

Protecting Your Building From Threats During COVID-19

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EAGLE EYE
NETWORKS

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Today's Webcast starts at 1:00 p.m. Eastern.

Thank you for joining us.

Today's Moderator

Dan Hounsell

Editor,

Facility Maintenance Decisions



Protecting Your Building From Threats During COVID-19



Today's Panelist



Eddie Sims
Senior Manager,
Dormakaba USA Inc.



Patrick Cooke
Senior Director,
Eagle Eye Networks



Jim Moran
Account Manager,
Permatron

Today's Panelist



Eddie Sims
Senior Manager,
Dormakaba USA Inc.

Eddie is a senior sales executive with additional experience in managing branch operations, having P and L ownership, overseeing all aspects of a post-merger integration, creating product offerings and marketing pieces within commercial and retail construction verticals, hospitality and lodging, and the automatic and manual door industry. Assessing markets for sales growth opportunities, gaps in product offerings, developing go to market strategies are strengths he has developed over the 22 years working in this industry.

Today's Panelist



Patrick Cooke
Senior Director,
Eagle Eye Networks

Patrick Cooke has over 20 years of experience in the physical security industry. Having held strategic roles within National Integration Firms and Manufacturing Leaders, he has managed major industry transitions of Analog to IP, the Proliferation of High-Resolution cameras and now the shift from on-premise to cloud based systems.

Today's Panelist



Jim Moran
Account Manager,
Permatron

Jim Moran is an Account Manager for Permatron, a custom air filter manufacturer out of Elk Grove Village, IL. He has been in the filtration business for 4 years and in industrial sales for 8. Jim is a National Air Filtration Association Certified Air Filter Specialist (CAFS) and serves as their Chair of Education & Training Committee.



Learning Objectives

- Learn how to use remote video surveillance from anywhere
- Review how to change from touch to touchless access control
- Learn how to reduce contractors and service providers onsite

To Ask Questions:

**Please use the question and answer panel on the bottom of
your screen.**



Presentation Handouts

All participants will receive an e-mail by the end of the day with a link to download a PDF copy of today's presentation slides.

CEU Information

Trade Press Media Group is authorized by IACET to offer 0.1 CEUs for this program.

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Today's Moderator

Dan Hounsell

Editor,

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building
OPERATING
management
FMD



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NETWORKS**

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About Eagle Eye Networks

- Founded in 2012 by Dean Drako (Founder & Former President/CEO of Barracuda Networks)
- #1 in Cloud Video Surveillance Worldwide
- Headquarters: Austin, TX
- Offices: Tokyo, Amsterdam
- Customers in over 80 countries



#1 in Cloud Video Surveillance



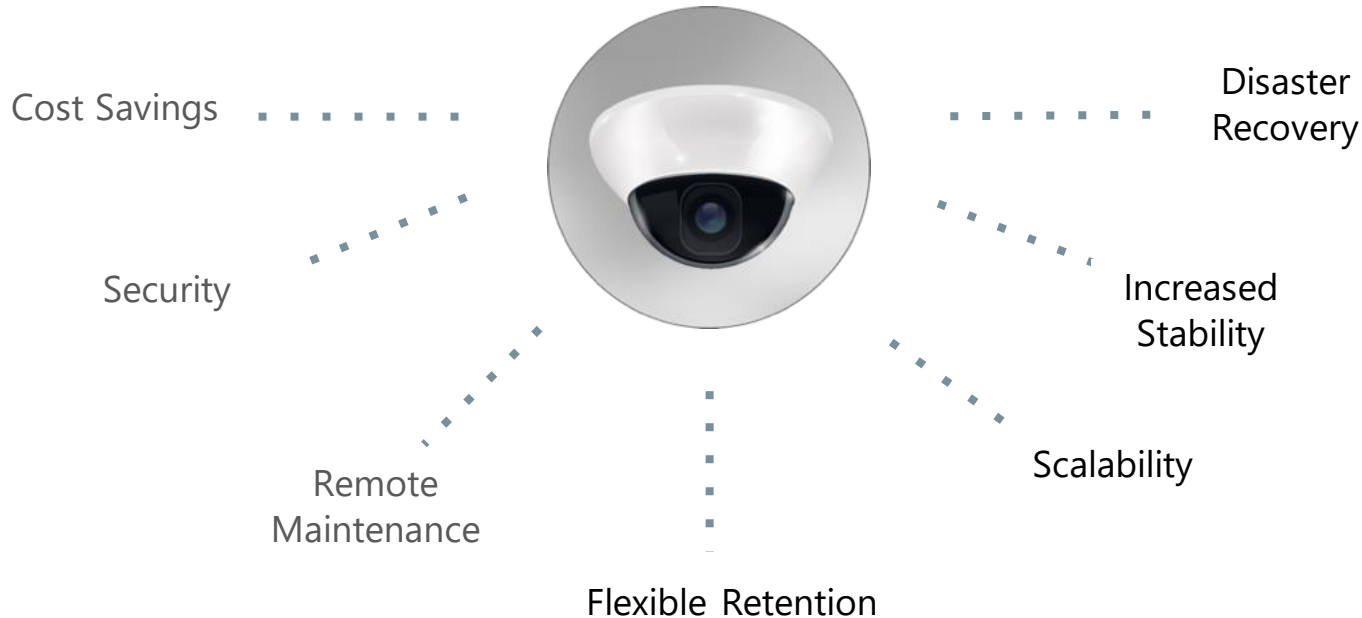
Most
Recognized
Brand in
Commercial
VSaaS

Fastest Growing
Video Surveillance
Company

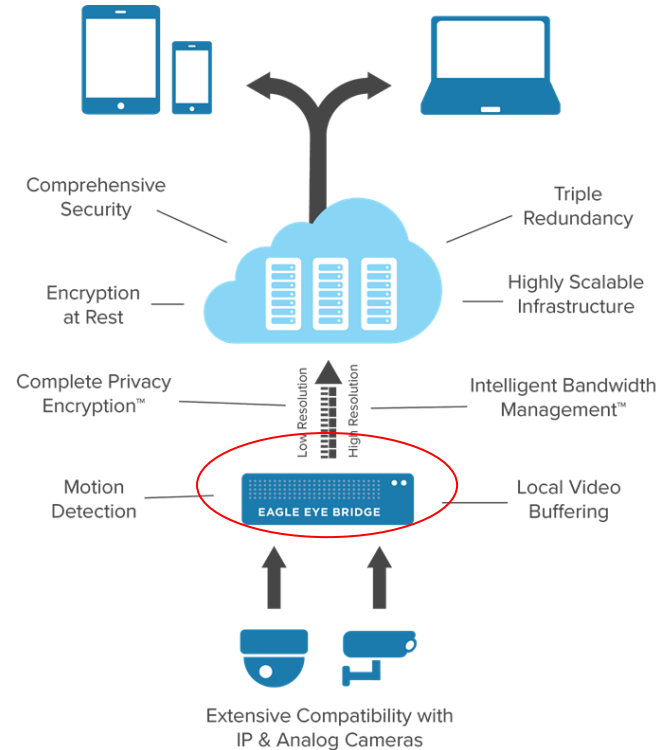
133rd Fastest
Growing Company in
North America

19.9%
VSaaS
Platform
Market
Share

Cloud Video Benefits



Not All 'Clouds' are Built the Same



Why Businesses Choose Eagle Eye Networks



Broad Camera Support

Save money with the flexibility to use new or existing cameras with over 3,000 IP, analog and HD over Coax supported cameras



Advanced Analytics

Get unprecedented insight into day-to-day operations and uncover opportunities for operational improvement with analytics like people counting and line crossing



Open API

Expand and customize your solution for your unique business needs. Build new feature-rich SDKs or choose from existing ready-to-use applications



Secure

Fully encrypted video during transmission and at rest. No open ports or firewall configuration necessary.

Challenges Highlighted by COVID-19

To compensate for the inability to physically be on-site, many turned to their video surveillance systems to remotely manage and view their business.

Poor Remote Performance

Especially on mobile applications due to servers being overloaded by the number of users attempting to view video remotely.

Feature Loss

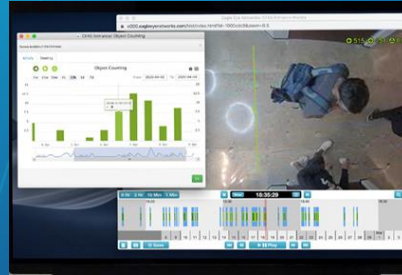
When transitioning from desktop to mobile, leaving customers without crucial features.

Cyber Security Concerns

Open port forwarding required by traditional systems to enable remote access leaves systems vulnerable.

Leveraging Analytics While Remote

"The people counting and the intrusion analytic have been crucial during this time, helping us monitor the check-in desk, counting how many people gathered around a small proximity."



LINE CROSSING

Real-time notifications when someone enters an area from predetermined direction.

PEOPLE COUNTING

Identify peak business hours and traffic flow for business optimization.

CAMERA TAMPERING

Receive alerts when a camera is blocked, covered or moved.

LOITERING

Reduce vandalisms and break-ins with real-time alerts for loitering

INTRUSION DETECTION

Protect secluded/restricted areas with notifications when an area is breached from any direction.

Contact Us

- **Let's connect! We'll schedule a personalized demo to walk through our platform**

Contact Us:

+1-512-473-0500

sales@een.com

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Eddie Sims

Senior Manager

Retail and

Commercial Markets



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Invisible Threats



ED50/100/250 Surface Applied Swing Door Operators

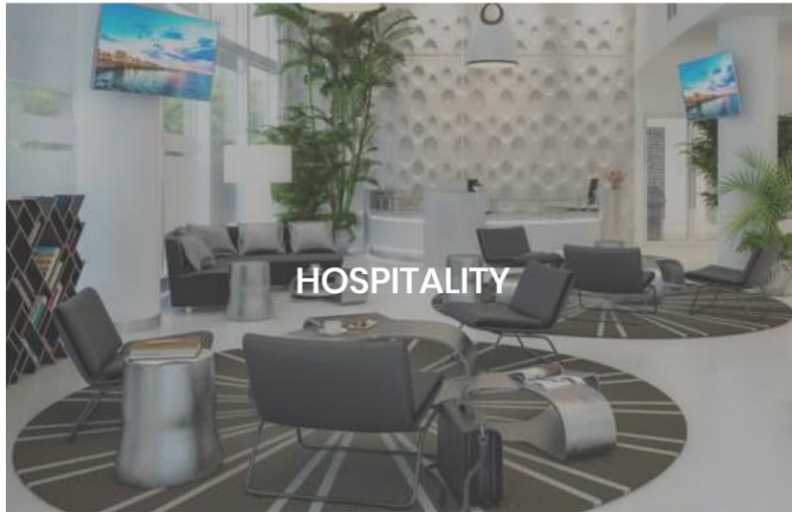
- Integrated hardware power supply and relay, allowing for seamless control of security hardware.
- Built-in door position status, indicating door open or door closed.
- Close and latch in case of power loss (adjustable closing speed on loss of power).

RCI 910TC Touchless Switch

- Hands-free – helps reduce the spread of germs and bacteria.
- Adjustable detection zone to reduce unwanted activations.
- Mounts on single-gang electrical box.
- Available remote control to trigger switch remotely.

Invisible Threats

Select your facility type



www.touchfreeaccess.com

Continue >

Exterior Threats

RCI Maglocks & Strikes



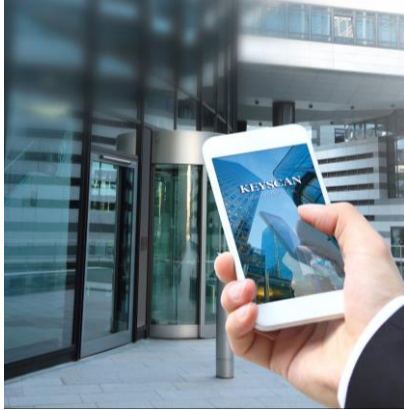
Keyscan Access Control



Keyscan Aurora Software



Exterior Threats



Security Revolving Doors

- Integrates with Keyscan and other managed access control systems.
- Three levels of secure building access: control, detect and prevent.
- Requires no modification of floor structure.



Argus Sensor Barriers

- Integrates with any access control system.
- Different security levels for anti-tailgating requirements.
- No contact with the door leaves.
- Audio and visual alarm on unauthorized passage.

Exterior Threats



BEST SHELTER System

- Easily retrofits to existing doors in buildings new and old.
- More cost-effective than standard wired solutions.
- Customize lockdown strategies, control remotely and integrate with existing systems.
- Code compliant, enables people in locked areas to exit a room or building.



Apex 2110VI Exit Device with Intruder Function
Indicators

- Resistant to High Traffic & Abuse
- Enables Easy to Read Security Status in Low Light
- Facility Lock Down Protocols
- Quarter-Turn Lock Down Activation
- Field Conversion Kits

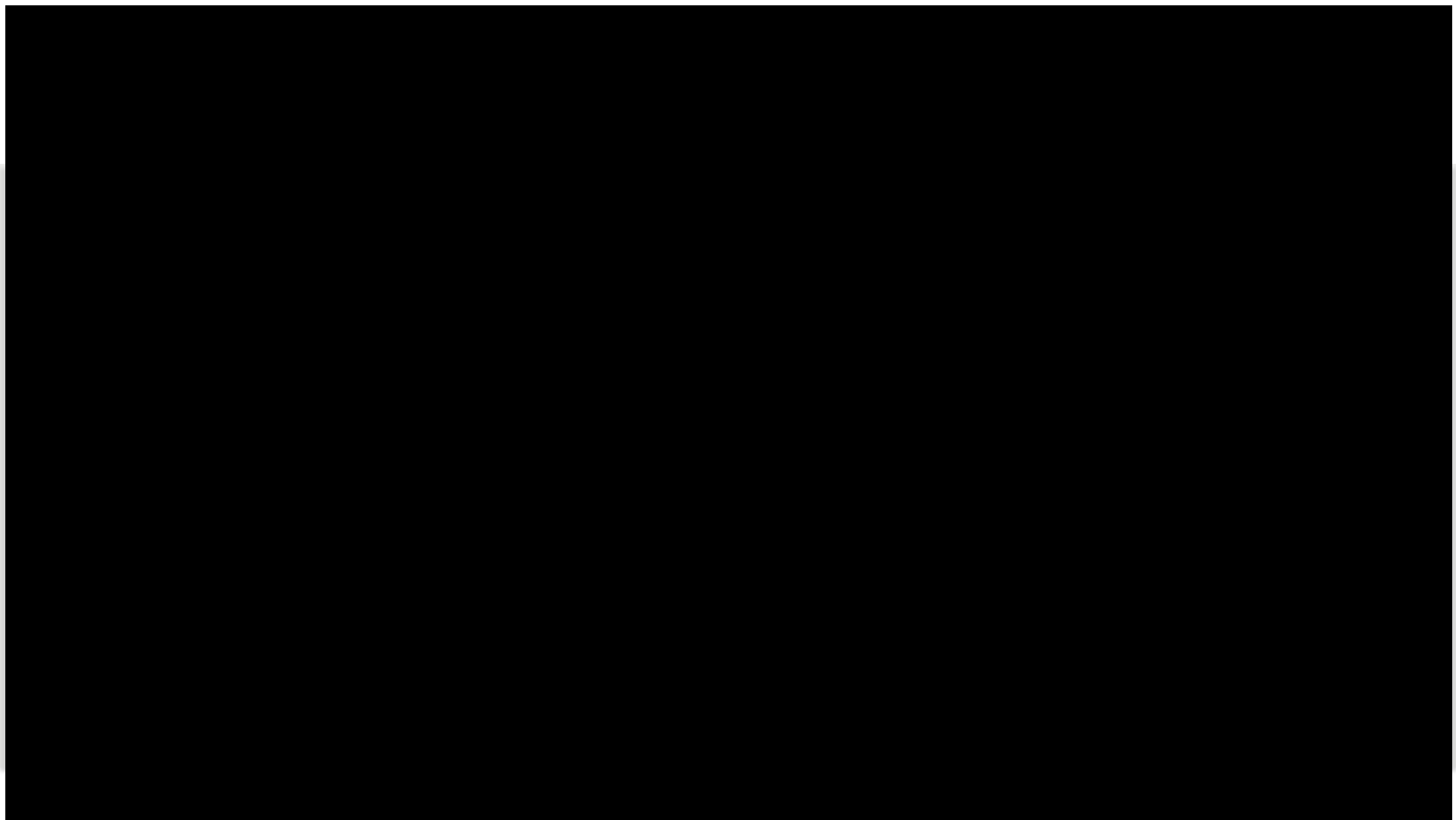
Internal Threats



INTRODUCING
SWITCH™ TECH

BEST 
dormakaba Group

- **Quick Install** - Installation takes just minutes
- **Low Cost** - Approximately 10% of the cost of a hardwired access control door
- **Tamper Resistant** – No Exposed fasteners or points of attack
- **Reduces Risk** - Makes visitor management easy



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Thank you!

Eddie Sims

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Innovative Air Intake Solutions & Custom Air Filters Since 1957

RENSA
FILTRATION

a part of the Rensa Filtration
family of companies

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Affiliations



COVID-19 PANDEMIC RESPONSE

HVAC Systems / Air Filtration &
Exterior Air Intakes Move from
Occupant Comfort to Life Safety



1. Rapid Transition to Higher Efficiency Filters

- MERV ≥ 13 through HEPA recommended for capturing airborne viruses vs MERV 8-11
- Higher cost & possible rack modifications
- Supply chain shortages - longer lead time
- Adequate pre-filters - extend final filter life, dust holding capacity & increased pressure drop

2. Ultraviolet Germicidal Irradiation

- In concert with filtration, humidity control and airflow management reduces infection from viruses
- Ultraviolet C-wave light deteriorates synthetic media air filters without a UV-resistant additive

COVID-19 PANDEMIC RESPONSE

3. Filter Change Outs

- Assume filters have active microbiological material on them - now bio-hazard waste
- Protective PPE required
- Disposed of in sealed bags
- Increased system downtime & labor

4. Ventilation Relies on Dilution

- Keep systems running longer hours to increase air changes with enhanced filtration
- 100% exhaust & 100% fresh air



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Restricted Air Flow From Environmental Debris Is A Major Problem for HVAC Equipment



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building
OPERATING
management
FMD

Longer Cycle Times at
Reduced Capacity

Higher Energy
Consumption

Higher Temperatures

Costly Repairs,
Maintenance &
Downtime

Shortened Equipment
Life



PERMATRON®

What is it costing your facility?

- According to EPA research 0.042" of dirt on an A/C coil can reduce efficiency by 21%
- A dirty condenser coil runs 80% of the time fighting dirt, when it should operate at 30% during mild weather
- A/C equipment operating with dirty coils can use as much as 37% more energy than equipment with clean coils – A 10 ton A/C system now only provides 7 tons of cooling
- Dirty condensers restrict heat transfer, causing the compressor to work harder – rising head pressure results in a loss of cooling capacity of up to 30%

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PREVENT®

An applied based filter that fits over your air intake system to stop airborne debris *before* it gets inside HVAC coils and fins.

Model U1 & U2

Model BHA

**The PreVent System
Exterior Air Intake Protection**

PERMATRON®

Mounting Options



Simple to Install

- Powerfully strong neodymium earth magnet sticks to metal enclosures
- No-drill mounting – reduces installation to minutes; reposition as needed
- Moveable tab that opens and closes for secure installation or maintenance removal

Additional Mount Options

- Plastic mount clips with zip screws
- Framed magnetic stripping



Simple to Clean

PREVENT®

- Brush with a broom or shop vac
- Simplifies cleaning hard to reach fins/coils
- Can be cleaned in place, no system downtime
- Reduces time consuming, corrosive chemical or high-pressure wash cleanings that can cause fin & coil damage & excessive water usage
 - Large facilities with 100 air-handling units can average 200 coil-cleaning procedures annually



Simply Your Best Choice **PREVENT®**

- Custom sized to fit all air intakes
- Made in the USA
- UV protected black media
- U/L classified as to flammability only
- Backed by a 5-year warranty
- Low resistance to air flow 0.02" w.g.
- Independent testing showed that attaching a PreVent filter caused less than 1% change in compressor discharge pressure*



PreVent® System – Exterior Air Intake Protection



RTUs



Economizers



Fan Coils / Louvers

PreVent® System – Exterior Air Intake Protection



Chillers



Cooling Towers



RTUs

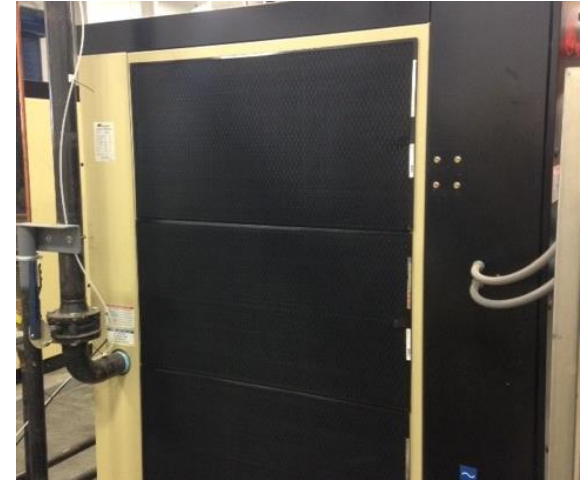
PreVent® System – Exterior Air Intake Protection



Cooling Tower Fans



Dry Coolers



Compressors

PreVent® System – Exterior Air Intake Protection



Custom Shapes



Pipe and Electrical Cut-Outs



Pockets for Pipes

What's in it for you?

Save On Energy

- Reduce power consumption by running clean equipment, at shorter cycle times
- Increase airflow across clean heat transfer fins will optimize cooling capacity
- Prevent hail damaged smashed air intake fins that will block air flow

Save On Labor

- Reduce coil-cleanings, corrosive chemical and water consumption
- Clean PreVent screens in minutes with a broom or shop vac
- Reduce interior filter change-outs, allowing high efficiency filters to capture smaller particulates

Save on Repairs

- Prevent air flow obstructions that cause excessive discharge temperatures resulting in unnecessary breakdowns
- Reduce costly emergency repairs and lost productivity due to equipment downtime
- Extend your capital equipment lifespan

Washable Electrostatic Air Filters

Using Model IN vs. Metal Mesh as a Mist Eliminator or a Filter Bank Prefilter

- Better filtration
- Low resistance to air flow
- Easy to clean
- Works well in corrosive and wet environments
- ACCUMULATOR CHAMBER® design for maximum performance in high velocity air flow and high dirt load applications
- Galvanized, stainless or aluminum frame
- Black polypropylene option for UV applications
- Short lead time on any size
- 5 Year Warranty



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Industries we have designed and manufactured custom air filters for include but are not limited to:



Electronics

Food
Service

Transportati
on

Telecom

Medical

Industrial
Enclosures

HVACR

Computers

Marine

Portable
Cooling

Beverage
Dispensers

Reach In
Coolers

Ice
Machines

PTAC

Coalescing



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Thank You!

For more information, please visit:

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Or contact:

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815-641-7990



Q&A

Please use the question and answer panel to submit your questions.