



Smart Ethernet Box reduces commissioning time for Power over Ethernet surveillance systems

Highlights:

- When designing Power over Ethernet (PoE) control panels for surveillance systems, Accurate Controls spent significant time engineering and building the panels
- The Smart Ethernet Box from Phoenix Contact includes nearly all of the individual components that were housed inside Accurate Controls' original build
- Switching to the Smart Ethernet Box has greatly reduced Accurate Controls' building and commissioning time

Customer profile:

Accurate Controls

Founded in 1982, Accurate Controls, Inc. handles all aspects of security system integration, especially suited for the corrections market. Based in Ripon, Wisconsin, Accurate Controls is a highly recognized and trusted company within the correctional industry.

Rodney Kern, director of engineering at Accurate Controls, explained, "We work in the prison market for securing the doors. We do the camera system, the audio receptacle control, utility control. Anything that can be controlled in the prison, we manage that."

"We view Phoenix Contact as a strategic partner."

TJ Rogers, Accurate Controls



Figure 1: Accurate Controls, Inc. is a highly recognized and trusted company within the correctional industry.

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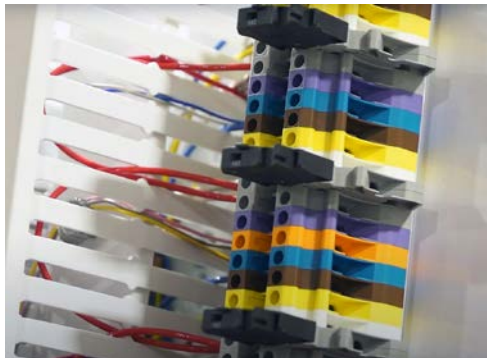


Figure 2: Accurate Controls is a long-time Phoenix Contact customer. After being introduced to Phoenix Contact's terminal blocks, the relationship expanded to include numerous other products.

"Since we started in the corrections market about 34 years ago, our company has evolved to become the largest system integrator that serves the corrections market, secure treatment, government, and other

hardened buildings," said TJ Rogers, president of Accurate Controls.

Accurate Controls has worked with Phoenix Contact for about 20 years. Rodney recalled, "We were taking another supplier's terminal blocks and painting them, because we needed to color code our terminal blocks. Phoenix Contact came in, and they told us, 'We make all these colors.' It was a game changer for us. We could get all the colors we needed, in stock, delivered. It was a time-saver, and the product worked well. From there, it grew into power supplies and other products."

Challenge:

Time-consuming panel building

On a recent project, Accurate Controls was building Power over Ethernet (PoE) control panels for surveillance systems. Originally, Accurate Controls was sourcing all of the individual components and spending engineering time building the panels.



Figure 3: The Smart Ethernet Box is an outdoor PoE switch with integrated power supply, surge protection, splice tray for fiber optics, and a DIN rail for additional accessories.

Solution:

Smart Ethernet Box pre-built with the necessary components

On a tour of the facility, the local Phoenix Contact sales representative saw several panels being built. He realized that everything on the control panel was already housed inside Phoenix Contact's Smart Ethernet Box, which he suggested to Accurate Controls.

The Smart Ethernet Box contains nearly everything needed for video surveillance except for the camera. It is an outdoor PoE switch with integrated power supply, surge protection, splice tray for fiber optics, and a DIN rail for additional accessories.



Figure 4: Switching to the Smart Ethernet Box has greatly reduced Accurate Controls' engineering and commissioning time.

The Smart Ethernet Box was almost the same price as buying all of the components and the engineering time necessary to build a panel. In short order, Accurate Controls had a demo, tested it outdoors for months, and loved it.

Results:

Less time spent on design and building

Accurate Controls is saving money by using the Smart Ethernet Box instead of building it for themselves. They've eliminated the time needed to engineer, design, and build the cabinets, which has greatly reduced commissioning time. To date, they have ordered 60 Smart Ethernet Boxes with plans to purchase more, as they continue integrating it into their systems.

"We view Phoenix Contact as a strategic partner," TJ concluded. "Over the last 12 months, we've had a very significant growth. We forecast that we're going to continue to grow in the next five years, and we anticipate Phoenix Contact being a huge part of that growth opportunity for us."

Watch a [video](#) about the application.