



# Existo Entrusts VIVOTEK Security Solutions for Michigan Cannabis Cultivation Facility Surveillance



# EXISTO

## Background

In the quickly growing legalized cannabis industry throughout the United States, extensive security measures are a necessity. As such, Existo was brought in to establish an IP surveillance solution for a cannabis cultivation facility in Northern Michigan. They not only exceed the state of Michigan's expectations to allow for licensing at the state level but are also user-friendly and adds a level of comfort to ownership about building security.

Existo is a collective of cannabis industry professionals that covers a wide area of services designed to bring success to a cannabis business or idea. They are the most Metrc validated compliance professionals in the United States.

Vertical: Manufacturing & Industrial

Country: USA

Solutions: [CC9381-HV](#), [SD9364-EHL](#), [FE9181-H](#), [FD9380-H](#), [ND9541](#)

Total Quantity: 70

Software: [VAST 2](#)

## Challenge

The State of Michigan is very particular with camera coverage and recording quality for this industry, so a camera system is essential to the licensing of this business. Challenges in the project were related to distances within the building, coverage in unique spaces, and varying climates/light exposure within indoor grow rooms.

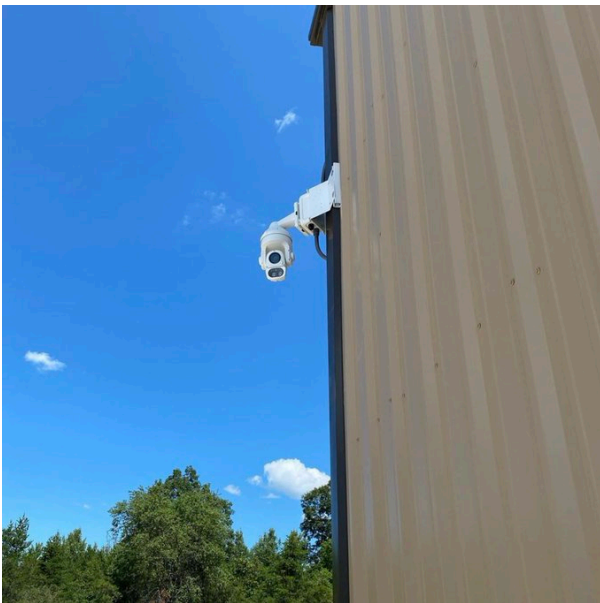
## Solution

Existo chose VIVOTEK and a total of 70 of its indoor and outdoor security solutions, NVRs, and VMS to monitor the cannabis cultivation facility.

In the grow room, which includes a long hallway with tight spaces and climate concerns, seven VIVOTEK CC9381-HV panoramic network cameras are used. Along with offering

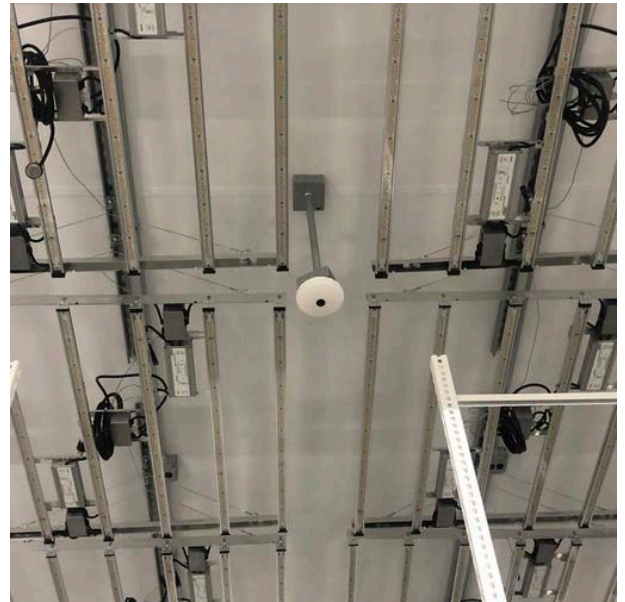


amazing 180° HFOV coverage, the camera offers up to 20 fps at 5MP resolution (30 fps at 5MP with WDR off). The CC9381-HV also incorporates other value-added features. To combat high contrast lighting environments, WDR Pro is included and has built-in ~49 ft panoramic IR illuminators, ensuring 24/7 surveillance coverage.



For exterior corners, four VIVOTEK SD9364-EHL professional speed dome cameras are now being utilized. The camera is specifically designed to enhance low light surveillance in large coverage areas. Equipped with ~492 ft IR illuminators and a 30x optical zoom lens, the SD9364-EHL provides a superb low light image in the most challenging situations.

The speed dome camera also adopts VIVOTEK's Smart IR II technology, which provides smooth vari-angle adjustment of the IR illuminators, allowing broad coverage FOV and highly uniform IR intensity while avoiding hot-spots traditionally associated with IR illumination.



For indoors and many general work areas, fourteen FE9181-H fisheye fixed dome network cameras are being utilized. This camera features a detailed 5MP CMOS sensor that produces superb image clarity. By employing H.265 compression technology and VIVOTEK's Smart Stream III technology, the camera can reduce both bandwidth and storage consumption by up to 90% while retaining the highest standard of image quality.



Due to its quality recording at a cost-effective price point, Forty VIVOTEK FD9380-H H.265 outdoor dome network cameras have been installed throughout the rest of the facility. This camera is equipped with a 5MP sensor,

enabling a resolution of 2560x1920 at 20 fps. Featuring VIVOTEK SNV and WDR Pro technology, the FD9380-H can capture high-quality imagery in both high contrast and low light environments.



Finally, the facility is also utilizing VIVOTEK's ND9541 H.265 Linux-based embedded standalone NVR. Equipped for up to 32-CH network cameras, the NVR features a well-built ONVIF compliant and scalable configuration with VAST 2 VMS empowering users to set up and manage advanced IP surveillance systems with ease. It also supports remote and mobile access, via VIVOCloud and iViewer app, for both iOS and Android handheld devices, providing users an open, flexible and intelligent NVR for seamless use in small to medium-sized video surveillance applications.

In the end, the outcome not only met but surpassed all expectations and goals.

The system was complimented as the highest quality in terms of coverage and camera quality by the Marijuana Regulatory Agency (MRA) enforcement agent during the state licensing walkthrough. Ownership can, with confidence, know their business is safe and secure. Existo was able to integrate VAST 2 with the Paxton Access Control units, thereby simplifying all aspects of security for the on-site security officer to have full visibility into the building.

## Customer Feedback

"The value Existo gains by partnering with VIVOTEK when designing and implementing camera systems for cannabis businesses cannot be understated. Fulfilling state expectations when it comes to cameras becomes less of a headache when dealing with a company that offers so many options allowing us the flexibility that is essential in our field. This flexibility we gain from the quality and variety that VIVOTEK offers pays off tenfold in our business because there is no standard building design for cannabis businesses. Unique buildings with unique layouts but with highly standardized expectations put forward by state licensing expectations can be a stumbling block for many cannabis businesses," explained Chris Hernandez, Existo Director of Operations. "Our ability to utilize VIVOTEK's solutions allows us to create systems that exceed state expectations while still being used to achieve safety goals set internally by our customers."