



BBA: Physical Security for the Industrial Market



Security: Just Right ... Just for You





Who Are We?

Bosch, Belden, and Anixter formed the BBA Physical Security Alliance for the sole purpose of providing world-class physical security solutions.

Our technical experts joined forces to perform testing, develop reference architectures, establish processes, identify best practices and create tools to perfect our ability to deliver just the right security to meet your budget and your needs.

We're the names you trust, now working together, just for you:



Makes surveillance cameras, storage systems & software, and other high-end physical security products that are applied in industrial security applications and harsh environments



Makes industrial-grade active and passive network products and provides design expertise to ensure reliable, highly available, high quality video, voice, and data communications under the Belden, GarrettCom, Hirschmann, Lumberg Automation and Tofino Security names



With Anixter, you can expect reduced execution costs, proven risk mitigation strategies and industry-specific technical advice combined with global sourcing, procurement and logistics excellence. Our team of experienced sales professionals, electrical engineers and supply chain solutions experts is ready to work with you to take cost and complexity out of your procurement decisions and project processes.

Security is Your Responsibility

Maybe your To Do list contains a single line item to “Review site security” or maybe adding or improving physical security IS your project. Regardless, you’re the one whose decisions will be scrutinized when – not if – something goes wrong.

Too many people in your position report that their recent security projects have left them feeling dissatisfied.

Does this look like the wish list for your security project?

- Listen to my requirements and learn what I need to protect
- Help me comply with important regulations
- Help me understand what is possible
- Let me choose from a variety of options, but balance this against budget to create just the right solution. Please don't take short cuts that will disappoint me later.
- Ensure my solution is high quality, long-lasting and reliable
- Help me protect against current – and future – risks, wherever possible
- Help me comply with important regulations
- Finish the project on time, on budget
- Ensure my people can use the system effectively

Getting Security Just Right from Beginning to End

Too many times, problems don't get noticed until the actual project startup. By that time, remedies are difficult and costly to make. That's why you need a start-to-finish solution.

Common Issues

- Doesn't record the incident/doesn't keep the recording
- Image blanks out/pixelates
- Poor lighting/washed out/snowy
- Equipment & system damage/breakdown
- Blind spots; can't zoom to see detail
- System can't detect incident

When Issues Really Originate

Project Definition Phase

Missing assessments, unclear expectations, older technology

Design Phase

poor tradeoffs, wrong / too few cameras, inadequate network infrastructure

Product Selection Phase

inadequate power & cabling, missing environmental ratings, unspecified components

Installation Phase

electrical noise & low signal quality

BBA Solution

- **World-class products** – we provide the best features, ease-of-use and utility-grade quality in tested and validated systems.
- **Combined expertise & experience** – we work together to create reference architectures, design specifications, system testing and advice to help your project succeed.
- **Security: Just Right ... Just for You** – we help make intelligent tradeoffs to balance cost and effectiveness, seeing and avoiding the roadblocks so you have a clear path to success.

Let BBA Help You Do It Right

Security and surveillance is what we do. Individually, each participating partner in the BBA Alliance has earned a reputation for world-class products and service. Now, we've pooled all that know-how into the one source you need for your security application.

World-Class Products

From cutting edge IP cameras with sophisticated sensors, lenses and processing circuitry to patented bonded-pair cables and mission-critical security devices, BBA products represent premium quality. Built for the punishing demands of industrial environments, our products can be found on robots and roller coasters, in airports and subway stations, from the bottom of the sea to the International Space Station.

Validated for Proven Performance

Our experts have put these world-class products to the test. In lab experiments and real-world applications, we have designed, connected and verified what works best. We understand what can go wrong and why. So, when you get a solution from us, you know it's going to work.

Executed with Expertise

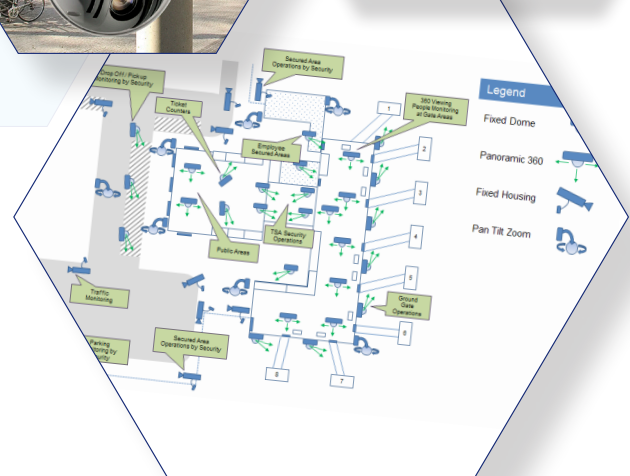
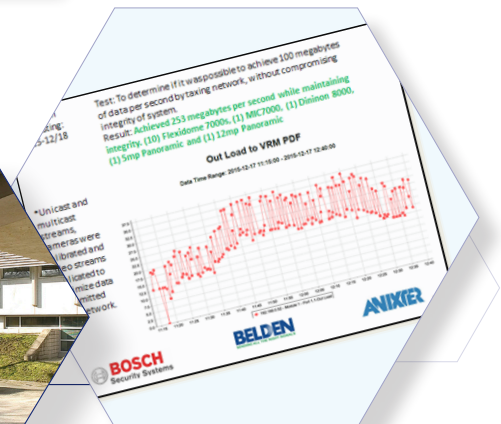
Based on years of technical experience, we'll assess your current structure and design a solution that's just right. We'll scale the design to meet your environment and your budget, making the right trade-offs to fit your security needs. BBA's team of experts can work directly with your chosen A&E firm and system integrators to ensure a smooth start-to-finish implementation.

Supported with Efficient Supply Logistics

Reducing costs, saving time, improving productivity and mitigating risks – it's our goal on every project. With our customizable Supply Chain Solutions, you can eliminate costs, address sustainability requirements, enhance focus on your core competencies and stay competitive in the marketplace.

Warranted to Last

We offer the best warranties in the industry. Belden offers up to 25 years on physical media products and a lifetime warranty on many Hirschmann and GarrettCom devices. Bosch offers 5 years, with technology upgrade incentives on its security products.





Your BBA Team Stands Ready to Assist with Your Project Checklist

- Discuss the application requirements, what's possible, clarify expectations
- Select the right cameras/enough cameras
- Design storage, intrusion detection and workstations correctly
- Design the network for performance, reliability and security
- Design, select and install physical network components properly
- Ensure you get the right products, on time, every time

Get Started Now

Share your project information, timelines and goals with us. Then, let's arrange to conduct a detailed risk and needs assessment to fully understand the scope and requirements of your project. Achieving just right security is easy:

Visit our website for more information: www.anixter.com/bba

You can also reach us via email at bba@anixter.com

Note: We have special training and resources available for A&E firms and System Integrators. Contact us today to learn more.