



## **Sports and Recreation Center Uses NVT Phybridge FLEX Technology to Simplify and Accelerate Modernization to IP Surveillance**

A Sports and Recreation Center in Mexico was relying on an outdated security system that could no longer provide the required capabilities. The organization decided to deploy a new IP solution to provide the safest facility for healthy recreation. The facility is a place where sports and culture come together to contribute to the physical, intellectual, and social development of the community. The organization promotes honesty, diversity, and participation; ensuring everyone can contribute to creating a better world.

One of the organization's core values is to continuously improve service quality and member experience. However, while planning the IP upgrade, the organization became concerned with establishing the necessary infrastructure to effectively and securely support the new IP surveillance system. The large Sports and Recreation Center is comprised of several indoor and outdoor facilities; including soccer fields, tennis courts, swimming pools, basketball courts, gymnasiums, and multi-purpose rooms. The size and diversity of the facility left the organization concerned with:

- Extremely high costs to establish new infrastructure in each building - and connect the infrastructure in each building with new fiber-optic cabling
- Long deployment times to establish the necessary infrastructure and implement the new IP solution
- Disruption to members and network downtime caused by the network overhaul

### **Change the Conversation; Improve your Outcome**

Given the customer's needs, reseller partner, Panaseg, was confident in recommending [Modern LAN design](#) and introduced the customer to the [NVT Phybridge FLEX solution](#). The customer had used NVT Phybridge products in the past with great success and was confident in the solution. Modern LAN

principle #3 suggests leveraging new PoE innovations to simplify the modernization to IP and improve return on investment. The customer was satisfied and excited to use the FLEX switch to leverage its existing infrastructure to simplify the deployment.



After a few simple setup steps, the award-winning FLEX switch, with [SmartPathPoE technology](#), transformed the customer’s existing multi-pair infrastructure into a robust and reliable PoE backbone for the new IP communication system. The long-reach capabilities ensured that the organization could support the new IP cameras with up to 2,000ft (610m) reach – 6 times farther than standard PoE switches. By eliminating the rip-and-replace requirement, the Sports Center reduced project costs and disruption while eliminating risk, network complexity, and cybersecurity concerns.

“I highly recommend the FLEX solution from NVT Phybridge,” said Octavio Villa, Sales Director at Panaseg. “NVT Phybridge helps us bring great value to our customers with long reach PoE solutions that can leverage existing infrastructure to support IP. Product quality is great, and the support team is knowledgeable and helpful”.

### A Better Return on Investment

The Sports and Recreation Center took a pro-active approach to find new and better ways to support its IP modernization objectives in financially and socially responsible manner. The customer changed the conversation around LAN design to improve the outcome; leveraging Modern LAN principles and NVT Phybridge PoE innovations to:

- Reduce the overall deployment time by more than three months
- Reduce infrastructure costs by 50%
- Avoid installing 7,500 pounds of cable; eliminating business disruption and network downtime