IP Video System Design Tool
Case Study

Hanwha Techwin

The following case study involves a user, Tas Maniatis, who has recently worked on a project for the KPMTEC using our software.

Tas Maniatis in

**Technical Sales Engineer
Hanwha Techwin**

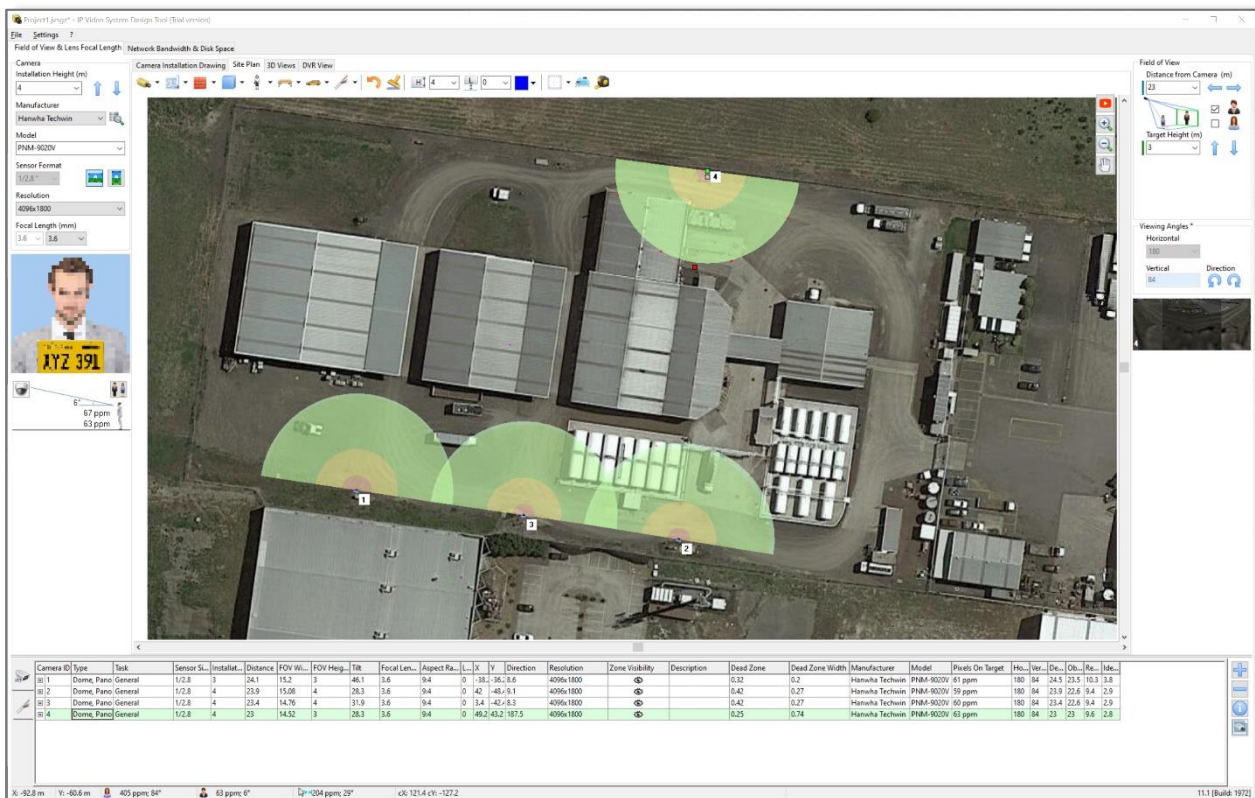## Please tell us about your company or projects you're involved with.

On a daily basis, I'm working with customers, providing them camera configurations on floor plans and google aerial views as well as camera focal points using the 3D views that the tool offers. Our company is a tier 1 CCTV camera manufacturer based out of South Korea, where we also manufacture defense and solar products. I also want to mention that we are not only affiliated with surveillance. Hanwha Techwin is the third-largest corporation in South Korea.

Please tell us about yourself and your role in the project/company.

I come from the surveillance industry with 11 years of VMS and camera experience with Milestone Systems. I have since moved on from Milestone to Hanwha Techwin (formerly known as Samsung Techwin) as a technical sales engineer. I assist customers and partners with the cameras that we sell for their projects. Utilizing your tool assists in the presentation to and for our clients during the design process and provides a level of professionalism in our industry.

www.jvsg.com

Why is video surveillance planning, design, and efficiency analysis important for your business?

Video surveillance is what we do on a daily basis when customers are purchasing our cameras, and utilizing your tool not only provides a better understanding for the customers but facilitates more professional presentations for the security consultants that we work alongside.

Have you managed to solve ongoing problems with video surveillance design?

Yes. Utilizing the JVSG tool has often assisted us in providing customers cost-effective solutions and providing the required coverage for their business while showing them a return on their investment. Having this level of professionalism with the JVSG tool instills a level of confidence with our customers that keeps them coming back.

www.jvsg.com

Did you compare IP Video System Design Tool to other solutions?

Yes, I have compared it with other tools that are offered on the market, and to be honest, I much prefer the JVSG tool. It's far easier to use and import floor plans than with other tools I've worked with.

Why did you choose IP Video System Design Tool software?

My choice to select JVSG was grounded in the fact that it provides both my company and my customers a truly professional surveillance solution. With its ease of use, It also enables speedier turnaround of projects for me as a solution engineer.

What results did you achieve and how does it help your business?

The results assisted in project wins and customer appreciation for the level of presentation professionalism that the tool provides, along with the generous in-depth information and device specifications contained within.

Tas Maniatis - Technical Sales Engineer

Hanwha Techwin

M: +61.413502590

e-mail: tasm@hanwhawisenet.com

Level 31, 120 Collins St, Melbourne 3000 | Australia

http://www.hanwha-security.com/