

The Government Calls on Barry Security Systems and Talk-A-Phone

by Robert Shanes

Barry Security Systems, Inc., Tewksbury, MA received a contract from the government* to install security equipment at a homeland security related facility in the Boston area. In specifying equipment for this project, Joe Gillis, Sales Manager, was guided by the following statement contained in their web site.

“For a solution provider like Barry Security Systems, Inc., the key to addressing a customer’s security concerns is understanding the security challenge, then designing a cost-effective solution, finding the right components to bring it to life, and installing it swiftly and professionally.”

Project Requirements

The project required a highly reliable emergency communication system with integrated CCTV to be installed throughout the parking facility at the site, at access points, and certain indoor locations. The entire state-of-the-art system was to run on IP, providing not only a great deal of system flexibility, but also saving the customer \$65,000.00 as compared to a traditional cable installation. The project required integrating hardwired equipment and wireless equipment to a single head-end without tunneling. To meet this requirement, Barry Security would need to integrate the products of several manufacturers into one smoothly functioning system.

Talk-A-Phone Installation

As a PSA Security Network® member since 1988, Barry Security finds it can obtain system components from a choice of sources, delivering the best product to their customers for their security dollar. Joe Gillis turned to Talk-A-Phone Co., Chicago, a long-standing PSA manufacturer, for the entire end-to-end communication solution, including providing the IP connectivity for the emergency/access phones, as well as the CCTV.

Talk-A-Phone Model ETP-400V Hands-Free Emergency phones installed in Model ETP-WM Wall Mounts, with integrated blue light/strobe, were mounted

to existing poles on site with Model ETP-MPKT Pole Mounting Kits. Other locations used two button (“Emergency” and “Info”) Models ETP-402V and ETP-400DV. The phones operate as VOIP, utilizing Talk-A-Phone’s new Models VOIP-1 and VOIP-4. The VOIP units, which are available in one, two, four, and eight channel capacity, can be used at the head-end to convert the VOIP back to analog. This was the function of the VOIP-4 unit.



A Talk-A-Phone Emergency Phone is always ready for action.

At the Security Command Center Joe installed a Talk-A-Phone PBX (Model PBX-48) with two guard phones. The stainless steel ETP-WM Wall Mount and ETP-400V Emergency Phone were selected because of their durability, quality presentation, and performance. Simply pushing the button initiates the emergency call to the Security Command Center as a VOIP call and automatically activates the strobe in the Wall Mount. Once the access control software integration is complete in the next phase, the system will be able to perform an automatic PTZ call up of the camera or cameras associated with that calling unit.

At certain access points Barry Security installed the surface mounting Model ETP-402V, which is also connected via IP and has auxiliary outputs to be able to drive related devices such as strobes. RF video over IP was achieved using Panasonic PTZ cameras with a RF video connection, which was also routed through the Talk-A-Phone VOIP units. The cameras are soon to be integrated with the Talk-A-Phone system at the head end through the access control interface, with the cameras then being controlled through a Panasonic matrix.

The job also called for communication in certain indoor locations, such as elevators. Because of Talk-A-Phone’s very large line of ADA compliant Emergency Phones, Joe selected the smaller indoor Model ETP-100MV for these locations.

Reasons for Selecting Talk-A-Phone

Asked about the project, Joe Gillis said, “We selected Talk-A-Phone because we have extensive experience with both the company and their products. Their products are reliable, and their customer support, both at a technical and non-technical level, makes the jobs much easier. They provided us with a reliable, cutting-edge solution to the issues that we faced in this project. We needed to integrate voice communication and video over IP, as a seamless end-to-end solution. That is exactly what Talk-A-Phone gave us at a price that saved our customer \$65,000.00 net by being able to go VOIP.”

VOIP for Emergency Phones

“Although we have been using Talk-A-Phone emergency phone systems in a wide variety of applications for some time, this was our first time using VOIP for Emergency Phones,” Joe explained. “The entire experience went very

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**Due to the sensitivity of the project, the exact government agency and location cannot be disclosed.*

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smoothly. The software is easy to use, and the installation itself is fairly straightforward. The system has been in for several months and operating flawlessly.

“As a result of this project, we are looking forward to doing other Talk-A-Phone VOIP projects. The potential for expanded functionality, combined with cost savings, provides a real opportunity for Barry Security and our customers. Talk-A-Phone also has VOIP-RF, which means if a customer already has existing “hot-spots”, we can tie into their system quite easily.”

Joe continued, “Their factory representative in our area, Intelligent Marketing, Inc. (IMI) is also extremely helpful and knowledgeable on numerous products, and provides the support necessary for the more creative solutions that are the mark of Barry Security. The customer is very pleased with the operation of the system and looking forward to the next phase of the project, which is integrating the entire system through the access control software. This phase is expected to be implemented in the near future.” PSA

