Unlock more

10 Secrets to Maximizing the Value of Your Security System

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What if security is capable of so much more?

That's the question we at Gallagher Security ask ourselves.

We know the security industry is on the cusp of a paradigm shift. The foundations of keeping people, places, and assets safe are well in place – delivering on that need is just a ticket to the game. Once achieved, the potential we can unlock is boundless.

For example, what if security fast tracked efficiency?

Or kept people honest?

What if security preserved history, controlled quality, reduced carbon emissions, generated revenue, stopped kids from vaping, and redefined spaces?

In other words, what if security unlocked more?

Gallagher has been unlocking value for our customers for over 85 years.
The following are some unexpected examples of what our customers have achieved through our innovative solutions.

Generate revenue

Green Cross Health went from a mindset of *How do we keep the wrong people out?* to *How do we let the right people in?*, offsetting costs in the process

Green Cross Health provides care to communities via a network of 352 pharmacies and 53 medical centers across New Zealand. With highly desirable drugs on site, they had a *keep people out* mentality to protect their staff and assets from theft.

But when they installed Gallagher's cloud-based system, they gained greater visibility over their sites, including remote control of alarms and easy credential management.

As a result, they had the confidence to begin subletting consult rooms to other healthcare professionals, offsetting their operational costs and generating revenue.

How Green Cross Health generates revenue with Gallagher:

- Subletters download the Gallagher SMB app, giving them limited site access.

- Restricted spaces, like pharmaceutical rooms and drug cabinets, remain safely off limits.

- Access can be revoked at the push of a button, ensuring site security when tenants move on.

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Since installing the Gallagher system, Green Cross Health has seen huge returns on investment. Our security monitoring costs have halved.

Niam Kerr-Bell – Design and Development Manager for Green Cross Health

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Ensure quality control

Tatua Co-operative Dairy Company ensures safety standards, gaining peace of mind for customers and their brand

The Tatua Co-operative Dairy Company manufactures, markets, and sells specialized dairy products around the world.

Their brand's success is dependent on providing safe, uncontaminated products to the millions of families who make them a special part of their day.

Tatua maintains that commitment to quality control through their Gallagher system, which controls everything from forklift entry into their warehouse to induction processes for contractors.

Most importantly, they use Gallagher to stop product contamination. With processes in place to prevent contaminated milk from even making it off the delivery truck, Tatua can be confident their safety standards are as high as their product standards.

How Tatua ensures quality control with Gallagher:

- Milk inlet hoses in the delivery bay are always locked.

- When a tanker arrives, the driver completes an inhibitory substance test on the load of milk.

- If the milk test is clear, their Gallagher system releases the locks on the inlet hoses.

- If the test is positive for contamination, an alarm is raised and hoses remain locked so milk can't be delivered.

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Our security solution from Gallagher offers so much more than access control. Integration is key to ensuring we add multiple levels of security in areas such as delivery and dispatch, milk collection and more. This ensures the site runs smoothly, minimizing health and safety risks to employees and contractors, and maintaining quality and product safety standards.

Grant Webb – Projects Engineer for Tatua Co-operative Dairy Company

Promote health and wellbeing

Metcalfe County Schools dramatically reduced vaping on campus, creating healthier classrooms and students

According to a 2021 report, Kentucky's student vaping rates are higher than the national US average.

To curb the problem, Metcalfe County Schools installed HALO Smart Sensors, which integrate with their Gallagher system to detect vapin. Immediately, there was a dramatic reduction.

Their Gallagher system also notified administrators of a pending HVAC malfunction before it became a bigger problem.

"We brought in an HVAC team and found we were having air quality issues due to an improperly functioning air unit," says Chris Huffman, Metcalfe County Schools' Safety Administrator and Safe Schools Coordinator.

Early detection saved Metcalfe money on costly repairs while also maintaining healthy air quality for students.

How Metcalfe County Schools promotes health and wellbeing with Gallagher:

- Vaping aerosols are detected by the HALO sensor which triggers an alarm in their Gallagher system.

- An instant notification is sent to administrators with a precise location where vaping occurs.

- At the same time, cameras are triggered to capture video for 10 minutes at the vaping location.

- Administrators identify and talk to the student about health and wellbeing, creating teachable moments.

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The overwhelming majority of students are happy to have vape-free bathrooms, and parents and teachers are happy, too.

Chris Huffman, Metcalfe County Schools' Safety Administrator and Safe Schools Coordinator

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Reduce energy bills

St. Peter's reduced energy consumption and saved 30% on their bills

St. Peter's is the definition of a busy boarding school, with over 1,000 students and 350 staff calling the campus home. But with so many people using their facilities round-the-clock, their energy bills were significant.

By monitoring and controlling all aspects of facilities management through their Gallagher system, St. Peter's achieved a 30% energy savings on their bills. Reduced consumption also increased the life span of their air conditioning units, resulting in further cost savings.

Beyond the basics of heating, lighting, and cooling, their Gallagher system also monitors humidity and chlorine levels for their indoor pool. Should pool chemistry exceed healthy standards, their system automatically resolves the balance, ensuring the complex is safe for student use.

How St. Peter's reduced energy bills with Gallagher:

- Lighting, temperature, and humidity are monitored and controlled through their Gallagher system.

- Rooms are set on a schedule so empty spaces aren't being heated or cooled when not in use.

- If the indoor pool's chlorine level rises, windows are automatically opened and the pool's pump speed increases to filter the water.

- Their access control system then denies entry until chlorine levels are corrected.

In buildings where we have purely installed the Gallagher system and nothing else, we are achieving a 30% energy saving.

Gareth Pryce, ICT Manager for St Peter's School

Build communities

Stark Property instilled a sense of community by giving their tenants tools to care for their shared workspaces

Stark Property's shared working environment sees 150 people across 40 companies successfully co-working in their Panama properties. But with so many people sharing rooms and resources, building a sense of communal responsibility can be challenging.

To solve that problem, Stark Property worked with digital technology developers, Dynamo6, to develop the

Panama app. The easy-to-operate app integrates Gallagher access control with other building functionality, empowering tenants to jointly care for shared spaces and resources.

Utilizing Gallagher's Mobile Connect SDK, Dynamo6 incorporated the functionality of Gallagher Mobile Connect into the Panama app, offering a one-stop shop for all things building related.

How Stark Property built a community with Gallagher:

- Tenants download the customized app to access rooms and shared resources.

- The app empowers tenants to book meeting rooms and connect to Wi-Fi.

- Tenants submit maintenance requests through the app with the option to attach photos.

- An in-app newsfeed keeps everyone up to date on important building information, like fire alarm testing or scheduled maintenance.

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The advantage of an integrated access and property app, particularly in a shared environment like this, is the community feel it creates. It helps foster a sense of community among tenants.

Igor Matich, Founder and Executive Director for Dynamo6

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Maximize efficiency

Cercar Energy streamlined their curb-to-core operations, maximizing efficiency for their growing site

Cercar Energy is a leading manufacturer of solar panels and non-conventional renewable energy sources. Due to increased demand, they needed to expand operations and create a new logistics headquarters. But with expansion came the challenge of maximizing efficiency across their growing site, team, and high-value assets.

By utilizing the full end-to-end Gallagher solution for perimeter, access control, and intrusion detection, Cercar Energy ensures their site is safe from curb to core. And because all three systems are controlled through a single pane of glass, they've gained a bird's eye view over daily operations that saves time, reduces costs, and maximizes efficiency.

How Cercar Energy maximizes efficiency with Gallagher:

- Reporting tools provide a single point for accessing details such as fence voltage levels, operator use statistics, or specific zone alarm data.

- Access control monitors the arrival and departure of on-site personnel.

- Competencies for fatigue management ensure staff in their construction center are operating at their best.

- Analytics for people counting ensure site capacity is always at a safe level.

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Our operations have expanded significantly which has resulted in the need for greater intrusion detection. By using Gallagher's Monitored Pulse Fence system and having everything managed in Command Centre, we have been able to achieve significant cost savings through better management of armed guards and creating new operational efficiencies.

Hernan Charris, General Manager for Cercar Energy

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Preserve history

Rhodes House brought their facilities into the 21st Century without sacrificing the original character of their historic building

For almost 100 years, Rhodes House has been a familiar building in Oxford's landscape. Today, the historic grade II building continues to display its iconic arts and crafts charm, but 21st Century norms have put new demands on the property.

Through the help of their Gallagher system, Rhodes House transformed into the city's newest and most technologically advanced conference and convening center while also maintaining its original purpose as a study center for the Rhodes Scholar community.

Setting foot inside their building is now effortless for their 130 employees and 200 scholars, and when upwards of 300 guests arrive to make use of the communal spaces, the Trust can rest assured that they're only accessing approved areas. With a state-of-the art access control system that didn't disrupt the integrity of the Depression-era building, Rhodes House celebrates the new while paying homage to the old.

How Rhodes House preserves history with Gallagher:

- Access control solutions were fitted across the original timber doors.

- An intuitive system interface made it easy for long-time staff to adapt to changes.

- Customized access rights are granted so temporary guests can't access exclusive spaces.

> *Prior to 2020, there was no access control. The building was basically as it was 100 years ago. This project meant Rhodes House went from the early 20th Century straight to the 21st Century.*

Martin Boyt, Administration and Safety Manager for Rhodes House Estates

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Optimize resources

Okada Manila uses data to achieve a high level of monitoring and optimize resources for thousands of staff and guests

Okada Manila is one of the world's largest and fastest-growing markets for gaming, hospitality, and entertainment. It's a bustling city unto itself, boasting 993 accommodations, retail, a premier spa, restaurants, a casino, a nightclub, and an indoor beach club.

The scale of their operation means even seemingly simple tasks, like managing staff entrances, are monumental undertakings. But data reporting from their Gallagher system simplifies operations and helps Okada Manila optimize space usage, foot traffic, and more.

From one centralized platform, Okada Manila generates singular, chronological reports populated from multiple systems, enabling their security division to combine data from all over the resort to produce a holistic account of activities. As a result, everything from elevators to HR is optimized to ensure operations run smoothly and efficiently.

How Okada Manila optimizes resources with Gallagher:

- Data reports reveal behavioral patterns behind space usage.

- This information informs where additional staffing is needed.

- Average time spent in a location reveals where additional resources should be allocated.

- A baseline understanding of space utilization helps them spot unusual activities through data.

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We rely on Command Centre for technical administration and to generate high-level reports - those information sets are one of the key benefits of our Gallagher system.

Kelly Billups, Executive Director of Security Technology Services for Okada Manila

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Demonstrate compliance

Aurora Cannabis Inc. exceeds industry standards in a highly regulated environment with the help of consolidated reports

Aurora Cannabis Inc. is a pioneer and global leader in the cannabis industry serving both the medical and consumer markets. As a manufacturer and distributor of controlled substances, Health Canada requires that cannabis companies produce reports of a Security Cleared Individual's (SCI) presence aligned with video documentation.

Aurora uses their Gallagher system to observe this regulation and demonstrate proof of compliance. Alarms and video integrations provide a high level of visibility over their sites, and a complete data synchronicity system consolidates cardholder, event, and configuration information. A simple user interface makes managing these functions easy, helping them meet industry standards and continue making a difference in people's lives.

How Aurora Cannabis Inc. demonstrates compliance with Gallagher:

- Compliance reports are configured both in real-time and by set schedules across all of Aurora's locations.

- Presence management and alarm integrations track SCI's and visitors and alert relevant individuals to system events.

- Gallagher's Milestone XProtect® integration backs presence management data with video authentication.

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> *Gallagher hit every mark and truly exceeded our expectations in ways we had no idea was possible… every one of the guards and managers [we] put in front of Command Centre was blown away.*

Mike Soberal, Senior Director of Corporate Security for Aurora Cannabis Inc.

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Create accountability

International School Bangkok tracks student movements to create an environment of trust and accountability

With over 1,700 students and 35 acres of campus, International School Bangkok (ISB) is the premier international school in Thailand. But with external geopolitical risks exerting unique pressure on the school, they have a heightened need for accountability over students.

To maintain that accountability, ISB integrated their customized check-in and reporting solution with their Gallagher system to manage school entry and track students' movement throughout the day.

Individualized credentials ensure each member of the ISB community – from family helpers to coaches and everyone in between – has the right amount of access to the campus, including pick-up permissions for students.

With multiple layers of accountability and protection through Gallagher, ISB is confident they have a trusted partner to support their community for years to come.

How International School Bangkok creates accountability with Gallagher:

- Every ISB community member has an ID card.

- Students tap on and off the bus, scan in at turnstiles, and check out at the end of the day.

- Calendar and schedule controls create timed windows for students to check out for pre-planned appointments like doctors' visits.

- Daily reports track attendance and locate students who entered the building, but aren't in class.

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Our main campus is full-blown Gallagher from the second you hit a turnstile at the main entrance to getting into classrooms, and I don't know how schools do it any other way because it works beautifully. Before we installed Gallagher, we didn't have these layers of control – having that ability to really account for where our students are is huge.

Mark Hevland, Director of Risk Management for International School Bangkok.

About Gallagher Security

Gallagher Security is a global leader in integrated technology solutions that unlock customer value through the power of our people and products. Our award-winning technology is trusted by government, defence, commercial, industrial, healthcare, transportation, mining, and educational organisations in 140 countries.

Our team designs and manufactures a comprehensive suite of security software and hardware - including integrated access control, intruder alarm, and perimeter solutions – all on site at our global headquarters. We're painting the future of what's possible. From making sure people go home safely to their families each night, to making organizations more efficient, productive, and profitable. Our intelligent technology can be scaled and customised to deliver tailored business outcomes across simple, enterprise, and high security sites.

Empowering over 20,000 security customers worldwide, Gallagher solutions are used to simplify life on campus within the education sector, keep staff and patients safe in healthcare, ensure the highest security requirements are met for government sites in the Five Eyes alliance, safeguard critical infrastructure within the utilities industry, and ensure uninterrupted movement for transport and logistics. Security is just the beginning.

Visit **security.gallagher.com** to learn more

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