



Lawrence & Hanson, Brisbane

Cost-Efficient and Flexible D-Link Surveillance Solution Keeps A Watchful Eye Over Warehouse & Showroom 24/7.



“The D-Link Vigilance Vandal-Proof IP Cameras provide us with a High-Definition professional Surveillance Solution and deliver truly superior quality video, day & night... they work seamlessly with the D-Link DNR-4020-16P professional-grade NVR to give us reliable, high-quality surveillance.”

— Graeme Uprichard, QLD Manager,
Lawrence & Hanson



Contact us for more information on D-Link Network Solutions for your Business.

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Background

Lawrence & Hanson is part of the Sonepar Group, an independent family-owned company with global market leadership in B-to-B distribution of electrical products, solutions, and related services. Through a dense network of 80 brands spanning 40 countries, the group has an ambitious transformation agenda to become the first global B-to-B electrical distributor to provide a fully digitised and synchronised omnichannel experience to all customers.

Lawrence & Hanson (L&H) is one of Australia's most recognised electrical wholesalers with a strong heritage and over 150 branches. They have been supplying quality products to customers across multiple market sectors, including residential, commercial and industrial since 1886 with the mantra, “We Know Electrical”. They strive to be the wholesaler of choice for knowledge, customer service, digital business solutions, consistent pricing and stock availability.

L&H know how important it is to have available stock every time a customer visits one of their branches, so they stock a consistent range of everyday items from leading industry brands that are certified to Australian Standards.

To further this efficiency, L&H opened a brand-new warehouse and showroom recently in Brisbane. Consequently, they turned to D-Link to provide a high-quality and reliable security camera solution to ensure the utmost security for their goods.

Overview

L&H provided the basic business requirements, including Indoor and Outdoor use cases and night vision capability requirements. D-Link then provided an **onsite pre-installation site survey** to ensure these base requirements were met, and to ensure that physical camera security requirements such as vandal proof designs, and specific focal lengths, including cameras with varifocal motorised lenses were specified to meet the coverage needs that the business was aiming for. D-Link also offered **onsite training** so L&H staff could learn the most efficient ways to view and retrieve video footage captured and stored by the Cameras and Network Video Recorders.

The Challenges

As the warehouse was a completely new building that had not been cabled up to cater for a surveillance solution, new network cabling needed to be installed. Placement of these cabling points were detailed in the onsite pre-installation site survey to ensure that the correct positioning of each of the cameras was optimised on installation.

Over and above this, multiple viewing angles across various sections of the showroom were required to help deter and track theft, and provide a level of safety for L&H customers.

D-Link Solutions & Implementation

To meet all of L&H's criteria and requirements, the D-Link DCS-4614EK, DCS-4618EK and DCS-4718E Network Cameras, DNR-4020-16P Network Video Recorder and DGS-1210-28P PoE Network Switches were recommended and installed as being the products that best suited their needs.



Photo above shows D-Link IP Cameras in use and in-situ at Lawrence & Hanson's brand-new showroom in Brisbane.



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Cost-Effective D-Link Surveillance Solution Providing Comprehensive Onsite Monitoring & Video Management.



"We can now view streams from up to 16 Cameras in real time, as well as take advantage of 4K, for better footage than ever before... In short and thanks in part to our relationship with D-Link and their excellent products, the install was seamless and the end result surpassed all our expectations."

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The WOW Factors






Lawrence & Hanson's brand new warehouse and showroom are now fully operational, and combined with D-Link's onsite configuration services, L&H now have maximum image quality, range and coverage, with high quality video surveillance footage capture and storage across the warehouse and showroom areas. L&H are able to fully monitor or access footage 24/7 from all areas both onsite or remotely from any Internet connected mobile device.

Customer Feedback

Graeme Uprichard, QLD Manager of Lawrence & Hanson, is pleased with the end result and said, "We are delighted with our new D-Link Security Solution. The D-Link Vigilance Vandal-Proof IP Cameras provide us with a High-Definition professional Surveillance Solution and deliver truly superior quality video, day and night. With an all-in-one rugged design, they work seamlessly with the D-Link DNR-4020-16P professional-grade NVR to give us reliable, high-quality surveillance. We can now view streams from up to 16 Cameras in real time, as well as take advantage of 4K, for better footage than ever before. Storage is easily expandable, able to meet the needs of more Cameras and higher quality recordings. Finally, powerful tools make footage review a breeze, and management of connected Cameras simple. In addition, the D-Link DGS-1210 Smart Managed Switches provide us with increased Power over Ethernet (PoE) output, a range of physical interface types, multiple management interfaces and advanced Layer 2 features resulting in a cost-efficient and flexible solution for our network. In short and thanks in part to our relationship with D-Link and their excellent products, the install was seamless and the end result surpassed all our expectations."



Products integrated in this solution include:

	D-Link DCS-4614EK Vigilance 4MP Day & Night Outdoor Vandal-Proof Dome PoE Network Camera
	D-Link DCS-4618EK Vigilance 8MP Day & Night Outdoor Vandal-Proof Dome PoE Network Camera with Varifocal Motorised Lens
	D-Link DCS-4718E Vigilance 8MP Day & Night Outdoor Bullet PoE Network Camera with Varifocal Motorised Lens
	D-Link DNR-4020-16P 16-Channel H.265 Network Video Recorder with 16 PoE ports
	D-Link DGS-1210-28P 28-Port Gigabit Smart Managed PoE Switch



Photos above shows D-Link IP Cameras in use and in-situ at Lawrence & Hanson's brand-new warehouse in Brisbane.