



Corporate Market

exacq<sup>®</sup>  
Technologies



MN

## Blue Cross Blue Shield of Minnesota

For the health of all.

Founded in 1933, Blue Cross Blue Shield became the first prepaid healthcare network in Minnesota and remains the state's oldest, largest and most-trusted health plan. Approximately 1 in 3 Minnesotans have a Blue Cross membership today. With eight locations, Blue Cross employs about 3,700 people throughout the state and handles more than 3.4 million calls per year, consistently striving to maintain its reputation as the most recognized health care plan in the world.

Blue Cross decided to implement a more cost-effective, powerful network video surveillance system to protect its people, assets and internal information. Blue Cross has a security operations center, where staff members monitor video 24 hours a day to ensure assets and personnel are safe at all times. Since Blue Cross has a multi-building campus with old DVRs and over 100 analog cameras, they wanted a solution with a network video recorder (NVR) at each office location and an updated software system where they could quickly respond and report on video. Previously, security staff spent a large amount of time reviewing video on their old system.



*Blue Cross Blue Shield RiverPark II Building*

Before selecting a video management system (VMS) solution, Blue Cross completed a thorough evaluation process with independent security consultant, Shannon Kezar from Kezar Security Solutions, who provided an assessment and customized solution. Various vendors were researched by completing site visits, watching on-site presentations, attending the ASIS International Convention and viewing a demonstration at a distributor's solutions lab. Additionally, Exacq Technologies representative, Mike Moonen from Mooncom Inc., set up two exacqVision Z-Series hybrid servers at the Blue Cross location to test their various cameras directly to the server to evaluate the functionality and responsiveness of the VMS software with their current system before they made a purchase.

After extensive consideration, Blue Cross selected the exacqVision IP and hybrid servers with exacqVision VMS software as the most practical solution to leverage their existing infrastructure and utilize both their analog and IP cameras. Exacq's solution was chosen due to the ability to integrate with the current Blue Cross LDAP, allowing Blue Cross to utilize their network and minimize security concerns.

The cost-effective software licensing structure and user-friendly interface of exacqVision were key factors. exacqVision Enterprise VMS software enabled Blue Cross staff members to install, configure and navigate the system with minimal training. The simplicity of use minimized errors and reduced the overall time spent searching for video. Blue Cross' security team utilizes multi-monitor client workstations to view and administrate video



*The exacqVision Enterprise software monitors multiple locations and provides the multi-level mapping functionality.*



from multiple servers throughout the deployment. exacqVision's multi-level mapping enabled the creation of an unlimited number of layered maps with embedded interactive cameras.

exacqVision Enterprise Health Manager enabled Blue Cross to monitor the health of the video surveillance servers to prevent video loss, connection loss, hard drive failure and loss of server connection.

exacqVision Enterprise software provides Blue Cross with an effective platform to view unprecedented image detail giving the security operations team quality evidence quickly when needed.

The purchase of exacq A-Series hybrid servers enabled Blue Cross to seamlessly integrate their existing analog cameras and IP cameras from multiple camera manufacturers to create a scalable, low-cost transition. The exacqVision server configuration allows for one NVR at each Blue Cross Blue Shield location with each server running on a Linux operating system. The system's enterprise-class hard drive ensures maximum reliability and speed, while the H.264 video compression saves bandwidth and storage.

Since the installation of the exacqVision hardware and software, Blue Cross has been able to more effectively observe live video and review historical incidents to produce a more secure and productive environment.

### Equipment List At-a-Glance

#### Hardware:

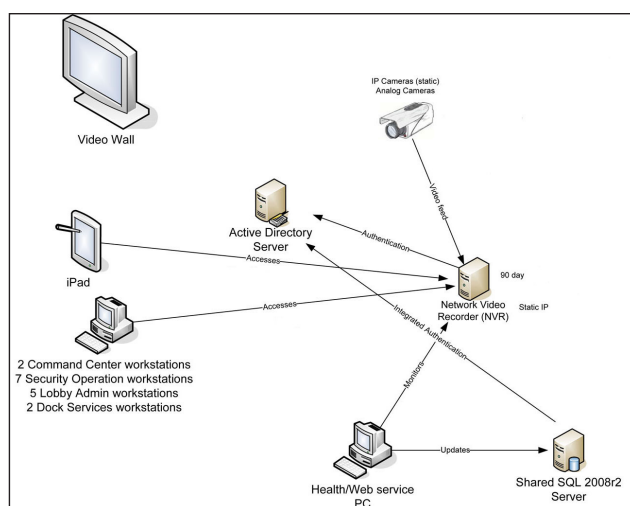
- 8 A-Series Hybrid servers
- 1 Z-Series IP server
- 100+ analog cameras
- 5 IP PTZ cameras
- 12 IP fixed cameras

#### Software:

- exacqVision Enterprise Server software
- Health monitoring
- exacqVision Client software

#### Purpose/Benefits:

- Prevent misplaced or stolen assets
- Utilize existing analog cameras and existing network
- Minimize slip and falls
- Reduce post-incident review time
- Increase security staff response times



### Meet the Integrator



www.vtisecurity.com  
866.863.0828

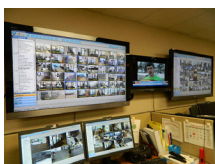
With more than 30 years of experience, VTI Security delivers video surveillance solutions to clients throughout the Minnesota area. VTI Security manages over 600 projects a year ranging from \$2,500 - \$2 million. The Minneapolis-based integrator maintains a trained and technically experienced workforce of 110 employees, which has consistently earned them honors in the Top 25 Integrators by *SDM Magazine*.

### Meet the Consultant



www.kezarsecurity.com  
651.245.5465

Kezar Security Solutions is an independent security consulting company that specializes in providing customized, cost-effective physical security solutions to mid to large sized companies. Kezar promotes a proactive risk prevention program with their assessment, evaluation and plan development.



"With the assistance of a knowledgeable consultant and an engaged integrator, Blue Cross was able to fully research and demo the Exacq product before committing to a purchase. Just in the past few months since the installation of the exacq solution, the better quality of video, ease of review and specific features like the mapping and iPad application, has proven to be a time saver with better evidentiary value and greater flexibility for response."

**Jenn Lorenz**  
**Manager, Corporate Safety & Security**  
**Blue Cross Blue Shield Minnesota**