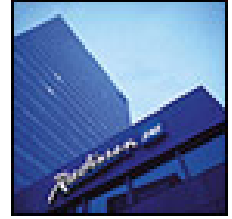


# Radisson SAS Hotels get flexible, cost effective digital video surveillance with Milestone XProtect.

"Milestone was chosen for being a flexible digital software solution that gives us the ability to use a mix of hardware models regardless of the project involved. As a chain operating in many countries, it gives us the ability to have a standard solution regardless of access to hardware suppliers."

- Paul Moxness, Director of Corporate Security, Rezidor SAS



## ◆ The Security Goals

The Radisson SAS hotels wanted to move their analog security approach to an advanced digital surveillance solution based on network technology that allows integration with other security systems. They want to prevent crime and have easy access to clear evidence should there be any incidences on their properties.

## ◆ The Solution

They avoided the higher cost of upgrading to network cameras by using existing analog cameras and converting the image data to digital format through an Axis 2400 video server. This has an IP output to Milestone XProtect software that runs on local PCs placed in the security guard control rooms. They are using Sanyo camera models VCC 3974P and 3100P, as well as Bosch Dinion XF.

## ◆ The Advantages

Radisson SAS has achieved a reasonably priced yet advanced digital solution that enables central control of their security monitoring and a standard framework for the chain's approach to surveillance, no matter which local hardware suppliers may be used. The open architecture of Milestone software allows them to choose which equipment models they want to use, and the network approach provides the flexible scalability to add new cameras anytime or integrate with other security devices like alarms.

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Radisson SAS Hotels give first priority to taking responsibility for the safety of employees and customers. This is part of the "Responsible Business" program that Radisson SAS has supported with Milestone security software since 2002. They are using a Milestone XProtect networked digital video surveillance solution to achieve their goals for customer safety and protection of property.

"My role is to use risk analysis to evaluate where we can improve our business and security through the use of video," relates Paul Moxness, Director of Corporate Security at the parent company, Rezidor SAS.

## Cost effective digital video

"I first heard about Milestone through a business contact. Shortly thereafter, there was a presentation at an ASIS meeting, where I met several of the company's representatives and saw a demo," recalls Paul Moxness. "My first-hand impression was very positive. Digital video was new for us at that time."

Radisson SAS had a limited budget for their security surveillance, and already had some analog cameras from an existing system in one of their Copenhagen hotels. It therefore proved most efficient and cost effective to be able to re-use that equipment in the new digital setup, achieved through an Axis 2400 video server.

The company is using a mix of camera models from Sanyo and Bosch, chosen for their performance in different light conditions.

"All the cameras work well with the Milestone system, and we generally get images of high quality," reports Moxness. "The fact that we were able to upgrade an existing system also made the Milestone solution a good alternative for us."

**Scalability, integration, and easy maintenance**

"We wanted a digital solution that could be expanded over time, and integrated with other security systems like alarms," continues Moxness.

Milestone software is designed with an open architecture that runs on a standard Windows platform, and the TCP-IP protocol allows the option for integration with other systems' data used in the company's network.

Paul Moxness summarizes the main benefits for Radisson SAS: "The Milestone system has improved our surveillance capabilities in a number of ways. Most notably, the time required to find and process surveillance of specific incidents has greatly decreased. The ability to make small video files and still pictures for use as evidence or documentation, and the general quality of footage has been positively commented upon by police investigators. In addition, the maintenance and general operation of our surveillance system has been made a lot easier."

**Location flexibility**

Moxness points out that each hotel location may be using different hardware suppliers, so it was important to have a solution allowing the flexibility to choose different equipment. Milestone software allows that kind of independence: it supports over 80 various camera and video server models from the world's leading manufacturers.

"Our company also requires that the equipment and installation are in agreement with the laws and rules for video surveillance in the involved country locations," says Moxness.

The Radisson SAS chain includes 140 properties in operation and 39 projects under development in 39 countries throughout Europe, the Middle East, and Africa. As of 2003, they had expanded their implementations of Milestone IP surveillance software in Denmark and Belgium.

**Protection for ASIS International conference**

The Radisson SAS Scandinavia Hotel in the center of Copenhagen is one of the company's locations in Denmark using Milestone software in its surveillance. This is particularly appropriate as a secure framework for the ASIS International European Security Conference being held in the hotel 17-20 April, 2005. Milestone Systems management will also be presenting a seminar on networked video surveillance at the conference, which is open to those registering for the conference on the ASIS website:

[www.asis.online.org](http://www.asis.online.org).

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**About the company**

Rezidor SAS Hospitality, one of the fastest growing hospitality companies in the world, has a portfolio of four brands: Radisson SAS, Park Inn, Regent and Country Inn. Rezidor SAS currently includes 247 hotels in operation and under development in 47 countries. For more information on Rezidor SAS and its four brands, visit [www.rezidorsas.com](http://www.rezidorsas.com).

Radisson SAS is a first-class hotel group with service differentiations such as the 100% Guest Satisfaction Guarantee and the "Yes I Can" service principle. For further information visit [www.radissonsas.com](http://www.radissonsas.com).

