing and today exceeds 200. Milestone’s easy-to-use, yet powerful VMS, which is based on open architecture, manages video feeds and enables greater efficiency and improved functionality, while maintaining cost effectiveness. The school chose Pivot3 as the platform to host both the video management software and manage video storage. It began with just one Pivot3 appliance, and has been expanded to now include eight more across the two campuses.



The massive amount of data generated by surveillance systems makes storage a major budget item for end users, such as Pine Crest. At the same time, the critical data derived from a surveillance system is highly valuable and must be protected to meet regulatory, business and security requirements. The scale-out nature of the Pivot3 platform allowed Pine Crest to start small and grow, ensuring the performance and capacity of the system can handle the demands of incoming video streams and add investment protection over time as the deployment grows. In addition, Pivot3 appliances

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Pine Crest School



The Solution *continued*

reduce costs by consolidating server and shared storage functionality in a common appliance. Hosting servers in an iSCSI SAN eliminates the need for standalone physical servers, resulting in reductions in power, cooling, and rackspace that are both immediate and long term.

"The Pivot3 solution was much more cost-efficient when compared to some of our other options," Gallagher said. "Like most organizations, we have a CFO and cost is always a big factor. Pivot3 came in right where we needed to be price-wise."

Pivot3 appliances also allow for increased uptime and provide failover protection for both virtual server and storage resources in case of an appliance failure.

"The server is so efficient that there's rarely any downtime," Donato said. "If any other manufacturer's appliance failed, we would have to wait for repair but the Pivot3 system automatically heals. Plus, it's incredibly easy to add more storage and doesn't take long to configure."



The Result



A Watchful Eye for the Past and Present

The Pivot3 storage solutions provide Pine Crest with the capacity to store several days of video, even with its colossal number of cameras. The school system can easily access the depths of their surveillance data and quickly put investigations behind them.

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CUSTOMER SUCCESS STORY • *continued***Pine Crest School****The Result** *continued*

"A lot of students will leave iPads, laptops or even cellos behind in the hallways that we have to track down," Gallagher said. "Of course, they never report the items missing until several days later. Still, we can pretty easily consult the footage to find whatever was lost. And from a liability standpoint, we can go back and investigate rather than rely on witnesses."

Pine Crest plans to add an additional 150 cameras and will expand their Pivot3 storage accordingly.

"We've never had any issues with our Pivot3 products. They've all worked great from the first day," Donato said. "That's a rarity in technology. We rely on Pivot3 to help us protect our schools and the technology hasn't let us down."

The Pine Crest surveillance system has gone beyond expectations and has even helped streamline investigations unrelated to the school. The cameras have, on occasion, picked up traffic accidents on nearby streets. Pine Crest's robust Pivot3 storage system allows them to easily access that video and hand it over to police for their investigation.

"Pivot3 delivered on its promise to reduce power, rackspace and cooling costs when compared to conventional server configurations," O'Donnell said. "The money we have saved since implementing the Pivot3 solution enables us to expand our video surveillance system much sooner than we originally thought possible."