CASE STUDY: LEADER

Upgrading Video Surveillance and Wireless with UniFi

UniFi® Video Cameras deliver scalable, full HD resolution for day or night use

UniFi 802.11ac APs provide high-performance, reliable Wi-Fi to company personnel

IP video management offers intuitive control, live views, and customizable event recordings

Serving Australia for over 20 years, Leader is a distributor of over sixty global vendor brands and a telecommunications provider and carrier for VoIP solutions.

 Ranked as one of the top ten largest distributors in Australia, Leader has locations in five cities: Adelaide, Brisbane, Melbourne, Perth, and Sydney, which deliver and ship to customers across the country, including thousands of IT resellers, installers, and integrators.

SURVEILLANCE AND BANDWIDTH NEEDS

Leader’s aging CCTV and wireless systems were hard-pressed to keep up with the company’s growth and technological demands, including 1 Gbps of bandwidth per warehouse.

With five warehouses stocked with inventory and staffed by over two hundred users, Leader realized it was time to overhaul both the video surveillance and wireless networks.

“Ubiquiti provided us with a CCTV solution that was at least 70% more cost-effective than all commercial-grade solutions in the market – it also provided us with a better solution. Both the management software and remote viewing are generations ahead of the competition.”

Ben Klason, National Enterprise Manager, Leader

TOTAL CCTV AND WIRELESS UPGRADE

Leader surveyed the options and chose UniFi Video Gen 3 cameras and UniFi 802.11ac APs, which are supported by a variety of Ubiquiti® switches. Leader deployed the following Ubiquiti products across five warehouses:

<table>
<thead>
<tr>
<th>Model</th>
<th>Number</th>
<th>Purpose</th>
</tr>
</thead>
<tbody>
<tr>
<td>UVC-G3-AF</td>
<td>126</td>
<td>Indoor/outdoor IP camera with infrared</td>
</tr>
<tr>
<td>UVC-G3-PRO</td>
<td>40</td>
<td>Indoor/outdoor wide-angle IP camera with infrared and zoom</td>
</tr>
<tr>
<td>UVC-G3-DOME</td>
<td>12</td>
<td>Wide-angle dome IP camera with infrared</td>
</tr>
<tr>
<td>UAP-AC-M</td>
<td>22</td>
<td>802.11ac wireless coverage with directional antennas</td>
</tr>
<tr>
<td>UAP-nanoHD</td>
<td>18</td>
<td>802.11ac Wave 2 wireless coverage</td>
</tr>
<tr>
<td>US-16-XG</td>
<td>1</td>
<td>10G aggregation switching with SFP+ and RJ45 ports</td>
</tr>
<tr>
<td>US-24-500W</td>
<td>1</td>
<td>Gigabit switching with SFP ports and PoE support</td>
</tr>
<tr>
<td>US-16-150W</td>
<td>4</td>
<td>Gigabit switching with SFP ports and PoE support</td>
</tr>
<tr>
<td>UAS-XG</td>
<td>4</td>
<td>10G application server</td>
</tr>
<tr>
<td>EP-S16</td>
<td>4</td>
<td>Outdoor switching with SFP+ ports, PoE support, and power input options: DC power and PoE</td>
</tr>
</tbody>
</table>

Office area with ceiling-mounted UVC G3 Dome Cameras
UBIQUITI SOLUTION

RAPID DEPLOYMENT

Licensed security installers and certified electrician/cablers performed the hardware installation, and Leader system administrators easily set up and configured devices in less than 1-2 hours per site. Subsequent maintenance and management is minimal.

HD VIDEO SURVEILLANCE

At each site, Leader uses 25-50 cameras, which receive data and PoE from UniFi PoE Switches. In turn, these switches connect via fiber to a core UniFi 16 XG Switch linked to the fiber internet connection.

In deployments that require longer cable runs, cameras are powered by an EdgePoint® S16, a weatherproof switch designed for operation in high-temperature environments.

“We actually experienced a theft five days after our new system went online in Sydney — and the footage was brilliant compared to our last system. If we had used the earlier system to try to pull camera footage, we would have had no usable evidence. UniFi gave us super-clear HD footage, and it was easy to extract three camera angles of evidence, export and upload to Dropbox — all in under five minutes.”

Ben Klason, National Enterprise Manager, Leader

802.11ac WIRELESS PERFORMANCE

For Wi-Fi coverage at each site, Leader installed 4-18 UniFi APs, which receive data and PoE from UniFi PoE Switches. The UniFi nanoHD AP model offers 802.11ac Wave 2 MU-MIMO technology with 4x4 spatial streams to maximize multi-user throughput for high-density environments, while the UniFi AC Mesh AP model provides wide-area Wi-Fi with Plug & Play Mesh technology.

“The wireless installation allowed us to deploy the latest 802.11ac Wave 2 wireless with nanoHD — at around 1/5 the cost you’d expect from competitor brands like Aruba and Cisco — and it works brilliantly!”

Ben Klason, National Enterprise Manager, Leader

The scalable UniFi Network software conducts device discovery, provisioning, and configuration of APs, switches, and other devices via an intuitive user interface, which is available through a web browser or mobile app.

FUTURE EXPANSION PLANS

As needs evolve, Leader plans to add more cameras and APs to the current systems. Leader is also researching UniFi LED to achieve cost savings — potentially 40% of current electricity bills — and increase energy efficiency.

Visit Leader at www.leadersystems.com.au
For more case studies, visit ui.com/customers