



Apryl Griswold

QUESTIONS & ANSWERS

FROM THE PRODUCT MANAGER'S POV

TOA Electronics is known for its wide variety of products for the security industry—everything from DVRs to intercom systems. The company has introduced its latest DVR series, the C-DR161/091, and we sat down with Apryl Griswold, CSP, national sales manager, Security Products division at TOA, to talk about the new product.

Q. TOA has a broad range of DVRs, including the newest series, C-DR161/091. What features differentiate this product line from those already on the market?

A. There are three main differentiating features. JPEG recording provides a 720 x 240 file format with five levels of data file compression selectable by the system administrator, maximizing storage capacity and maintaining a high-quality image on stored video. Remote Web-based access and control via Internet Explorer means that dedicated software is not required—resulting in fewer installation hours and more flexible remote access for end users. Another differentiating feature is the capability to save system settings to a flash drive via the USB port. Saved system settings can be used in two ways—uploaded into cascaded DVRs, reducing labor normally required to program each unit individually or stored as a backup file for safe keeping in the event of a hard-disk failure/replacement. Technicians no longer have to completely reprogram replacement DVRs from scratch. They simply upload the settings saved to the flash drive, and the DVR is up and running quickly.

Q. With this new series introduced to security users, it seems large-scale systems will be more inclined to use the 161/091 series. What are the advantages of this system?

A. This series provides scalability for up to 128 cameras using up to eight DVRs connected in cascade configuration. These DVRs offer expanded memory storage by adding up to two external disk arrays for a maximum of up to 8 Terabytes per DVR, bringing a total possible system storage capacity to 36.8 Terabytes. Up to four remote stations can control either a single DVR or be grouped with specific DVRs in cascade configuration. The other advantage of using this series for large-scale systems is the USB feature, which allows system settings/programming to be saved and then copied into cascaded DVRs, significantly



reducing labor expenses and increasing profit margins. Implementing consistent programming standards for multi-location chains and national accounts is made simple by this time-saving programming capability.

Q. Remote use of security equipment is often a necessity. Can this system operate remotely, and can it function using e-mail?

A. This series of DVRs provides for network connectivity with remote control from a PC using Internet Explorer. Alarm events, along with video loss and notification when hard-drive storage approaches capacity, can be programmed to trigger the sending of e-mail notifications to up to four recipients.

Q. Finding data quickly is important. Does this system offer quick results, and does it offer motion detection recording and mirroring?

A. Alarm events such as pre-alarm recording, post-alarm recording and motion detection recording are easily searchable from event logs. Mirroring is offered on models incorporating two hard-disk drives, which is a standard on TOA units with 320

GB and 600 GB hard-disk drive capacity in both nine- and 16-channel models.

Q. It also is important to protect equipment and data stored in memory. What security measures are in place to protect the user?

A. Six-digit login passwords and USB key-based protection can be used separately or in combination to gain access to up to four operating levels, including full-lock of all front-panel controls, and power on/off. Image tampering can be detected using the self-installed application loaded when archiving recorded images to the USB memory or DVD recorder.

Q. Does this DVR provide effective surveillance technology?

A. All of the key feature items we have discussed so far, such as system scalability, high-quality image storage, network accessibility, multiple remote controllers, powerful alarm search features and the DVRs secured access functions, combine to provide a high level of effective surveillance.

Q. What factors do users need to consider when buying DVRs?

A. Each user will have specific features they consider most important. A list of specific system features required should be prepared before proceeding to the design phase. The system provided should be a comfortable fit for the users, and data quality should meet the user's expectations.

When buying DVRs, users should consider quality and reliability which a manufacturer is known for and should be familiar with the company's warranty length, service program and product support capabilities in the event something goes wrong.

TOA has developed cutting-edge technologies, including IP network-ready cameras, DVRs, video analytics, and analog and IP intercom systems. Our line includes high-speed dome and compact cameras, multiplexers and monitors. TOA CCTV and DVR products carry a three-year warranty with an exceptional service program to ensure minimal system down-time.

Apryl Griswold, CSP, is the national sales manager of the Security Products division at TOA.