



CASE  
STUDY

## Skyline Technology Solutions: Innovation Through Partnership

Skyline Technology Solutions was established in July 2004, and is headquartered in Glen Burnie, Maryland. Skyline employees support the IT needs of Maryland agencies (MDOT, MAIF, and DoIT MD) and strive to serve the citizens of the State through effective technology development and management.

Skyline offers a complete range of network-based video surveillance, access control and communications solutions for educational, commercial, healthcare, and government clients. Utilizing their exceptional knowledge, experience and creativity, Skyline partners with their clients to help them overcome their most difficult security challenges.

Skyline was referred to Camcloud by Hanwha Techwin America, whose cameras they are using. All new deployments now use Hanwha Techwin camera technology and Camcloud video surveillance.

Camcloud's cloud video surveillance offers full support for Hanwha Techwin, including a plug-and-play mobile app setup that scans the network, locates qualified Hanwha Techwin IP cameras and automatically configures them for the cloud.



"Our partnership with Camcloud fills a gap where regulations and/or customers require off-site recording."

— Peter Pavlov, Principal Architect of Physical Security



Attracted by the many benefits of cloud storage, Skyline also appreciates the affordability and flexibility that Camcloud offers and the Camcloud solution is being targeted for a variety of deployment types. A typical Skyline location averages approximately 16 cameras, with the biggest installation using 22 cameras in one location.

Skyline's deployments include surveillance for cannabis businesses which enable them to monitor their facility, employees, and customer service levels from a remote location, with all video surveillance footage stored off site, providing them the freedom to be remote, while never losing sight of their business.

The combination of a easy-to-use yet powerful integration with Hanwha Techwin cameras and the need for off-site storage to satisfy their customers' regulatory requirements, makes for a great partnership between Camcloud and Skyline. "It fills a gap where regulations and/or customers require off-site recording," says Peter Pavlov, Principal Architect of Physical Security.

#### HERE ARE THE DETAILS OF THIS PROJECT:



Number of locations:	4
Type of cameras:	Dome / Bullet
Number of cameras:	80+
Camera manufacturer:	Hanwha (Samsung)
Integration uses:	Cannabis Regulation of offsite storage



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**TODAY**