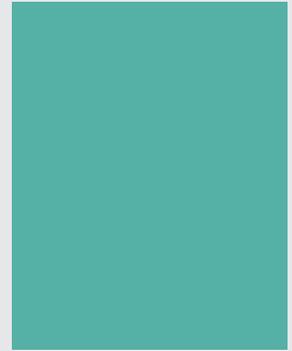
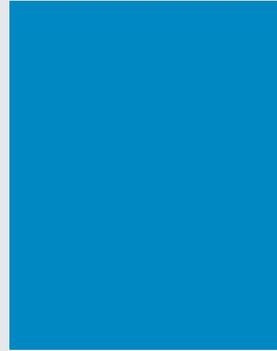


Fairlane Venture Dearborn, Michigan



Integrated Guarding maintains quality coverage at reduced costs.

Challenge

Fairlane Venture is comprised of a multi-building industrial park, along with the two twin Parklane Towers, 15-floors of Class A office space in Dearborn, Michigan. Together, these structures have nearly a million square feet of multi-use space as well as a private park, a pond and parking lots.

Previous owners had contracted round-the-clock security coverage from Securitas. When the ownership changed in 2013, their new property management firm made it a priority to reduce security billing expenses while maintaining the same level of quality coverage.

"The buildings were a good target for integrated guarding," says Securitas Branch Manager Rod McPherson. "All of our services could be applied here. We were able to help them accomplish their goals and reduce expenses while maintaining the high level of service."

Solutions

Securitas immediately brought in Integrated Guarding to create a custom security solution:

- The first step was bringing in the Securitas team to meet with the client. Existing technologies were integrated with a series of new cameras which feed to Securitas' Remote Monitoring station. "In terms of challenges, the installations and calibrations took a while, which is fairly typical," reports McPherson. "The real challenge is getting the equipment calibrated, contact alarms set and the motions sensors properly adjusted." While the process took a couple of weeks, the client is now able to maintain 24/7 coverage at a reduced expense.

- Securitas Mobile Guarding Service was brought on board to replace the 8 hours of overnight patrol. The team pays special attention at night to the private park and pond on the property.
- On-site officers are still on duty 16 hours during the workweek and limited hours on Saturday, providing tenants and guests top-flight customer service.

Results

This customized Integrated Guarding solution has been in place at Fairlane Venture for the last two and half years with success all around.

Fairlane Venture's Property Manager appreciates both the added value that Securitas officers provide to the support and operations of the property as well as the support she receives from her local branch office. "We have very specific needs at our property," she reports, "and Securitas has been able to adjust and meet our needs."

