



# VIVOTEK Joins Forces with Lematron and Selnet S.A. to Offer Top –Tier Security System to Argentina’s Transfarmaco



**Vertical:** Manufacturing and Industrial

**Country:** Argentina

**Solutions:** [IP9171-HP](#) (Argentina version: [AB6117-HP](#)), [IB9371-EHT](#) (Argentina version: [AB6317-HT](#)),

[FE8180](#), [SD9364-EHL](#)

**Total Quantity:** 1,000+

**Partners:** [Lematron](#) & [Selnet S.A.](#)

## Background

Since 1972, [Transfarmaco](#) has been a provider of world-class integrated logistics solutions. The company's aim is the safe and effective distribution of the products entrusted to them by their clients. To maintain this goal, as well as their position as leader among their competition, the company operate according to three strategic pillars:

- A Unique infrastructure in Argentina with 150,000 m<sup>2</sup> for storage.
- The Intelligent use of technology to track each and every product.
- A Large availability of human resources, with approximately 1300 people working to meet the specific and ever-changing needs of their clientele.

## The Challenge

As Transfarmaco's customers have thrived while growing in partnership with the company, the scenarios to optimize have also increased. It was necessary to improve control of stock, monitoring of shipments and reception of goods, as well as overhaul specific loss-making processes.

Sara Amorim Costa, Regional Manager of VIVOTEK Argentina & Brazil, teamed up with [Lematron](#), a certified integrator, and [Selnet S.A.](#), a wholesale importer, to analyze the situation and look for a solution commensurate with Transfarmaco's position at the vanguard of logistics. As a result, they decided to replace existing analog technology with a VIVOTEK IP solution across three of Transfarmaco's logistics warehouses.



Todo Resulta + Fácil



## The Transformation

The process of change began back in 2013 and great progress has been made. The project's specific needs required the installation of more than 1,000 network cameras. VIVOTEK deployed some of its most advanced cameras for the installation, including:

### [IP9171-HP](#) (Argentina version: [AB6117-HP](#))

The IP9171-HP box camera provides up to 30 fps (frame per second) at 3-megapixel with superb image quality, as well as offering a wide view along all hallways. This solution, combined with H.265 and Smart Stream II technologies, has significantly reduced bandwidth and disk storage demands by nearly 80% compared to the previously installed H.264 compression technology. By deploying WDR Pro and SNV the camera is empowered to capture both the dark and bright areas of an image, combining the differences to create a highly realistic representation of the original scene.

### [IB9371-EHT](#) (Argentina version: [AB6317-HT](#))

The IB9371-EHT, H.265 3-megapixel bullet cameras were installed near the storage areas, which were subject to high levels of sunlight and thus also large areas of shadow. These professional day / night cameras are equipped with WDR Pro technology and SNV, empowering users to enjoy superb image-detail in any lighting condition. Additionally, the IP66-rated housing ensures the ability of these advanced cameras to withstand rain and dust, thus guaranteeing smooth operation even under a multitude of harsh weather conditions. The cameras' IK10-rated housing can also provide protection against acts of vandalism and other instances of sharp impact.

### [FE8180](#)

In areas in which products arrive and are dispatched, where more than six conventional cameras would have been required, only one advanced VIVOTEK camera was needed. The FE8180, low-profile 5-megapixel fisheye camera, is capable of monitoring more than eight views simultaneously. As a result, the client was able to significantly cut disk storage as well as hardware and software costs. Further, the FE8180 was effective in areas with zero lighting, thanks to its WDR Enhancement for unparalleled visibility in both extremely bright and dark environments. Additionally, the FE8180, at just 90mm, can easily blend in with any surrounding, packing the highest-level performance within the lowest-profile.

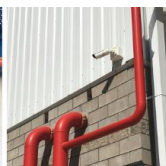
### [SD9364-EHL](#)

This speed dome camera was specifically selected to improve surveillance in large areas with low lighting. Equipped with 150m-range IR illuminators and a 30x optical zoom lens, the SD9364-EHL camera provides excellent images under precisely these challenging conditions. The SD9364-EHL also adopts VIVOTEK's Smart IR II technology, Vari-Angle IR. VIVOTEK's Vari-Angle IR provides smooth variable-angle adjustment of the IR illuminators, allowing broad coverage FOV and highly uniform IR intensity while avoiding hotspots traditionally associated with IR illumination.

Both day and night, the dome works in tandem with the IB9371-EHT (Argentina version: AB6317-HT) cameras to have a complete visual coverage of vehicles within the complex.

## Customer Feedback

"I am extremely satisfied with the investment made, with the quality of the product, the implementation, the support and the guarantee by VIVOTEK", says Cristian Tomas, Manager of Assets Security in Transfarmaco. No doubt Transfarmaco's customers, who can now place their trust even more securely in the logistical systems of the company, will enjoy the benefits of this expanded surveillance network as VIVOTEK continues to synergize with industry leaders from across the globe.



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