

# Case Study

“ Partnering with Kastle has helped us to sustain and grow our business and increase profitability. The cost savings that their managed service model has delivered has been awesome!

– Alex Jennings  
SRP owner and  
President

## KASTLE SYSTEMS IMPROVES PRODUCTIVITY AND MITIGATES LIABILITY RISK

### PROJECT OVERVIEW

Specialty Ring Products (SRP), a family-owned manufacturer of precision forged rings for the aerospace, defense and bearing industries since 1890, employs roughly 50 workers in its industrial metal shop.

AS9100 Rev D Certified, SRP is an industry leader in Near Net Shapes, Precision Machining capabilities, and Inventory Stocking Programs. Their camera system was antiquated and not able to deliver the video surveillance capabilities SRP required.

### CHALLENGES

SRP's owner and President, Alex Jennings, was challenged in reducing worker's compensation claims. He suspected that some claims were potentially not legitimate but lacked evidence to support his suspicion. In addition, reporting showed that the productivity of some employees was noticeably down but there was no mechanism to identify the root cause. A video monitoring system seemed like a possible solution to both situations, but it would require cameras with not only high quality resolution strategically installed in areas of interest, but also with adequate video storage that was easy to access when required. In addition, SRP sought a security partner with a long track record of success with respect to solving these challenges and with a dedicated service and maintenance plan to keep the system working and updated.

### SOLUTION

SRP selected Kastle Systems as their partner of choice. Kastle designed a video system that incorporated high megapixel (MP) cameras with the necessary resolution, frame rate, and sufficient storage capacity to capture the visual evidence as required to identify workplace infractions accurately. Kastle's maintenance and service plan covers break/fix, lift rentals, necessary upgrades, onsite camera cleanings and unlimited customer support. The system is “evergreen” for life so SRP doesn't have any un-budgeted expenses to maintain and upgrade the system.

SRP also added Kastle's Remote VideoGuarding service to the system. The cameras installed by Kastle include smart analytic software that can detect potential security threats and instantly alert Kastle's Operations Center of actionable events onsite after hours.

### RESULTS

SRP reports that Worker's Comp claims have all but disappeared and as such expect their insurance premiums to be reduced significantly during their next renewal period. And, now that management has another “set of eyes” on operations, recording staff activity around the clock, employee productivity has increased significantly. Finally, the addition of the Remote VideoGuarding



and event-based live monitoring support has improved after hours security and netted a cost savings compared to onsite security guards.

### END USER SATISFACTION

"As a successful, family-owned business for over 100 years, we at Specialty Ring Products recognize how important it is to adapt to new technologies," notes Alex Jennings, SRP owner and President.

"Partnering with Kastle has helped us to sustain and grow our business and increase profitability. The cost savings that their managed service model has delivered has been awesome!"

### SUMMARY BOX

**End User:**

Specialty Ring Products, Bensalem, PA

**Solutions Provider:**

Kastle Systems, Falls Church, VA

### ABOUT KASTLE SYSTEMS

Kastle Systems has been leading the security industry for more than 40 years with new technologies and advanced security solutions. Kastle operates and manages security systems for its clients remotely, around-the-clock and protects over 10,000 locations nationwide and internationally. Kastle's innovative outsourced security services significantly reduce costs and improve the critically important, 24x7 performance of security systems for building owners, developers and tenants. KastleVideo systems deliver the latest advancements in monitored video solutions, including high-definition cameras, cloud-enabled network recording and cutting-edge video analytics. Headquartered in Falls Church, Virginia, Kastle is consistently ranked the #1 Security Provider in DC by the Washington Business Journal and is on CIOReview's 2018 List of Top Physical Security Providers in the US.

