



Dynamic Controls Partners with the Security Center of Excellence for a Big Win



Dynamic Controls Inc.

Centene Plaza (Centene), a large multitenant commercial office building in Clayton, MO, needed a state-of-the-art security management system; however, team leaders had some challenging and specific requirements for whoever would be tasked with the new installation. Digital video management, access control and visitor management are common elements of commercial building security applications, but Centene wanted a higher level of integration between these security applications and other peripherals such as turnstiles and elevator control.

In 2009 the Centene Plaza project was sent to a competitive bidding process and the St. Louis, MO branch of Dynamic Controls Inc. (Dynamic Controls) engaged with the Centene organization. The group had a vision for the site system, but it wasn't until ASIS 2009 that they realized the powerful integrated solution that Schneider Electric could deliver. During ASIS, Schneider Electric displayed new security integrations developed through the Security Center of Excellence featuring best-of-breed industry partners and Andover Continuum. When Centene leaders realized that Schneider Electric's offer encompassed their needs, the ball started rolling towards a Schneider Electric integrated solution.



After participating in a Security Center of Excellence webinar demo early this year at the APC Technology Center in St. Louis, Centene leaders were even more determined to work with Dynamic Controls. The webinar's purpose was to educate internal channels on the mission and purpose of the Security Center of Excellence. Jeff Gross of Dynamic Controls pulled in the Centene team to learn more. He said, "The webinar really helped seal the deal by showing Centene how Schneider Electric as a whole is positioned to aggressively pursue integrated security technologies." After such an impressive showing, the team unanimously agreed Dynamic Controls was the appropriate choice for their building needs.

With the project secure, Dynamic Controls worked with Ed Hesler, consultant and President of Facility Control Systems, as well as with Centene to integrate disparate security systems into a cohesive, safe work environment. With Andover Continuum as the backbone, Dynamic Controls effectively integrated EasyLobby Visitor Management, Pelco IP Megapixel Sarix using Digital Sentry NVS software, Stentofon Intercom, Kone TCP Socket Elevator Controls and Fastlane Optical turnstiles. In addition to this, Dynamic Controls integrated the fire alarm system via BACnet®.

In addition to the security applications for Centene, Dynamic Controls completed extensive BAS and temperature control enhancements utilizing Schneider Electric products such as Square D Powerlink meters and Square D Powerlink Motorized Circuit Breakers. As a multitenant facility, it is important for Centene to monitor each tenant's space via after-hours billing – Dynamic Controls made sure this option was available.

Dynamic Controls was able to secure this job worth \$1.5M in security and another \$1M in temperature controls by showing Centene Plaza the complete integrated solution that was available through Schneider Electric. By partnering with the new Security Center of Excellence, the client was able to not only hear about an integrated solution, but to visualize it as well.