

Case Study

Application: Logistics

Company: Saba Frukt & Grönt AB

Country: Sweden

SONY
make.believe

Sony Video Security Solution Bears Fruit



Saba Frukt & Grönt AB, a Swedish fruit and vegetable wholesaler, has discovered the opportunities and cost benefits that IP technology offers in more areas than just video security.

When Saba Frukt & Grönt AB was looking to streamline and optimise their current security set-up while adding the latest technologies, they turned to Sony for a cost-effective hybrid solution.



Background

Saba Frukt & Grönt AB is Scandinavia's leading importer and distributor of fruit, vegetables and flowers. Approximately 210,000,000 kilos of fruit and vegetables from more than 70 countries pass through Saba's central storage facility outside Helsingborg every year.

Challenges

The previous security solution was analog. Replacing all components of the system with IP based products would have been a costly investment. Instead Saba contacted Daniel Ahlberg at DDC Övervakningsteknik in Helsingborg, a specialist on end-to-end solutions in video security.

Sony Professional delivered a complete video security solution with HD cameras, adapters, servers and LCD monitors

Solution

Sony Solution

Saba and DDC Övervakningsteknik were drawn towards the solution from Sony Professional. "It wasn't only image quality that influenced our decision. A hybrid solution offers a flexible and cost efficient transition to IP technology because existing analog components can be integrated in the new system. Also, we could build and test our specific solution in Sony's testing facility," says Daniel Ahlberg.

Results

"With the network cameras and the intelligent software we get immediate information on incidents in our facility, both on what is currently happening and what has happened earlier. We can identify and register free space in the storage room and automatically inform storage managers. We have made significant improvements to our efficiency with the hybrid solution. In addition to improved security, it has helped us reduce costs," says Daniel Silverklang.

Why Sony were Selected

"To ensure that we deliver on the high quality we guarantee to our customers, even handling of products must be secured. Our business has grown over the past few years, meaning more products, people and vehicles pass through our facility. Therefore we decided to invest in a new video security solution that strengthens security for all parts of our business," says Clas Carlsson, buildings and security manager at Saba Frukt & Grönt AB.

Product List

- SNC-CH140
- SNC-RS86
- SNT-EX154
- SNT-RS1U
- NSR-1200



© 2011 Sony Corporation. All rights reserved.
Reproduction in whole or in part without written permission is prohibited.
Features and specifications are subject to change without notice.
Sony, the Sony logo, and the Sony make.believe logo are trademarks of Sony.
All other trademarks are the property of their respective owners.