

**CUSTOMER PROFILE:**

Tan Chong Industrial Equipment Sdn. Bhd. (TCIE) is a subsidiary of the publicly listed Tan Chong Motor Holdings Bhd. It is the authorized distributor and manufacturer for Nissan Diesel Motor Co. Ltd, Japan, the Nissan Diesel range of heavy commercial vehicles, in Malaysia. Since the first introduction in 1978, TCIE has produced Nissan Diesel Trucks and Buses as one of the leading makes in Malaysia with more than 30,046 units in operation (end of year 2006).

**VERTICAL MARKET:**

Commercial

**Aimetis in brief:**

Aimetis develops video analytic and management software for physical security and business intelligence applications. Aimetis' award winning software represents a quantum leap forward in managing and analyzing video content. Aimetis is headquartered in Waterloo, Canada.

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**CASE STUDY: TAN CHONG INDUSTRIAL EQUIPMENT**



(Above) Ad board for TCIE. The largest manufacturer and distributor of Nissan Diesel Trucks and Buses in Malaysia

**SUMMARY**

Malaysia's largest manufacturer and distributor of Nissan Diesel heavy commercial vehicles choose Aimetis and ACTi to provide a robust IP surveillance solution for their storage yards located throughout the country.

**BUSINESS CHALLENGE**

TCIE has many large car yards spread all throughout Malaysia that house new vehicles. They did not have enough security guards to physically patrol the yards, therefore, they needed to have an intelligent surveillance system to help protect the vehicles by increasing the scalability of security guards.

**SOLUTION**

ACTi and Aimetis Symphony™ software were chosen for a variety of reasons. Some of which included having high quality video with minimal use of bandwidth, the ability to utilize and upgrade the existing cameras into IP cameras and to have an architecture that allowed them to remotely view activity as there was not a control room in every yard. “...If we use a DVR system, it's not secure when breakins occur. The DVRs are easily stolen when thieves get into the yards. Currently IP

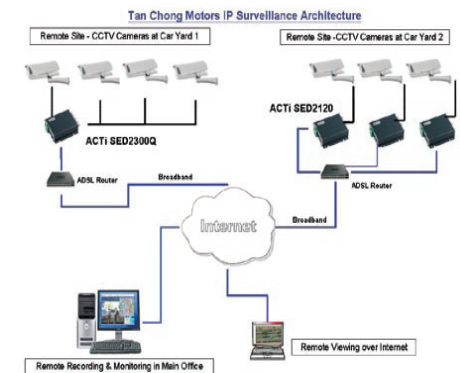
Surveillance enables remote monitoring and centralized recording in our main office so we don't need to worry about theft issues. Meanwhile we are very satisfied with the video quality from all the remote sites.” said Mr David Siew, the CFO at TCIE.

**RESULT**

- Increased physical security at their many car yards
- Enabled TCIE to remotely view their yards that are located throughout Malaysia
- Allowed for high quality video with very low bandwidth consumption

**TECHNOLOGIES USED:**

- Aimetis Symphony™ software Client & Server Software
- COTS hardware for Clients & Servers
- Windows XP Professional
- ACTi SED-2120 and SED-2300Q video servers



**About Aimetis Symphony™ software**

Aimetis Symphony™ is an advanced Open IP-Surveillance software product with integrated video analytics. Symphony™ simultaneously enables digital video recording, intelligent video analysis and remote access to live and recorded images from any networked computer.