WEBVTT

71

00:28:04.200 --> 00:28:22.860

Ruby Lewis: Good morning. Good morning. My name is Ruby Lewis and I'm the account executive here at THC and I'm located in our Tampa office to Jesus system integrator and we've supported the education market since our inception in 1981

72

00:28:24.450 --> 00:28:39.000

Ruby Lewis: But here we have approximately $300 million in revenue per year in sales, and we have locations and configuration facilities across the US and Canada. Here's a diagram.

73

00:28:39.660 --> 00:28:51.810

Ruby Lewis: 60% of our business is tied to the public sector. So we have a really good understanding of the sled market and majority of that public sector is dedicated to our education.

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00:28:52.500 --> 00:28:58.320

Ruby Lewis: And we've deployed thousands and thousands of units across schools and districts in the US.

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00:28:59.160 --> 00:29:07.800

Ruby Lewis: So what we try to do is is work really hard to support the education market by staying knowledgeable on the things that are most important to you.

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00:29:08.490 --> 00:29:17.460

Ruby Lewis: Those things include funding. So right now the Cures Act is really important. So we stay abreast on all of those programs including state programs.

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00:29:17.940 --> 00:29:28.440

Ruby Lewis: Contracts and one of the other key components that we focus on is maintaining and growing our relationship with our manufacturer partners such as a food.

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00:29:29.160 --> 00:29:46.140

Ruby Lewis: And other partners. We really focus on hot, we really focus hard on understanding their education programs as well as getting insight into them so that we can share this information with you and you're able to utilize these programs for your current environment.

79

00:29:48.990 --> 00:29:57.030

Ruby Lewis: Here's an overview of our education solutions. As you can see we cover a lot of technologies. And we do this successfully.

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00:29:57.540 --> 00:30:08.070

Ruby Lewis: I haven't a dedicated education team that really goes in and spend time understanding the complex needs of the education. We're committed to covering

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00:30:08.700 --> 00:30:16.470

Ruby Lewis: All these areas of technologies, which include infrastructure and networking. So anything in the data center, we can assist you with design.

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00:30:16.950 --> 00:30:28.230

Ruby Lewis: Deployment anything in in the data center, as well as inside the classroom as with such things as managed print Lifecycle Services, we can help with

83

00:30:28.890 --> 00:30:41.790

Ruby Lewis: Burning in images configuring tech refreshes in addition to deployments and support services such as asset tagging tracking fixing repair.

84

00:30:42.180 --> 00:30:49.290

Ruby Lewis: And other white glove services. So we have a variety of different services available specifically for education.

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00:30:50.070 --> 00:31:00.270

Ruby Lewis: We also provide learning devices as well as security and safety. Those are one area that we spent a lot of time on in the past year on ensuring that we have

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00:31:00.600 --> 00:31:09.690

Ruby Lewis: A really solid understanding of what your needs are. So on that note, I'm going to turn this over to our security and safety experts Brenton Mike

87

00:31:10.530 --> 00:31:29.340

Ruby Lewis: Brent is a former education program manager with over 14 years of experience as an educator and administrator in the public school district and Mike is a retired police officer and FBI National Academy graduate. So Brett and Mike. If you'd like to take over from here.

88

00:31:30.810 --> 00:31:41.970

brento: Yeah. Thanks, Ruby. Thanks everybody for joining this session, we are going to spend about 20 minutes talking about really national campus safety.

89

00:31:43.110 --> 00:31:57.540

brento: So just a little bit of introduction to Mike and myself. So I did spend 12 years in to public school districts in South Carolina. Our largest Greenville, and then a very small rural district.

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00:31:58.800 --> 00:32:08.520

brento: And eight of those years with spin as assistant principal and principal and now serving as a subject matter expert really in the technology channel.

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00:32:09.570 --> 00:32:14.370

brento: And focusing on education as well as public policy and funding.

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00:32:16.260 --> 00:32:22.080

MikeGa: And for myself like Ruby talked about is I retired as a police chief

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00:32:22.830 --> 00:32:41.610

MikeGa: 30 years of law enforcement experience graduate from FBI National Academy back in 2007 and I lead our public safety vertical and of course that correlates with our presentation today in reference to that hot button issue of Campus Security both K through 12 and higher ed.

94

00:32:43.440 --> 00:32:58.620

brento: Yeah so. So here's our agenda today we're gonna talk a little bit about the changing school safety landscape. And then we're going to get into some physical security and education and then cyber security and education and this will be

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00:32:59.640 --> 00:33:08.310

brento: More of a practical presentation and and as Mike and I have said, you know, we come from walking in those shoes.

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00:33:08.850 --> 00:33:18.780

brento: from law enforcement for being an educational administrator. So really that's the perspective, we're going to use today and then incorporate what technology solutions you can

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00:33:19.320 --> 00:33:33.330

brento: Implement so if we we start off, we look at Campus Security drivers, we know that there's been recent tragedies over the past several years societal shifts continue to fuel this investment.

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00:33:34.200 --> 00:33:47.340

brento: School districts to do a mass upgrades to get systems, up to a certain standard, you know, moving from own analog to IP based systems. Anytime there's a new construction in school buildings.

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00:33:47.910 --> 00:33:59.790

brento: Or campuses. It's a great time to reflect and update campus security measures and we know that just active shooters are not the only threat the school safety, you know, from

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00:34:00.150 --> 00:34:06.150

brento: Thinking back from being an assistant principal principal even a teacher, you know, dealing with the daily

101

00:34:07.080 --> 00:34:26.550

brento: You know, thefts parking vandalism fights you know crowd control those types of things. And now as as just in the current landscape shift from the physical to the virtual education and all the nuances that that that brings

102

00:34:28.800 --> 00:34:38.460

MikeGa: Show. If we look at, you know, highlighting the problem here we break it down reference to primary schools and in secondary schools.

103

00:34:38.940 --> 00:34:48.930

MikeGa: Defined in first, those, those elementary schools. I won't read the statistics here, but I think you can see them. And you know what it boils down to is

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00:34:49.500 --> 00:35:03.090

MikeGa: The percentage of how many officers, you know, are in schools and in this day and time. And so it you know equates down to 4.8% for the primary schools 29.7 for the secondary school so

105

00:35:03.750 --> 00:35:21.330

MikeGa: What can we do to enhance that it is the integration of technology that can enhance this and and provide some of the solutions that that will offer some of the safety for our campuses that we will share with you today.

106

00:35:24.060 --> 00:35:30.330

MikeGa: What we like to do is really divided up in reference to as we're making co presenting this presentation.

107

00:35:31.200 --> 00:35:38.850

MikeGa: Kind of taking it from my end, from from the school resource officer in and then Brant from the, from the principal and as he used to

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00:35:39.630 --> 00:35:44.910

MikeGa: Formally was a principal in in a hospital. So as we're all familiar

109

00:35:45.300 --> 00:35:51.270

MikeGa: You know sworn officer school resource officers are deployed in our schools, when you deploy a school resource officer.

110

00:35:51.570 --> 00:36:03.060

MikeGa: Then you're taking them off a geographical beat and placing them into a school that's their new beat. And so now they're not only a law enforcement officer there a law related counselor there.

111

00:36:03.570 --> 00:36:10.140

MikeGa: Lol related educator and so they develop that close relationship with with principals and teachers.

112

00:36:10.890 --> 00:36:18.960

MikeGa: They work closely with the parents through you know your PTA organizations and through the community. There is a whole

113

00:36:19.620 --> 00:36:25.590

MikeGa: They investigate all criminal activity, both on the school and adjacent to the school they

114

00:36:25.950 --> 00:36:32.400

MikeGa: You know, assist officers that are working outside investigation that might concern. Some of the students there within the school.

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00:36:32.790 --> 00:36:42.480

MikeGa: They provide traffic control both before and after school obtaining intelligence for crime prevention measures, all of this, you know, it really

116

00:36:43.470 --> 00:36:53.730

MikeGa: developed some more for an officer to where they're called upon more to do more duties to perform within the the walls of the school on a daily basis.

117

00:36:56.610 --> 00:37:10.680

MikeGa: And then we start breaking it down in reference to to looking at some of the different areas when we start talking about school security so carries law if you're not familiar with that. That was back in 2018

118

00:37:11.580 --> 00:37:26.070

MikeGa: It says that all 911 calls have to be direct so that came from a scenario, an actual incident where a child was in a hotel room with a parent in

119

00:37:26.940 --> 00:37:39.330

MikeGa: Parent was in trouble and tried to dial 911 and couldn't you know you have to dial nine and then 911 so that takes that out so that integrates in with your public safety answering points.

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00:37:39.960 --> 00:37:46.860

MikeGa: Which in layman's terms is you're not on one centers. Next, you know, the next generation.

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00:37:47.550 --> 00:37:54.780

MikeGa: 911 that transition from, you know, your old analog systems and and really bring it up today, you know,

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00:37:55.200 --> 00:38:09.300

MikeGa: In reference to our now on one systems that we see all around the country now and then of course we partner with that with first net and that's relative to be unable to have

123

00:38:09.960 --> 00:38:20.040

MikeGa: Great communication and constant communication which we need in reference to emergency situations, whether it's a natural disaster, whether it is a

124

00:38:21.360 --> 00:38:43.770

MikeGa: An actual on campus active shooter, then that is applied educators can be placed on at AMP T first net as well as law enforcement. So we have that connectivity to to be able to respond, manage and and solve an incident that that is being played out at our schools.

125

00:38:46.290 --> 00:38:57.810

brento: So if we look at the stop school balance that this is something we want to remind you of that. This is grant funding that it's coming down to state.

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00:38:58.590 --> 00:39:06.120

brento: And it's been appropriated through 2028. This is funding to help curb violence at schools.

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00:39:06.780 --> 00:39:15.300

brento: Service is moving for several more years. And this is a great way to partner with agencies in the community as Mike's talking about

128

00:39:15.570 --> 00:39:31.080

brento: With your law enforcement agencies as well as the school district and awake to partner with technology implementing those technology solutions to help with with school safety and security.

129

00:39:33.300 --> 00:39:39.240

brento: So if we we focus on the issues upon return after we

130

00:39:40.500 --> 00:39:52.680

brento: You know, hopefully return in some form or fashion in the fall, then we know that there's going to be a lot of planning going on this summer, and even into the fall of what does it look like

131

00:39:53.430 --> 00:40:05.760

brento: We know there's a lot of uncertainty. We know there's going to be reassessment of emergency plans. We know that there's going to be reassessment of disaster recovery and continuity plans that technology plans.

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00:40:06.990 --> 00:40:15.660

brento: You know, for your districts in. So this is an area please please reach out please reach out to to Ruby to to G.

133

00:40:16.710 --> 00:40:25.860

brento: You know when you have questions. If you have questions about certain technology solutions. We can help with some funding questions as well. But we do know.

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00:40:26.640 --> 00:40:39.930

brento: That that there will be some opportunities for you to reassess and and go through those replanning measures as we look at hopefully returning in the fall and what it looks like moving forward.

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00:40:41.100 --> 00:40:51.840

brento: Here's a couple of resources. If you're not aware really the the partner Alliance for safer schools and short for path a short for that.

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00:40:52.710 --> 00:41:06.570

brento: This is a great tiered plan model for campus safety and security, and it does incorporate physical cyber and data security. And so if you haven't seen this. It's a great

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00:41:07.590 --> 00:41:17.580

brento: One through four in all the different areas. I mean, if you're looking at your parking lot perimeter, you're looking at your hallways, or you're looking at your common areas.

138

00:41:18.450 --> 00:41:28.350

brento: You know, it's, it's a great way to get a baseline data of are you in tier 123 or four and then what do you need to do to take it to the next level.

139

00:41:29.160 --> 00:41:33.060

brento: So, so that's a great resource. You can see the website there on the screen.

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00:41:33.660 --> 00:41:43.530

brento: The Department of Homeland Security as well has a good K 12 school security guidelines and has it has their they have their own survey that you could do is that as an assessment.

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00:41:44.100 --> 00:41:55.470

brento: For your particular school or your particular district and I've listed the the the website, they are that you can get that document on the screen. So to two great resources.

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00:41:55.980 --> 00:42:03.240

brento: To take a look at if you've not seen these before, and great way to help you in your planning and assessing as you move forward.

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00:42:06.240 --> 00:42:22.440

MikeGa: And now as we look into the solution. So what can t i g provide for you in reference to enhance in the campus security what technology solutions and we believe in providing full technology solutions, as you'll see here, so

144

00:42:24.060 --> 00:42:36.840

MikeGa: As you start looking at the different solutions. We're talking about having access control having cameras internally and externally having the video management of the storage that goes with with them.

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00:42:37.350 --> 00:42:46.800

MikeGa: You know, in this day and time as we as brand alluded to, going back in the fall of having thermal imaging and in reference to two cameras that are

146

00:42:47.400 --> 00:42:58.470

MikeGa: Picking up students temperatures as they're coming through the door being able to have gunshot detection and tracking of individuals on on campus.

147

00:42:59.070 --> 00:43:10.500

MikeGa: Being able to to have that vehicle management, of course, you know, you can put a license plate readers on some of these cameras and if you're not wanting somebody on campus.

148

00:43:10.920 --> 00:43:15.690

MikeGa: It will actually send an alert to the school resource officer on a higher education.

149

00:43:16.140 --> 00:43:31.290

MikeGa: Level to that campus police department cybersecurity is huge in this day and time as I think is probably everybody in attendance for this column knows and we provide those solutions to being able to strain that back into a

150

00:43:31.740 --> 00:43:45.900

MikeGa: To a control center a command center to where everything can be viewed and properly managed through this integration of technology for any of these top events that occur on campus.

151

00:43:48.870 --> 00:43:58.440

MikeGa: We talked about surveillance cameras as I alluded to, there you know you can fit them in with you know your integration for your access control.

152

00:43:59.070 --> 00:44:07.860

MikeGa: You can fit them in, in reference to what I just talked about in reference to license plate readers coming, coming on on campus.

153

00:44:08.460 --> 00:44:14.790

MikeGa: That can be integrated as well with with gunshot detection that would would alert.

154

00:44:15.510 --> 00:44:34.590

MikeGa: Your school resource officers on the K through 12 setting are the the campus police there with the university police, police departments that also partner with your local police and sheriff's offices in times of these situations on campus.

155

00:44:37.500 --> 00:44:46.920

MikeGa: And then body worn cameras. I think everybody always kind of gets tunnel vision in reference to the fact of the picture on the

156

00:44:47.400 --> 00:44:57.810

MikeGa: Left here, we're its own officers uniforms. Everybody thinks body worn cameras for police departments and sure from an accountability and transparency.

157

00:44:58.350 --> 00:45:02.010

MikeGa: Community policing standpoint. These are going to be become even

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00:45:02.850 --> 00:45:13.770

MikeGa: You know, greater value as as we move forward in in today's society, but also wanted to let you know the principles are also using body worn cameras that you see here on the right.

159

00:45:14.070 --> 00:45:24.870

MikeGa: So, so they're actually having this from a liability situation, you know, you always think of, you know, criminal prosecution, but the Court has

160

00:45:25.260 --> 00:45:41.190

MikeGa: Classified any cameras used as solid witnesses. So being able to have it from a liability side being able to prove or disprove an allegation. All of this comes into play and reference to deploy and some of these solutions on campus.

161

00:45:43.140 --> 00:45:53.610

brento: So these next couple of slides, I'm just really going to breeze through you know we looking at the fall and reopening and what that looks like for your district. We know that

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00:45:54.150 --> 00:46:00.000

brento: Some telehealth, then some healthcare measures are going to be needed to implement

163

00:46:00.810 --> 00:46:18.720

brento: To keep our campuses, say, so we do have a healthcare subject matter expert, we have a former nurse masters of acute nursing former director of nursing its own the staff. And so if you have questions about anything related to, you know, you know,

164

00:46:19.800 --> 00:46:25.560

brento: Forehead thermometers medical carts for your school nurses mobile printers.

165

00:46:26.940 --> 00:46:36.450

brento: You know, anything that the the the the kiosk that take you know temperatures as people walk in the door, anything like that, then

166

00:46:37.260 --> 00:46:46.470

brento: We can we can help you get in touch with Tara Brown, who's our healthcare program manager. And just a few other solutions, you can see

167

00:46:47.040 --> 00:47:00.210

brento: We've just put a few examples up here you know visitor check in with the license reader that checks against law enforcement databases, you know, the, the one on the top right corner.

168

00:47:01.290 --> 00:47:07.020

brento: That's listed solar technologies philosophy and the often asked people, What is that, and they really have a hard time

169

00:47:08.100 --> 00:47:17.400

brento: Trying to guess what that is, but that's actually a vapor being detecting sensor. So that would be something you would put in a bathroom or a locker room that just

170

00:47:18.120 --> 00:47:40.920

brento: detect any type of smoking babying and it would alert, a school resource officer or an administrator, then the bottom is Harmon school view. If you have not seen this, if I were still a principal I would be begging for this system. This is an all in one bail and PA system. It does have

171

00:47:42.090 --> 00:47:56.130

brento: Features for dual feed of security cameras. You can remote lock and unlock doors from your, your, the app on your cell phone, you can you can tap into the, you know, speakers outside

172

00:47:57.300 --> 00:48:06.840

brento: You know you can do automated messaging. THERE'S VIDEO AND AUDIO capability of the system. This is a one, all in one system that is really amazing. So

173

00:48:07.350 --> 00:48:16.710

brento: Again, if I were still a principal administrator, I would be begging for the system. So that's Harmon by Samsung and that's called school view, all one word.

174

00:48:19.980 --> 00:48:36.180

MikeGa: Okay, and to it to G. What we also provide is the mobility within patrol cars. Why is this important in this presentation is because whether it is your school resource officer that is calling for help over the radio.

175

00:48:36.720 --> 00:48:49.020

MikeGa: Reference to, you know, an active shooter on campus all if you have established mobility within the patrol car with rugged eyes computers gateway devices, the appropriate carriers.

176

00:48:49.560 --> 00:48:58.590

MikeGa: You know you're in car body worn cameras, they have that connectivity and they can see what's going on in the school during their response. So that's enhanced officer safety and

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00:48:59.160 --> 00:49:08.370

MikeGa: And a great value. So we had to provide this and this is, you know, you typically don't think about this, but this would be a great

178

00:49:08.790 --> 00:49:25.200

MikeGa: Part of a full solution as as officers are responded to the school because they're able to see what is going on, they're able to see exactly where the shooter is within the school and be able to respond appropriately and eliminate the threat.

179

00:49:27.900 --> 00:49:38.520

brento: We also talked about a connected bus solution. And why is that important right now. Well, it's a scalable solution. It's a, you know, multi phased solution.

180

00:49:39.210 --> 00:49:58.770

brento: That you can begin to look at even with Cures Act funding. If we look at the rugged as a gateway device that we put in a bus. We've seen nationally. A lot of districts use this to provide connectivity throughout the Community, though they all have, you know, LTE

181

00:49:59.940 --> 00:50:16.470

brento: Carrier that goes with into a cradle point or a DG or a Cisco. We have several different options, but a gateway router that goes in a vehicle and then those buses go out to a safe zone, such as a park, or a YMCA or

182

00:50:17.190 --> 00:50:26.070

brento: You know, an apartment complex and we've seen lots of districts deployed the buses out to offer connectivity.

183

00:50:26.640 --> 00:50:35.010

brento: During virtual and remote learning that we've been doing for the past couple of months, but then that scalable, all the way up to installing

184

00:50:35.340 --> 00:50:45.510

brento: Cameras on your buses for safety and security. I remember as a principal and sister principle, the relay the most dredging part of my job was bus discipline.

185

00:50:46.260 --> 00:50:59.430

brento: You know, and it made it so easier to have a camera that if if there was a factor of, you know, fight broke out one morning and I had to, you know, deal with that when the bus came in onto campus.

186

00:50:59.940 --> 00:51:06.450

brento: It was so much easier when I had cameras to be able to look that up. So who I needed to talk to

187

00:51:07.260 --> 00:51:15.090

brento: You know, be able to investigate all the way up to sensors for students badging on and off Wi Fi for students as they're traveling

188

00:51:15.780 --> 00:51:36.720

brento: This is, this is the case, even for activity buses, you know, students going to games or you know competitions, you know, communication on the bus vehicle mapping and tracking a lot can be done with that regard as a gateway device inside that bus and very, very scalable in Malta face solution.

189

00:51:39.180 --> 00:51:45.630

MikeGa: Okay, we just have, you know, a minute or two here to left on our side because we want to be able to get Georgian

190

00:51:46.350 --> 00:51:58.590

MikeGa: To be able to provide the great solutions from HP on that, on that end of it fits in on on the solutions as well. So I'll just tell you this is if you get police chief magazine or you can log on to it.

191

00:51:59.190 --> 00:52:11.760

MikeGa: I was published in last month's publication and their monthly publication in reference to a an article own operations centers already talked about the fact of how that

192

00:52:12.540 --> 00:52:27.600

MikeGa: Actually fits in to this there's there's maps that, you know, formerly we used to lay out on the hood of a vehicle and now it's all automated in reference to having it within our vehicles so

193

00:52:29.100 --> 00:52:43.500

MikeGa: I'm gonna let Brent close it out here and then we can turn it over to George and reference to hearing some of the great solutions that that we work with them on in reference to this deployment. Yeah, so

194

00:52:43.530 --> 00:52:54.120

brento: Just to round it out talking a little bit about cybersecurity this really we're really stressing that this has got to be a big part of your school safety and security plan, not just physical.

195

00:52:54.390 --> 00:53:04.350

brento: anymore, but really the cyber security. If you're not familiar with K 12 cyber secure calm great resource site, they keep a map of all the

196

00:53:04.650 --> 00:53:17.160

brento: K 12 public cyber security incidences since 2016, you can see that even just this year really since going virtual encoded, the amount of cyber security incidences

197

00:53:17.850 --> 00:53:36.540

brento: In K 12 schools. So, you know, just a few updates and if you want to snap a picture will be sending you'll, you'll get a copy of this slide deck, but just a few resource websites and you can see the coast and survey where you know K 12 district technology leaders are really

198

00:53:37.590 --> 00:53:41.550

brento: Concerned, you know, top priority is cyber security threats.

199

00:53:42.660 --> 00:53:44.850

brento: So a couple of resource sites they are

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00:53:46.260 --> 00:53:50.280

brento: And we do reach out to to G. We do have services.

201

00:53:51.390 --> 00:54:00.030

brento: For you to consider around cyber security, we can do a free five IP address vulnerability assessment.

202

00:54:01.080 --> 00:54:08.070

brento: You know there are some some further fee based assessments to really dive deep, deep down into your network.

203

00:54:08.580 --> 00:54:19.560

brento: But alarmingly about 2% of networks assessed past with unknown vulnerabilities. So we can do five public facing IP addresses network penetration testing.

204

00:54:19.920 --> 00:54:28.110

brento: Web application penetration testing if you have your own custom web apps for the district. We can do some some testing on those as well. Also,

205

00:54:28.500 --> 00:54:42.450

brento: Please reach out if that's an area you want to explore a little bit more so with that reach out to Ruby. You can see her contact information. And with that, we'll turn it over to George

206

00:54:51.450 --> 00:54:53.340

brento: George, do you have capability. There you go.

207

00:54:54.270 --> 00:54:55.410

Famis Florida5: Make sure he's not muted.

208

00:54:55.890 --> 00:54:57.990

brento: Okay, there you go. I can hear you. And I can see you.

209

00:55:01.170 --> 00:55:12.630

george.w.riemer@hpe.com: Alright, thank you. And thank you everybody for attending the session. Thank you, Mike and Brent and some of the things I'm going to expand on are some of the topics that they just talked about.

210

00:55:13.110 --> 00:55:20.340

george.w.riemer@hpe.com: And so when we talk about getting back to a safe school environment or safe campus and we look at technology and, more importantly,

211

00:55:20.760 --> 00:55:29.610

george.w.riemer@hpe.com: The things that we call the internet of things right different sensors different network technologies and how do we bring those together in one umbrella to make things safe.

212

00:55:31.350 --> 00:55:38.700

george.w.riemer@hpe.com: And if we look at the long history of different projects and solutions that Hewlett Packard enterprises brought into the industry.

213

00:55:39.210 --> 00:55:44.190

george.w.riemer@hpe.com: One of the things that sticks out the most, and you probably don't even know it is the Disney magic band.

214

00:55:44.970 --> 00:55:54.960

george.w.riemer@hpe.com: So that was a joint partnership between Hewlett Packard Enterprise and Disney and that helped to make the Disney experience much more enjoyable, but it also added a layer of security.

215

00:55:55.380 --> 00:56:00.690

george.w.riemer@hpe.com: You know, a lost child that's in the park, they can actually pinpoint where is that child and be able to find them.

216

00:56:01.320 --> 00:56:07.620

george.w.riemer@hpe.com: It also uses that to open up your hotel room doors and also provide other additional security.

217

00:56:08.520 --> 00:56:14.880

george.w.riemer@hpe.com: But the thing that you have to always think about whenever you're deploying something with Internet of Things cameras sensors.

218

00:56:15.540 --> 00:56:28.080

george.w.riemer@hpe.com: Is you have to have a real robust and thought out plan as far as your wireless network and with HP Aruba if anybody's been to the Disney parks, you know, over in Star Wars land.

219

00:56:28.890 --> 00:56:43.860

george.w.riemer@hpe.com: You have great connectivity throughout there and everything that's in that that area of the park is all done through wireless and so you think about how many people that are in the area and all the other sensors and machinery that has to go through

220

00:56:45.780 --> 00:56:52.530

george.w.riemer@hpe.com: So what I want to kind of talk about is some solutions that we've put together, whether it's social distancing and

221

00:56:53.040 --> 00:57:02.280

george.w.riemer@hpe.com: Tracing and tracking or touch with century or more importantly fever detection right or alert sharing. And what I mean by those is

222

00:57:03.060 --> 00:57:11.070

george.w.riemer@hpe.com: You know, we start to take a look at advanced technology right one click reporting. You want the system's be real easy to use.

223

00:57:11.550 --> 00:57:28.320

george.w.riemer@hpe.com: But he also wanted to leverage your existing infrastructure. So you shouldn't have to go out and rebuy cameras or rebuy you know video management systems to be able to tap right into the existing infrastructure to lower the cost. And if we look at social distancing

224

00:57:30.240 --> 00:57:38.940

george.w.riemer@hpe.com: And so we do have a system which will allow you to track and trace people for social distancing be able to go back in time and now

225

00:57:39.780 --> 00:57:49.410

george.w.riemer@hpe.com: A lot of people will say, Well, what about security and compliance. Right. We can have a bunch of kids is pictures on there so it does have the ability to Blur Out Faces.

226

00:57:49.890 --> 00:57:59.070

george.w.riemer@hpe.com: So if anybody was to look at the video, they would just see a bunch of blurred out faces, but you could pull a report, as you see there in the center and find you know every single spot.

227

00:57:59.490 --> 00:58:07.170

george.w.riemer@hpe.com: Or every person that that child or parent or teacher came in contact with and be able to quickly go back and do that.

228

00:58:09.270 --> 00:58:17.850

george.w.riemer@hpe.com: And even if they were traveling around the campus as we're seeing here in this video, the person that's number 126 so we'll see that they walk

229

00:58:18.390 --> 00:58:31.860

george.w.riemer@hpe.com: You know, in front of and behind other people, but we're still tracking that same person, even from camera to camera to camera, so it's going off of facial and body recognition is how it's being able to determine who that person is.

230

00:58:36.780 --> 00:58:43.410

george.w.riemer@hpe.com: So favorite detection. We've all seen it. We've all had somebody you know take our temperature with those handheld thermometers.

231

00:58:44.160 --> 00:58:55.440

george.w.riemer@hpe.com: The only problem with a handheld thermometer is it's not accurate. So your actual skin temperature will put off a different temperature than what your body temperature is because he is always escaping out

232

00:58:55.980 --> 00:59:06.090

george.w.riemer@hpe.com: So the way our system works is it takes the temperature right from the corner of your eye. That's where you're going to get one of the most true and accurate body temperatures and it's not going to be

233

00:59:07.260 --> 00:59:13.530

george.w.riemer@hpe.com: Factored upon whether if you know you coming out of an air conditioned car or your outside in the hot, hot sun.

234

00:59:14.460 --> 00:59:28.050

george.w.riemer@hpe.com: Your handheld scanners will throw that off and it could either read high or it could read low. Where's this favorite detection system will actually be more true and accurate has a 99.7% accuracy rate.

235

00:59:28.860 --> 00:59:34.980

george.w.riemer@hpe.com: It does take a little bit longer to take that test. So you'll want to do like a choke point coming in through a doorway.

236

00:59:35.370 --> 00:59:43.290

george.w.riemer@hpe.com: It's about two to three seconds that it takes and it will be able to you know get an accurate reading, but it also be able to train

237

00:59:43.950 --> 00:59:50.790

george.w.riemer@hpe.com: Itself, too. So as it sees the same person over and over again will start to know what their body temperature range is

238

00:59:51.300 --> 00:59:58.710

george.w.riemer@hpe.com: And therefore if say they're taking medication that raises their temperature in the morning, but it's not at night will start to learn some of those things.

239

00:59:59.640 --> 01:00:06.450

george.w.riemer@hpe.com: The other great thing about thermal detection is now we can start to look at concealed weapons. So if we look over at the right hand side.

240

01:00:07.080 --> 01:00:22.650

george.w.riemer@hpe.com: Right, you see down at the bottom picture on his pant leg. It looks like an outline of a pistol of a firearm. So you can see that and reason why is your body heats being blocked from coming out. And so it will show the image of that object.

241

01:00:26.520 --> 01:00:29.490

george.w.riemer@hpe.com: And then if you look at some more AI enabled security.

242

01:00:30.690 --> 01:00:40.860

george.w.riemer@hpe.com: And actually, I know you can't see me on video, but that's me in the bottom left hand corner. I was walking around my house with a with a rifle and my wife came home. So what are you doing

243

01:00:41.430 --> 01:00:50.910

george.w.riemer@hpe.com: I said, Well, I want to save this thing can pick up an actual, you know, assault weapon. And she said, well, why don't you go out in the yard, like you know 40 feet out there and see if it does it.

244

01:00:52.020 --> 01:00:58.140

george.w.riemer@hpe.com: Like, are you kidding me. I got my yard with an assault weapon I think someone's going to either shoot me or call the cops.

245

01:00:58.560 --> 01:01:04.650

george.w.riemer@hpe.com: So I stuck the just in my house. But you can see where it flags it and shows that I am carrying a weapon.

246

01:01:05.070 --> 01:01:12.990

george.w.riemer@hpe.com: Or you can use these things to spot violence detection, you know, used to be at the high school football games. That's where everybody went to go see a fight.

247

01:01:13.590 --> 01:01:21.630

george.w.riemer@hpe.com: So the system is smart enough that it can detect when crowds are gathering and a small area and when there's actually some violence. It's being detected

248

01:01:22.650 --> 01:01:36.900

george.w.riemer@hpe.com: Now I put a link in here. And of course, you will have these slides as well. Or you can just do a quick Google search with H P VA s s and you can pull up a white paper that I wrote that was published in its online now.

249

01:01:38.460 --> 01:01:47.160

george.w.riemer@hpe.com: And that stands for video analytics safety and security system. But again, this deck will be available. So you can also use that link as well.

250

01:01:49.290 --> 01:01:50.580

george.w.riemer@hpe.com: Now HP Aruba

251

01:01:51.930 --> 01:02:01.680

george.w.riemer@hpe.com: Has many different products out there that helps with workplace alerting and information sharing. So if you use meridian or some of the other HP Aruba products that are out there.

252

01:02:02.820 --> 01:02:05.970

george.w.riemer@hpe.com: You can now send out quick alerts you can create your own

253

01:02:07.650 --> 01:02:17.640

george.w.riemer@hpe.com: You know, iPhone or Android app and you can push out these notifications. You know, there's an outbreak in this area where there's an outbreak in that area where you have an active shooter.

254

01:02:18.150 --> 01:02:25.260

george.w.riemer@hpe.com: And we can start to, you know, also give people a safe way to get out of the building, which is away from where the active shooter is

255

01:02:27.810 --> 01:02:38.430

george.w.riemer@hpe.com: And you've probably used meridian at some point in time. If you've traveled through the Orlando Airport at any time and you use their way finding app you've used meridian.

256

01:02:39.060 --> 01:02:48.180

george.w.riemer@hpe.com: If you've been to a lot of different hospitals throughout the state or sports arenas, the chances are you've used Aruba meridian.

257

01:02:51.750 --> 01:03:00.330

george.w.riemer@hpe.com: Now the good thing is, is everything that you've seen here today, and then also the entire Hewlett Packard Enterprise portfolio can be done on a

258

01:03:00.810 --> 01:03:13.020

george.w.riemer@hpe.com: Subscription base. And what I mean by that is you say, Okay, you know, we want a cloud like economic where we're paying only on a per camera per month basis.

259

01:03:14.160 --> 01:03:23.100

george.w.riemer@hpe.com: And that can be implemented as well. So instead of doing a huge outlay on a capital expenditure, you can say, George. We want to run this for

260

01:03:23.880 --> 01:03:32.820

george.w.riemer@hpe.com: Two years, three years or whatever. But we want a costing model that we know will never change. Right. And when we add additional cameras.

261

01:03:33.150 --> 01:03:46.770

george.w.riemer@hpe.com: We know exactly what our cost is and oh yeah by the way we don't want to have to be worried about updating the system, maintaining it or anything else. So you can use a subscription based model, which has all that built into it.

262

01:03:51.150 --> 01:03:59.370

george.w.riemer@hpe.com: And with that, I will close and I will, thank you for attending. And like I said, this slide deck will be online and you'll be able to see

263

01:04:05.790 --> 01:04:17.730

Ruby Lewis: Thank you. Appreciate that. I'm gonna enclosing if there is any additional information that you need, or would like to get again my name is

264

01:04:18.420 --> 01:04:29.760

Ruby Lewis: Ruby and I'm trying to share my screen here and here is my contact information if you have any questions or we can assist you with any of the

265

01:04:30.270 --> 01:04:40.020

Ruby Lewis: Security needs that you have with the glad to help out if there's any questions, please feel free to send them over to us and we greatly appreciate your time today.

266

01:04:42.180 --> 01:04:46.170

Famis Florida5: Okay. And it's prize time. Thank you, everyone.

267

01:04:47.910 --> 01:05:01.620

Famis Florida5: I'm going to go ahead and spin the wheel of names of last session. There's 100 and something people. This one's a little bit less. So I could put everyone's name on and share the screen so stand by just a second here while I'm

268

01:05:02.790 --> 01:05:06.930

Famis Florida5: Bring up the wheel of names. So, man. Bye.

269

01:05:15.270 --> 01:05:19.890

Famis Florida5: Okay, let me get rid of my Amazon here. Okay. All right.

270

01:05:25.980 --> 01:05:27.360

Famis Florida5: And the winner is.

271

01:05:28.470 --> 01:05:28.860

Is

272

01:05:31.530 --> 01:05:36.390

Famis Florida5: Alan, you are the winner. So you go ahead and email.

273

01:05:38.520 --> 01:05:40.290

Famis Florida5: What was it famous sorry

274

01:05:42.570 --> 01:05:44.160

Famis Florida5: I'll get that for you. It's, it's

275

01:05:46.230 --> 01:05:49.560

Famis Florida5: I think it's famous. Hold on, I'll get you that usually

276

01:05:51.270 --> 01:06:00.780

Famis Florida5: Alright, so, Alan. That's, that's for your message you in just a second. If nobody has any questions, we appreciate everybody coming and watching the

277

01:06:02.430 --> 01:06:12.780

Famis Florida5: The presentation. And let's see, there's a okay and then Alan. Okay. All right. So if there's no other questions, we appreciate

278

01:06:13.740 --> 01:06:34.350

Famis Florida5: Taiji coming and giving us a presentation that's some pretty cool stuff. And if you want to go ahead and put your contact information up on the screen again for people who are fading out there. So Alan. Give me a second. And, and everybody. Have a great day.

279

01:06:38.010 --> 01:06:38.670

george.w.riemer@hpe.com: Thank you, everybody.

280

01:07:56.130 --> 01:08:02.940

Famis Florida5: So go ahead and email that one. Say you want it for the hold on, let me get the right session for you here.

281

01:08:03.780 --> 01:08:16.470

Famis Florida5: You have one. The echo.so go ahead and let them know you're in the future campus safety and you won the Echo Dot you're good to go. And if you don't have any questions. Have a great day.

282

01:08:21.510 --> 01:08:22.650

Alan Goldstein: Thank you. Appreciate it.

283

01:08:23.130 --> 01:08:24.000

Famis Florida5: Okay, take care.