

RFI stations Bologna Italy



With Elettronica Cortesi, Security at RFI Stations (Italian Railways) Always Comes First

By exploiting the unique characteristics of MOBOTIX video cameras, the company from Emilia Romagna are able to guarantee security in areas which are often difficult to cover, while providing both solid support during the sales process and customer assistance.

The success of any technology is often determined by the ability to promote it in the market in the right context. Lacking a market lead, an excellent product is likely destined to be forgotten right away. When both aspects are combined in the best way, then success is guaranteed. "We have been active in the security sector and electronic systems for fifty years - according to Paolo Cortesi, President of Elettronica Cortesi -. Since the time my father started the business fifty years ago, we have grown to a critical mass of 46 employees capable of providing complete service, from design engineering to customer assistance, also including the process of implementation and deployment."

The growth was guided by the right choices at the right time, with the objective of guaranteeing

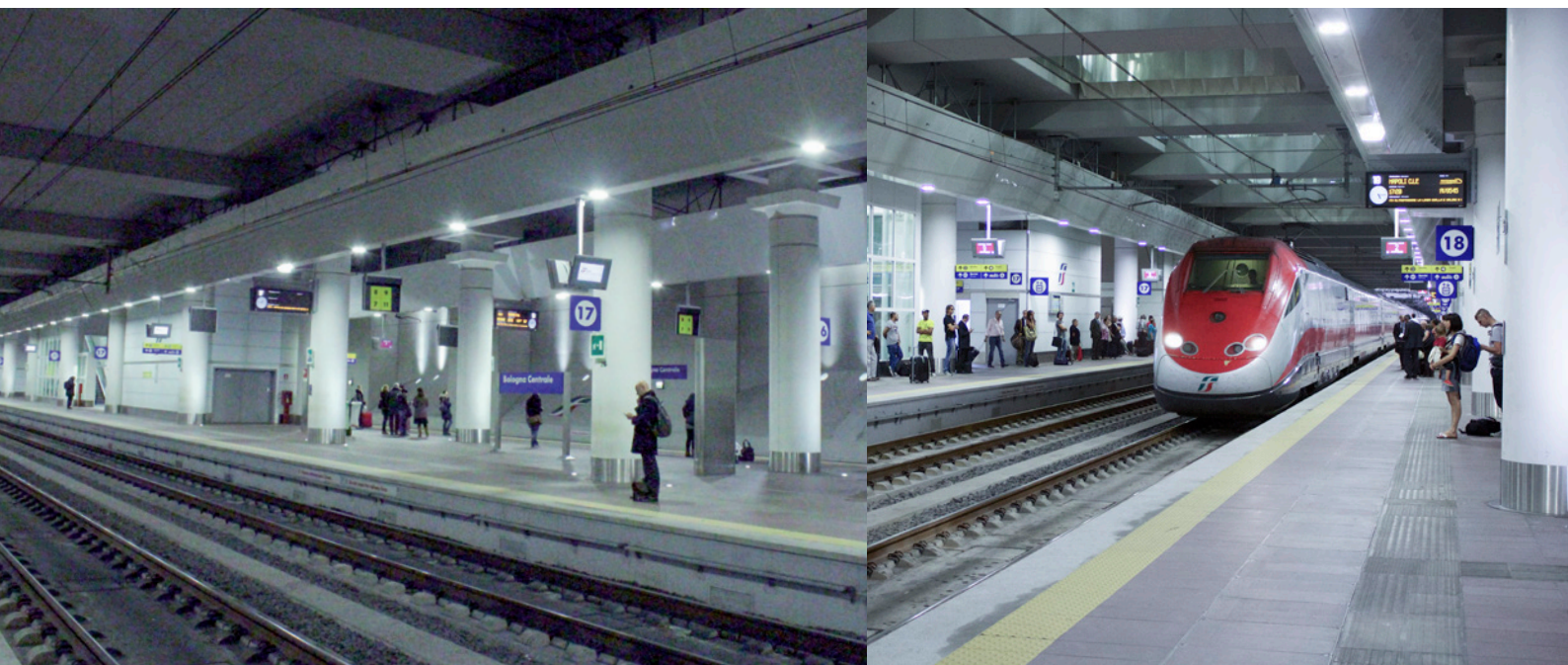
the quality of service as a whole, without regard to the cost of single components. "We are now able to manage a wider market" – according to Cortesi. "Initially we were oriented towards large clients, such as manufacturing and banks, but now we also work with the private and residential sectors. The principles of quality and complete service have always been a central theme in our organization."

Meeting supply and demand: the importance of knowing how to choose.

The rising demand to provide security in public areas has facilitated extending the business reach into additional areas. The need to orchestrate many of the sensitive issues is constantly increasing. "We must be able to provide a product mix capable of meeting specific requirements. Each time we select the best product according to the requirements of the call for tenders. This however is not necessarily the product mix that is utilized most often."

With the margin of error reduced to the bare minimum and the increasing requirements, the quality of the product is essential. Upon submitting the quote for an RFI call for tenders related to video surveillance of elevators and adjacent areas in railway stations, the decision process followed as right such: "As for all other products in the market, we carefully evaluate all the features. In particular, we appreciate MOBOTIX's offer on account of the highly advanced functions, which satisfy requirements that are otherwise difficult to meet."

Formidable requirements often also mean higher cost. Initially this appears to be a disadvantage in the bid. However, thanks to the ability of Elettronica Cortesi to address the entire solution in this case, the opposite was proven: "Even if the stand-alone video camera may seem to be more expensive than other models, in reality it includes a wide range of integrated functions, which would have to be purchased separately as accessories. Having these features built-in means substantially saving on issues of integration and related tests."



With MOBOTIX we can turn the page: this is an entirely different world!

In case of an issue inside the elevators, the previously existing solution showed its limitations in the ability of requesting assistance or the organization responsible for maintenance. Some of the equipment was even discovered to be defective only at the time it was needed.

While others were the object of frequent acts of vandalism: “Having worked with the regional directorate of RFI in Bologna for about ten years, we already know the issues in potential situations and the capabilities of MOBOTIX devices. For us it is very important to be able to utilize all the functions by means of a single network cable. In this manner even the installation is simplified.”

When the success of the solution is demonstrated, it is natural to extend them to additional projects. In fact, in three years we have installed 214 video cameras – 104 Q25 models inside elevators and a combined total of 214 D25 and M25 models outdoors – while the number of served stations

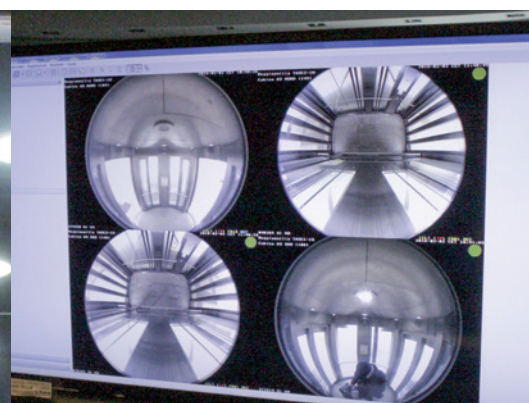
in Emilia Romagna grew to 29, including Bologna, Cesena, Ferrara, Imola, Modena, Parma, Ravenna, and Reggio Emilia.

Our products can also simplify procedures.

“Thanks to MOBOTIX we have reached extremely high levels in relation to quality of service: while the older system generated different phases of an incident which activated separate procedures, the new MOBOTIX system enables the caller within an elevator to reach all affected parties within the organization, starting from safety (for rescuing the potential person trapped inside the elevator), to maintenance (for restoring the machine to working order). RFI itself is able to personally follow all the phases any incident thanks to a control room, kind of a specially devised “big brother” created at the Bologna station. Furthermore, thanks to the excellent quality of the day or night images, MOBOTIX video cameras turned out to be useful for preventing individuals from sleeping in the elevators, or just preventing damage and responding faster in case of an abandoned object. These are in

fact not secondary issues in public stations according to RFI’s Luigi Falanga, who was directly responsible for most of the installations.

The ability to always look to the future is what enables Elettronica Cortesi to maintain a high level of attention, both in terms of the available solutions and the needs of the market. With new opportunities come new considerations in order to guarantee adopted standards: “We are evaluating the functionalities of MOBOTIX for acquiring the signals indicating the type of fault and other incidents, such as for example flooding, which can be managed by the operations center” – concludes Cortesi. The objective is to reach an additional level of integration between the software and other potential systems that were previously installed at each location.”



Elettronica
CORTESI
Sistemi Elettronici per la Sicurezza

MOBOTIX System In Use

Telecamere: 218 (D25, M25, Q25)



Software:

MxManagementCenter



MOBOTIX has developed and manufactured IP video systems, video management and analysis software in Germany since 2000.


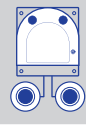



MOBOTIX stands out for its **high level of reliability**. All outdoor cameras are subjected to a stress test for temperatures between -30°C and +60°C (-22°F and +140°F). Without additional components, without heating or cooling and with no moving parts (for example auto iris), they are virtually maintenance free.



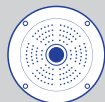

MOBOTIX delivers a **perfectly matched package**, starting with the microSD card for storage management and HD audio (microphone and speaker) with VoIP telephony through video analysis, a professional video management system and motion detection software reducing false alarms.





The **decentralized architecture** means that a central computer is not required and the network load is minimal. The intelligent cameras from MOBOTIX process and store image data themselves, trigger events and, in the event of remote access, manage the frame rate and resolution depending on the available bandwidth.





The **6MP Moonlight sensors** and complementary **thermal imaging technology** ensure reliable detection of moving objects, even under the most challenging light conditions and over long distances. As a result, it is possible to cover large areas with just a few cameras. Less power cabling, less IT infrastructure and fewer additional light sources are needed. MOBOTIX cameras are powered using standard PoE and do not require more than 4-5 watts.



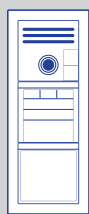

An intelligent IP video system from MOBOTIX allows you to **reduce total costs**. The investment pays for itself after a short time and the free-of-charge software and updates ensure it is a future-proof investment.

| Outdoor Dual Lens | | | Thermal | |
|---|--|---|---|---|
| M15/16 AllroundDual | S15/16 FlexMount | D15/16 DualDome | M15/16 Thermal | S15/16 DualThermal |
|  |  |  |  |  |
| Robust for extreme conditions | Flexible dual camera | Modular dual camera | Thermal dual | Thermal dual |

| Outdoor Single Lens | | | |
|---|---|---|---|
| M25/26 Allround | S15M/26 FlexMount | Q25/26 Hemispheric | D25/26 Dome |
|  |  |  |  |
| Robust for extreme conditions | Discreet, video analysis | Discreet, video analysis | Modular Fix dome |

| Indoor | | | |
|---|---|---|---|
| i25/26 Panorama | c25/26 Hemispheric | p25/26 Allround | v25/26 MiniDome |
|  |  |  |  |
| 180° hemispheric | Discreet, video analysis | Modular ceiling camera | Vandalism camera |

| Door Modules | | | MxDisplay+ |
|---|---|---|---|
| Camera | BellRFID | Keypad | Remote Station |
|  |  |  |  |

| Door Sets | | | |
|---|---|---|---|
| Double Frame | | Triple Frame | |
|  |  |  |  |

Retailer information: