



# chemical manufacturers modernize their video surveillance operations while leveraging existing video hardware



case study



## the customer

### chemical manufacturer

With more than a century of industrial experience, this organization is a world leader in the phosphate sector. The company manufactures an extensive range of phosphate and fluorine products used in food applications, industrial applications, fertilizers, and other applications such as pharmaceuticals.

## the partner

### CDW logistics

CDW logistics, a division of CDW Corp., a leading multi-brand provider of information technology solutions to business, government, education, and healthcare customers in the United States, the United Kingdom, and Canada, worked closely with helping this organization identify a solution provider. A Fortune 500 company and member of the S&P 500 Index, CDW was founded in 1984 and employs approximately 10,000 individuals.

## the challenge

There are myriad challenges that face the chemical industry, from improving the manufacturing process and ensuring workplace safety to reducing operating costs and limiting downtime. All of these factors must be achieved while maximizing operations and increasing overall return on investment.

Like most critical infrastructure organizations, the critical infrastructure business needed to upgrade its video surveillance infrastructure at a mission-critical site to meet industry and federal regulations. The company sought to modernize its video surveillance operations while leveraging its existing investments in video hardware.

Security and IT leaders were interested in transitioning video management to the cloud. Still, they faced a minimal budget and needed to use their existing 66 cameras and access control devices in any new set-up. They also sought to align multiple systems under a single-pane-of-glass to enable more effective and efficient security operations.

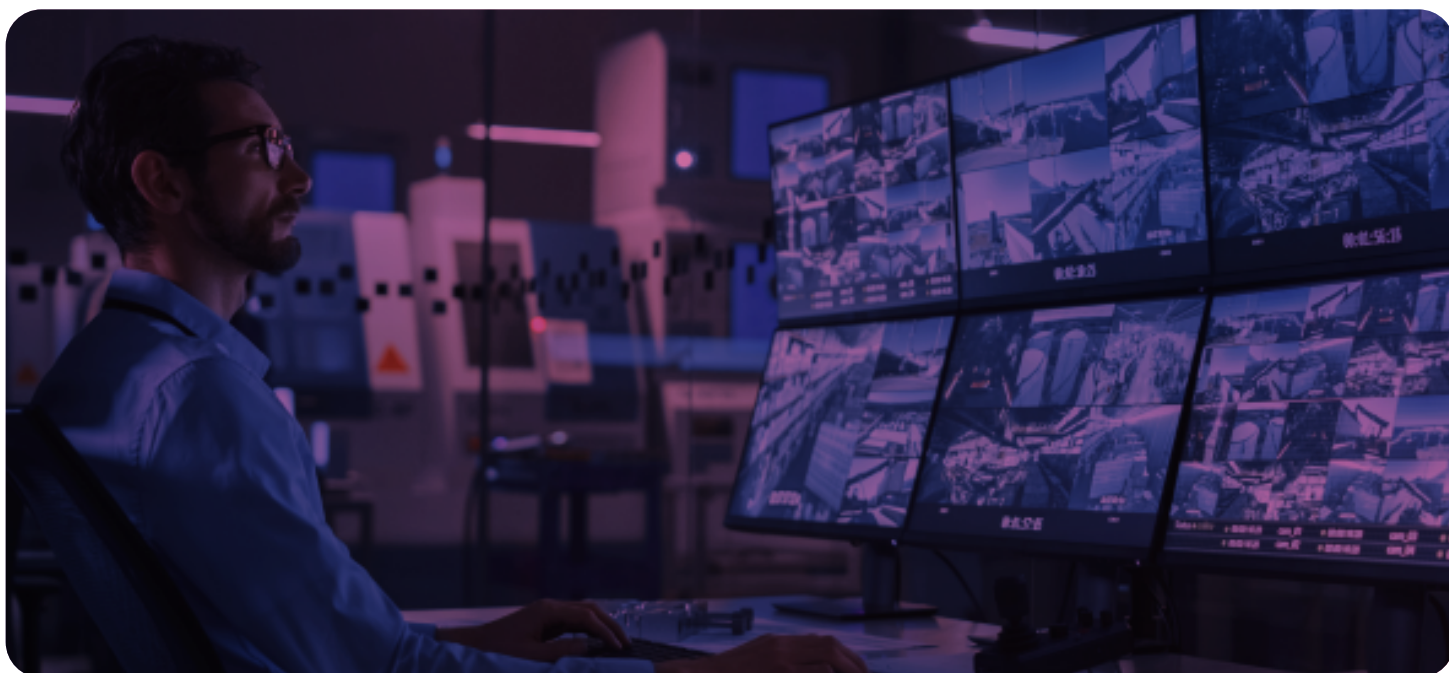


## the solution

Facing a tight budget and significant security and compliance challenges, the company was impressed with Arcules' willingness to help the company build a customized solution to meet their specific business needs. The Arcules Unified Cloud Security Platform not only delivers high levels of scalability and flexibility but also because it seamlessly integrates with the company's existing Axis Communications IP cameras.

## working with CDW logistics

Leaders were introduced to the Arcules unified cloud security platform by CDW Logistics as an ideal option to migrate to the cloud while using current investments and staying within budget. The Arcules team suggested a virtual gateway configuration, which allowed it to install the same software on its existing servers to reduce the requirement for additional hardware investments.



## the results

By adopting the open platform and cloud-based functionality from Arcules, this leading chemical provider used its existing camera infrastructure without having to embark on a complete overhaul of the system - a costly and complicated proposition.



"Because of the risks and compliance requirements we have as an organization, we need to have complete awareness across our facility," the security leader said. "With Arcules, we have invested in ensuring our security can meet the needs of today while looking to tomorrow, and we are grateful to find a supportive and innovative partner in Arcules as we scale our business."