

Downstream Authority of the Quapaw Tribe of Oklahoma Regular Meeting
August 30, 2011

Meeting Called to Order:

ROLL CALL:	John Berrey, Chairman	Present
	Larry Ramsey, Secretary	Present
	Ranny McWatters, Treasurer	Present
	Marilyn Rogers, Member	Present
	Tamara Smiley, Member	Present

DECLARATION OF QUORUM: announced by Larry Ramsey
Steve Drews, John Thompson, Flossie Mathews

Technical Security Integration, INC (TSI)
Daryll Mouse

- Based in California
- Company information attached
- Make recommendations to customers
 - o Middle man between Casino and equipment company
- Would like to partner on expansion
 - o Consider in bidding process

Downstream Learning Center
Jani Cummings/ JoOuita Smith

- General discussion about current issue with former parent
- Meeting with Mallorie Sliar
 - o Table games dealer (husband is also team member and Quapaw Tribal Member)
 - o Issues w/ DLC – discussed issues
 - o Expectations (from Mallorie)
 - Always have follow up, JoOuita and management does not follow up
 - o Items DCR/ DLC will address
 - Better communication with parents
 - Interpretation of licensing view on corporal punishment
 - Better guidelines
 - Parents Advisory Board
 - Better Cameras
 - o Does not feel comfortable with bringing back children with current management in place
 - o DCR
 - Be able to show results within a few weeks
 - Better policies and procedures
 - Better communication with parents
 - Better Camera Coverage
 - Intercom system
 - o Playback coverage
 - o More coverage

iGaming

- Joe Valandra, Jonathon Eubanks
- P.I.P.E. – Progressive Internet Poker Entertainment
 - o Requested an investment in the project
 - o No DDA interest at this time

Attendance Issues

- Sharon Lamb - PBX
 - o General discussion
 - o 90 day action plan
 - No absence - call outs
- Cheri Martin – PBX
 - o General discussion
 - o Medical issues

Commercial talent review

Larry Bukovey

Kay Byrd

Monica McIntyre

Franco Milo Cevallos

Anita Cordell

Aron TenEyck

Nancy Teague-Horner

Scott Mullins

Cindy Latch

Netta Floyzelle

Rebecca Willeford



Adjourn 6:40pm



Our offices:

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**FLORENCE, OR
(541)902-3181**

**PALM SPRINGS, CA
(760)309-8877**

**TULSA, OK
(918)770-8516**

**OXNARD, CA
Administrative Office
(805)278-2325**

Visit our web: www.technicalsecurityinc.com

Because we believe every customer deserves quality products and local support, it is our commitment to open local offices near you.



Optelecom provides a full range of cameras, video servers/codecs, network video recorders, fiber transmission equipment, video content analysis applications, and video management software based on an open technology platform that simplifies integration and installation.



Pelco is a world leader in the design, development and manufacturing of video and security systems and equipment ideal for any industry. With a long and prestigious history of offering high-quality products and exceptional customer service, Pelco has become the most sought after product supplier in the security industry.



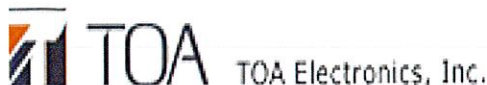
Sumitomo Electric Lightwave manufactures optical fiber and optical cable; cost effective ribbon-configured solutions; cable assemblies; fiber management systems; fusion technology; and FutureFlex Air-Blown Fiber Cabling Systems.



With a wide range of customizable analogue, digital and software integration products, Synectics is the industry leader in reliability, flexibility and scalability. They are the system of choice for gaming, government, adverse environments, financial centers, transportation, and more.



Tamron is a leading manufacturer of CCTV Camera Lenses for CCTV and factory automation applications. Tamron also manufactures cameras and mega pixel camera lenses.



Toa's extensive line of audio products includes amplifiers, speakers, mixers, wireless microphone systems, digital processors and network audio. Security products include CCTV cameras, and DVR's.



WEST PENN WIRE manufactures a wide variety of Communication and Control Cable for use in low voltage circuit applications. It is typically used for control purposes such as remote signaling, as well as communication applications.



Lowell provides Electronics Racks, Power Distribution & Audio Enhancement.



March Networks provides Video Management Software, Analytics, IP Cameras, Encoders/Decoders, Hybrid Recorders, and a complete Mobile Portfolio.



Maxxess Systems designs and manufactures security electronic access control products consisting of software, hardware, and digital video badging technologies.



MDI Security Systems delivers integrated security management and video security solutions. It provides access control, alarm management, digital video and audio, as well as digital media recording products.



Motorola provides analog and digital two-way voice and data radio products and systems for conventional, share and private applications worldwide.



NICE provides security solutions to detect, prevent and respond to threats in real-time, and to investigate and reconstruct criminal and security cases using video surveillance and control services, incidents monitoring, and reconstruction solutions.

DSX Access Systems, Inc.



DSX Manufactures Integrated Solutions for the Access Control and Security Industries.



e-data provides Biometrics, Access Control, Time & Attendance, Single Door Unit, and Alarm interface.

e-DATA

Web ready Access Control

Fiber SenSys

HIGH PERFORMANCE – HIGH RELIABILITY – HIGH SECURITY

Fiber SenSys manufactures reliable, high-performance fiber-optic intrusion detection solutions.



Firetide offers wireless mesh networking products. They can transmit data and telephony as well as video surveillance.



GE Security

GE Security offers integrated fire, security, and access products.

Honeywell

Honeywell offers Security & Communication, Access System & Video Systems among its extended line of products.



Black Box Network Services sells communication solutions such as Network security and traditional telephony.



Casi-Rusco provides access control system and is part of the big GE family.



Computar/Ganz is the CCTV Security business division of CBC America Co. It provides high quality camera lenses as well as high quality cameras, housings, CCTV monitors, etc.



Specialist manufactures professional microphone and audio equipment solutions.



Commend is one of the largest global suppliers of Intercom Systems. They supply solutions for communications and security, in which speech, image and data are combined on a uniform user interface.



Quality Products from the leading Manufacturers in the Industry to bring our customers the most completed solution with the latest in technology.



Altronix is a leading designer and manufacturer of low voltage electronic components. It offers a comprehensive line of Security, Fire, CCTV, Access, Nurse Call, and Automation products.



American Dynamics offers a full line of video surveillance products. Their flagship product is the Intellex DVR line, but they also have a respected line of analog cameras and matrix switchers.



Arecont Vision manufactures HDTV surveillance IP cameras and software.



Ashly designs and manufactures quality signal processing equipment and power amplification for use in the commercial sound contracting and professional audio markets.



Bosh Security Systems is a supplier of equipment for the global electronic protection and communication systems industries, with a broad portfolio of products and systems for video surveillance, access control, and intrusion/fire detection.



One Systems Integrator who is making a difference





Technical Security Integration, Inc. carefully selects only the highest quality products from the leading manufacturers in the industry to provide for our customers. Each product has been proven over time in actual installations to assure complete customer satisfaction. TSI also integrates these technologies to create a variety of solutions specific to our customer's needs and budget.

Technical Security Integration, Inc. has a team of industry professionals with factory training and hands-on experience on the products we sell. Because of this, we offer the highest quality service and technical support.

For more information on specific products and applications, contact a TSI office near you.

YOUR COMPLETE SYSTEMS INTEGRATOR

- ◆ CLOSED CIRCUIT TELEVISION
- ◆ DIGITAL RECORDING
- ◆ ACCESS CONTROL
- ◆ PERIMETER SECURITY
- ◆ INTRUSION DETECTION
- ◆ FIRE NOTIFICATION SYSTEMS
- ◆ PUBLIC ADDRESS & EARLY WARNING SYSTEMS
- ◆ BACKGROUND MUSIC & PAGING



Quality work is a
discipline ...not
an option.

TECHNICAL SECURITY INTEGRATION, INC.
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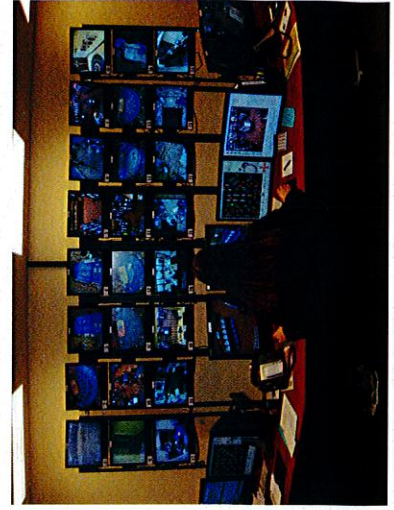
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www.technicalsecurityinc.com



SYSTEMS
INTEGRATOR
SPECIALIZING IN
THE DESIGN, &
INSTALLATION &
SERVICE OF
SURVEILLANCE AND
SECURITY SYSTEMS



INTEGRITY,
QUALITY &
CUSTOMER
SERVICE
GUARANTEED

IQ = C INTEGRITY & QUALITY RESULTS IN TRUE CUSTOMER SERVICE

Technical Security Integration specializes in the design, installation and service of Surveillance and Security systems. Each system is designed to meet the specific requirements of our customers.

The level of integrity and quality we focus into our customer service is the main key for TSI's success. We believe that our Integrity requires us to provide unparalleled customer service after the sale; and high Quality means that the installation and service is provided in a timely & professional manner that exceeds our customer's expectations.

If you're not completely satisfied with the quality and service you currently receive...you're not using TSI.



DIGITAL RECORDING SYSTEMS

Digital Technology has changed drastically in the last few years. TSI has remained vigilant in exploring new manufacturers and emerging technology in order to provide cutting edge systems that will be available throughout the life of the product. Millions of dollars have been invested and wasted in digital recording. Few companies have made the grade for quality and longevity. TSI sells only quality products with proven track records.

TECHNICAL TRAINING

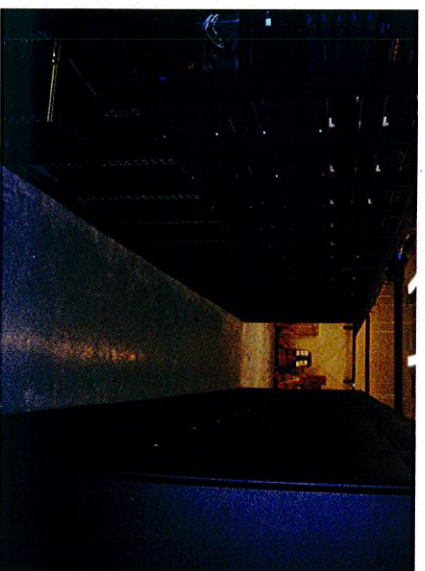
Technical Security provides technical training classes in a variety of subjects from basic electronics to advanced digital systems. Contact your local representative for details.



QUALITY PRODUCTS

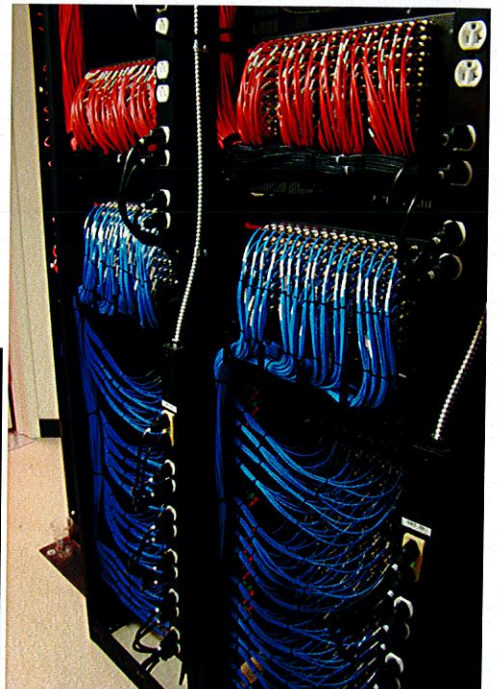
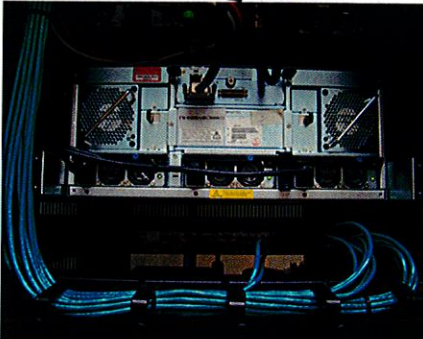
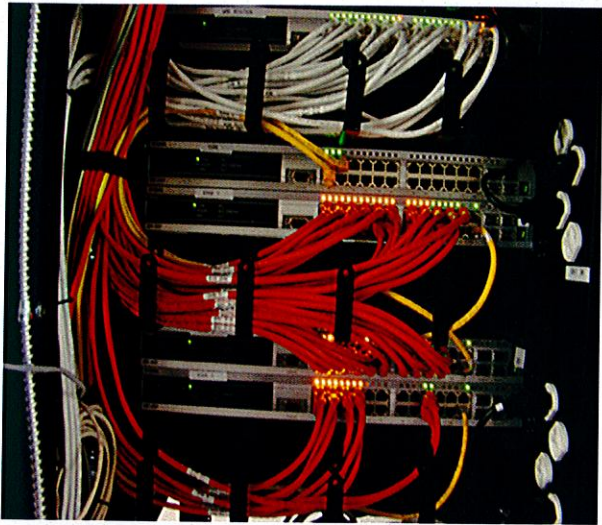
FROM THE LEADING MANUFACTURERS

IN THE INDUSTRY





One Systems Integrator who is making a difference



www.technicalsecurityinc.com



Technical Security Integration specializes in the installation and design of Surveillance and Safety systems designed to fit your business needs. We have what is needed to design a total end to end system solution supported by the best service and product support possible.

No matter how large or small a security system, it requires proper design. In many installations, the same equipment is used but in different ways. We believe our customers provide us the information to design their systems specific to their needs. We allow them to communicate their needs and concerns to us in order to build a system that they can rely on and use. We also provide suggestions based on our years of experience in order to help the customer receive the best system within their budget.

We are aggressive when it comes to customer satisfaction. It is our commitment to have every customer satisfied every time. We achieve this by starting right and finishing right. We are disciplined in our designs, installations and service. We promote only the highest quality products that have been proven in actual installations.

Thank you for considering TSI, Inc. for all of your Security and Low-voltage needs. We look forward to starting a new relationship with you.

Sincerely,

Swanny

Craig "Swanny" Swankosky
CEO

Integrity, Quality & Customer Service

- *CCTV*
- *DIGITAL
RECORDING*
- *ACCESS CONTROL*
- *BIOMETRICS*
- *INTRUSION
DETECTION*
- *PERIMETER
SECURITY*
- *FIRE PROTECTION*
- *VOICE
EVACUATION*
- *METAL
DETECTION*
- *BACKGROUND
SOUND AND
PAGING*



"The man who will use his skill and constructive imagination to see how much he can give for a dollar, instead of how little he can give for a dollar, is bound to succeed".

Henry Ford



project reference

SPIRIT MOUNTAIN CASINO

Combining Video Surveillance with Fiber Technology to Support Casino Growth

Spirit Mountain Casino was built to serve the Confederated Tribes of Grand Ronde, its members, and surrounding communities by promoting economic diversity through improved housing, educational investment, and cultural programs. And like so many gaming facilities around the world, the Spirit Mountain Casino campus has a need to grow. Their "South Expansion Project" began in early 2007 to add more than 130,000 square feet of space to include an events / entertainment center, conference rooms, administrative offices, and their Youth Activity Center.¹ This growth had a significant effect on their network of more than 1000 surveillance cameras, so Spirit Mountain chose to work with Technical Security Integration (TSI), Optelecom-NKF, and a number of other vendors to help meet the challenge.

Customer

Spirit Mountain Casino
www.spiritmountain.com

Integrator

Technical Security
Integration
www.technicalsecurityinc.com

Technology

Video over Fiber

Market Vertical

Industrial / Commercial
Security, Gaming

Challenge

Completely move Surveillance
Room Network from Phase 1
Building to New Wing

Solution

Optelecom-NKF 9000 Series

- 9225-MMH
- 9252-MMH
- 9341DR
- 9622-MM
- 9971-C

Dynalectric Sumitomo
Airblown Fiber
Honeywell PTZ Cameras
Synetics Digital Recording

Network Challenge

Using video surveillance technology is one of the primary tools Spirit Mountain Casino depends on to secure their facility. With their recent expansion, there were a number of network challenges they needed to meet:

1. *Finding a Strong Integration Partner* — Spirit Mountain made a concerted effort to find an integration company that would act as a true partner seeing the project through to its full completion while minimizing last-minute, expensive changes.
2. *Moving Surveillance Room* — There was a requirement to move the video/audio/data information on their existing video network from the original Surveillance Room location to a new Surveillance Room in the South Expansion facility over a distance of 800 feet.
3. *Cabling Challenges* — Over this 800 foot distance there was a need to solve the problems that coaxial and/or twisted pair cable introduce: signal degradation, ground loops, and large cable bundles.
4. *Integrate Existing Network with New Network Components* — Spirit Mountain needed to seamlessly integrate new video surveillance elements (cameras, access control, etc.) for the new facilities into their existing network.



Optelecom-nkf

Network Solution

The first and perhaps most important step in this network expansion project was Spirit Mountain's decision on an integration partner; they chose Technical Security Integration, Inc., out of Lake Stevens, WA. TSI specializes in the installation and design of surveillance and safety systems for applications involving CCTV, access control, burglar, fire, and sound. Steve Bobb, Surveillance Director for Spirit Mountain Casino said, "We were looking for a company that would take care of us and deliver on what they promised. TSI had absolutely no change-orders over the length of this multi-million dollar project, which was completed on time. I have not had a more pleasurable experience with another integrator."

Keeping in mind the challenges inherent to coaxial and twisted pair cabling, the decision was made by Spirit Mountain to use fiber optic cable as their primary network connection medium. By using fiber cable they were able to avoid signal degradation over their 800 foot distance, completely removing any worries about electrical ground loops, and dramatically decreasing the total size of cabling bundles between the new Surveillance Room and both the old Surveillance Room as well as their multiple IDF closets.

Spirit Mountain Casino in conjunction with TSI chose Optelecom-NKF for their video/audio/data equipment for transmission over multimode fiber. Using elements of the Optelecom-NKF 9000 Series of Video over Fiber products, Spirit Mountain was able to create complete, real-time connections for more than 1000 video cameras, their many access control sites, additional RS-data sources, and audio / paging information.

Craig Swankosky, President of Technical Security Integration said, "Optelecom-NKF is easy to do business with. TSI



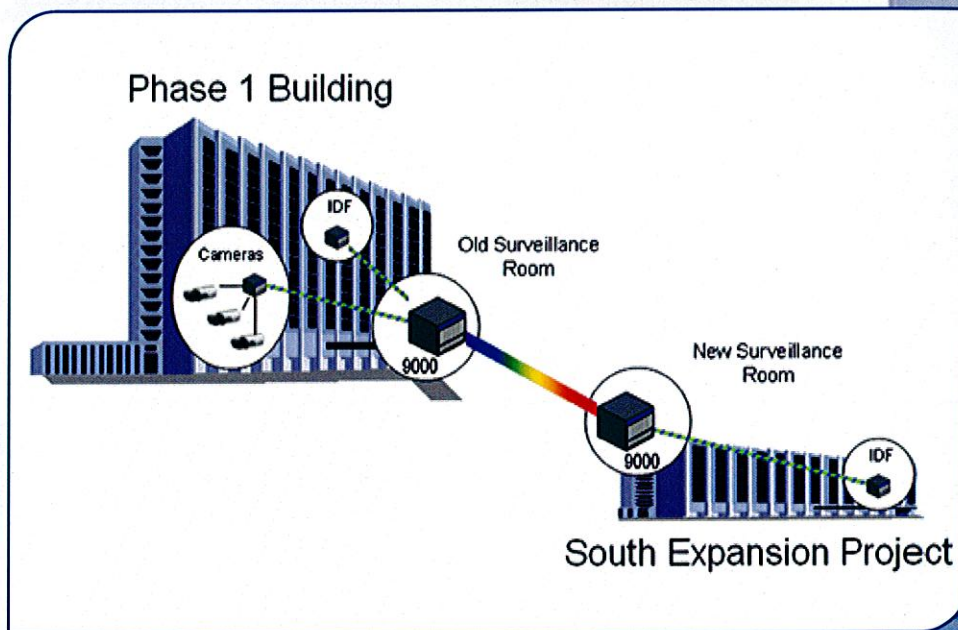
has had great experience with Optelecom-NKF over the years in part because of their breadth of solutions. These systems not only allow for high-quality transmission without interference but also the ability for trouble-free expansion for future casino projects."

Steve Bobb, Surveillance Director for Spirit Mountain Casino, said of Optelecom-NKF, "Most importantly, we have had zero failures with their products."

Network Diagram

The primary focus of the networking plan was to build a point-to-point fiber connection between the original Surveillance Room in the Phase 1 Building to the new Surveillance Room in the South Expansion Building.

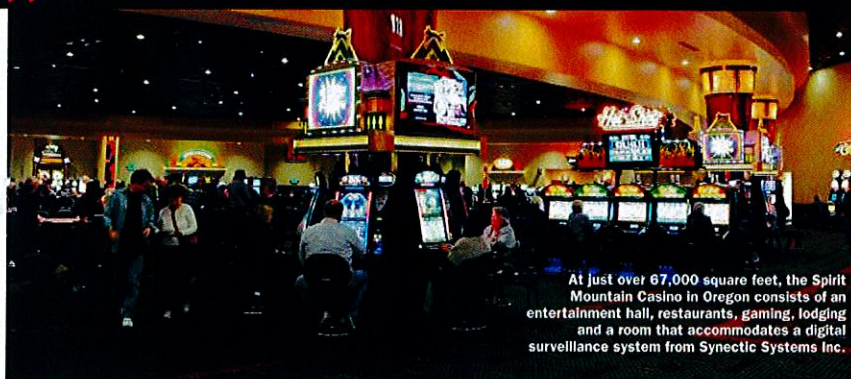
The contents of the introductory paragraph are a paraphrasing of the text found in the "About Us" and "Coming Events" sections of the Spirit Mountain Casino website.



www.optelecom-nkf.com

What Works

CASE HISTORIES Focus On User Markets



At just over 67,000 square feet, the Spirit Mountain Casino in Oregon consists of an entertainment hall, restaurants, gaming, lodging and a room that accommodates a digital surveillance system from Synectic Systems Inc.

Taking No Risks

A MAJOR OREGON TOURIST ATTRACTION—SPIRIT MOUNTAIN CASINO—CHOOSES A DIGITAL SYSTEM FOR SECURITY, SURVEILLANCE AND OPERATIONS MANAGEMENT

Located in the mountains just east of Grand Ronde, Ore., Spirit Mountain Casino is a premier gaming, entertainment, meeting, dining and shopping destination of the Northwest that draws nearly three million visitors per year. The casino offers the largest selection of games and is the most successful Native American Indian casino in the Pacific Northwest. Since its opening in 1995 and with its elegantly landscaped casino entrance and original bronze statues by Northwest artist Rip Caswell, Spirit Mountain Casino has become one of Oregon's top gaming destinations.

The facility, which employs some 1,600 people, was created by the Confederated Tribes of Grand Ronde as a vital part of an ambitious economic development program. Gaming profits are used to build houses, schools, roads, sewer and water systems; to fund health care and education;

and to develop a strong, diversified economic base for the future. The Confederated Tribes of the Grand Ronde Community of Oregon are the proud peoples of the Umpqua, the Rogue River, the Molalla, the Kalapuya, the Chasta and many other tribes whose roots go back thousands of years and whose ancestors represent the blending of many different cultures.

Spirit Mountain Casino comprises 67,097 square feet, which consist of 254 lodge rooms, a 1,600-seat entertainment hall, five restaurants, 2,000 slot machines and 42 table games. A current expansion of the facility includes a new surveillance room to accommodate a state-of-the-art, digital video surveillance system from Synectic Systems Inc., Carpinteria, Calif.

With 20-plus years of experience engineering, manufacturing and maintaining digital video in a range of applications, Synectic specializes in deploying custom digital video surveillance solutions that integrate with existing legacy systems and future technologies.

Due to its success and popularity, Spirit Mountain engaged in the so-called "South Expansion Project" early in 2007 in order to add more than 130,000 square feet of space to the facility. The casino had also recently decided to convert its analog system to digital recording, but the current surveillance room lacked the necessary infrastructure (power, air conditioning, etc.) to support the new equipment. Because the entire surveillance room needed to be relocated, a major area within the South Expansion Project was al-

From THE FIELD

GAMING



Route 66 Casino Realizes Benefits From Physical Security System

Laguna Development Corp.'s Route 66 Casino, a nostalgia-themed casino near Albuquerque, N.M., that offers 1,600 slot and video poker machines, 26 table games and a poker room with 12 tables, is centralizing surveillance, reducing operational expenditures and streamlining accessibility to information with its physical security solution from Cisco.

Casino executives at any of the three associated locations can now log into the Cisco Physical Security solution to get a real-time view of any part of any facility, from any angle using pan/tilt/zoom (PTZ) cameras. In addition, managers now have one-touch ability to determine which of the casino and hotel employees have access to the various elements of the security.

Route 66 Casino is also realizing additional operational benefits and savings with reduced facility costs. They are able to easily extend video surveillance and physical security services to new business locations without creating new networks and separate infrastructures. At the same time, they can centrally manage physical security and optimize human resources and operation staffing levels. The casino security personnel can benefit from full hardware redundancy and have fail-over recorders, and managers can assign user rights so that non-gaming employees are able to view only limited content.

In the past, Route 66 used a completely analog system with videocassette recorders and VHS tapes. The casino personnel were required to physically change tapes often, which increased work hours as the casino grew. If an employee neglected to change a tape at the correct time, valuable information was lost and there was the risk of overwriting information. In addition, if material needed to be retrieved, many hours were spent forwarding and rewinding tapes to get to a specific spot in the coverage.

Edward Khader, director of information technology, Laguna Development Corp., says the primary reason they chose the Cisco Physical Security solution was that it "allows us to reduce the amount of time it takes our employees to search for a specific timeframe of coverage. What literally took us hours to locate on our old-fashioned VHS tapes now takes us only minutes with our video recorders."

A year into the deployment, Route 66 executives are now more empowered than ever before, as they are able to look at specific timeframes from any recorded location from the comfort of their office desk, eliminating the need to travel to remote corporate sites. Because the Cisco Physical Security solution runs on the Cisco IP network, already in place, Route 66 has used their existing network investment and increased ease of use for their executives.

Experienced Sales and Support Personnel Wanted

ComNet Communication Networks, a newly established manufacturer of fiber optic and network communication devices located in Danbury, CT is in need of experienced sales people and application engineers. ComNet has openings for the following positions:

- **VP of Sales** – Experienced Sales Manager to direct the North American sales effort. Security market and signal transmission experience a priority.
- **Regional Sales Managers** – ComNet is seeking experienced Regional Sales Managers to direct a Rep Force and support the use of ComNet Products on all levels.
- **Vertical Sales Managers** – ComNet is seeking experienced sales personnel to work with National Accounts and National Distribution partners to establish and support the ComNet product line.
- **Application Engineers** – ComNet is has immediate openings for experienced fiber optic and network application engineers to work with the ComNet customer base. Expertise required.

This position is located in Danbury, CT. ComNet is an equal opportunity employer. To all interested, please email a resume and cover letter to careers@comnet.net or mail your resume and cover letter to:

comnet

Human Resources Manager
Communication Networks
3 Corporate Drive, Danbury, CT 06810

located for this purpose. One of the challenges of the installation was in moving the surveillance department from one building to the other without any downtime. All of the existing cameras were converted to fiber optics for transmission to the new surveillance room.

Like other casinos across the country, Spirit Mountain Casino initially used VCR recorders and VHS tapes to monitor and record gaming activities. The decision to convert to a digital system was based on the greater return on investment offered by digital technology and, to a lesser extent, an increasing lack of availability of analog recorders and tapes made for gaming surveillance.

Spirit Mountain Casino evaluated a number of digital video systems before selecting Synectics. "We selected Synectics mainly because of its feature set, fail over reliability and outstanding support," says Steve Bobb, surveillance director for Spirit Mountain Casino. "The system's high-quality video, ease of use and quick access to recorded images more than meet the high demands of the casino marketplace and our needs in particular."

The Synectics system installed at Spirit Mountain records and controls more than a thousand cameras and provides opera-

tors with instantaneous access to motion picture-quality video and round-the-clock reliability—essential tools of the trade. The surveillance system also integrates with the casino's access control, point-of-sale cash registers and player tracking systems to deliver comprehensive, scalable and centralized security management.

"Operator satisfaction has greatly improved from that of the old analog system," Bobb says. "Prior to converting to digital, our facility recorded approximately 60 percent of its cameras. The new digital system allows us to record every camera on the property 1:1. This has decreased the number of inconclusive reviews to almost zero, and the rest only because we

have not yet adjusted every camera to maximize its field-of-view for recording. With that said, 99 percent of the reviews done today are not a matter of 'do we have coverage?' but 'what angle works best for minimizing risk throughout the facility?'"

Many products were evaluated and tested in-house. Bobb also traveled to multiple casinos to observe and evaluate recording systems in working environments. A preview of the Synectics system at a live location, a test phase and a trial period were all part of the decision-making process.



Synectics Systems Inc.'s system can integrate with access control, point-of-sale, cash registers and player tracking.

Aside from Bobb, the group who chose the Synectics solution also included Tracy Howerton, surveillance technical manager for Spirit Mountain Casino, the surveillance committee from the board of directors and the Grand Ronde Gaming Commission. Prior to the purchase and installation of any product, the Spirit Mountain Gaming Board of Directors, as well as the executive director of the Grand Ronde Gaming Commission, had to approve the system.

Installation began in October 2007 and took about seven months to complete. Technical Security Integration Inc. (TSI), the integrator for the project at Spirit Mountain, specializes in the installation and design of surveillance and safety systems for applications involving CCTV, access control, burglar, fire and sound.

Craig Swankosky, CEO of TSI, recalls the selection process: "Steve Bobb and Tracy Howerton evaluated practically every DVR in production over a three-year period. After exhaustive research, they narrowed their decision to two manufacturers with Synectics being one of the two. It was then decided that TSI and Synectics provided the most comprehensive solution to meet their needs."

"Synectics has an intuitive Graphical User Interface (GUI) that makes the system easy to use for the surveillance agents. Its architecture provides for simplified maintenance and support for the technical staff," he says. "Synectics also does one of the best jobs of incorporating third party systems directly

into Synergy, their management software."

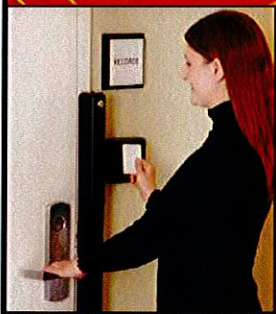
Although they can't calculate ROI benefits just yet, they can determine how much time they have saved not changing tapes. "We changed approximately 1,095 tapes on average in a day's time using the analog system. With the average time to degauss and change 280 tapes being about one hour, at an average wage of \$16 an hour, that \$17,520 is better spent paying employees to be at the console monitoring casino activities."

"The fact that the Synectics system is scalable and, therefore, able to deal with the demands of an establishment of this size, as well as its ability to easily integrate with other systems, i.e. point of sale, slot systems, analytics, fire systems, access control, etc., were all key to its selection," Bobb says. "We currently integrate with our POS system and Aristocrat Oasis slot system and eventually plan to tie into our pit administration system as well. We are a company on the move for new and innovative technology. This product has given us an edge in the industry and increased the productivity of our surveillance room, making Spirit Mountain Casino a safe and successful gaming facility for all concerned."

John Katnic, vice president and chief operating officer of Synectics in the United States says, "We are proud to be a key partner with the Spirit Mountain Casino during their exciting expansion phase and to be commissioning the world-class surveillance solution that this premier resort deserves." ■

Entry Sentry.

Smarter design. Tighter security.
New tailgate detection from DSI.



DSI, the leader in tailgate detection technology, introduces **Entry Sentry**, an unsurpassed tailgate detection system that offers:

- Unrivalled detection technology with 32 infrared sensors
- **Flexibility** to set off local or remote alarms and trigger door locks
- Advanced sensor technology that **recognizes inanimate objects**
- **Adjustable sensitivity** to eliminate false alerts
- Versatile and **cost-effective** installation options

Entry Sentry from DSI integrates with access control systems and delivers a comprehensive tailgate detection system that is affordable and easy to install.

Visit dsigo.com/entrysentry for more information.

dsigo.com • dsi@dsigo.com • 1-800-272-3555 • 1402 Hawthorne St. • Bastrop, Texas 78602

DSI
DESIGNED SECURITY, INC.
Building Security

Cabling

Installation & Maintenance

www.cablinginstall.com

design

Blown-fiber aids hospital with network changes

The land upon which Penn State Milton S. Hershey Medical Center (www.pennstatehershey.org) now resides was once a 318-acre cornfield, given to The Pennsylvania State University by the famous chocolate manufacturer Milton S. Hershey. Offering a \$50 million endowment from his foundation, Milton Hershey asked Penn State to establish a medical school and teaching hospital at the heart of Hershey, PA. With the Hershey grant and another from the United States Public Health Service, the medical center accepted its first patients in 1970.

Since then, the medical campus has grown from 318 to 550 acres and often serves patients from areas near Baltimore, Pittsburgh, and Philadelphia who are willing to drive several hours to receive help from the center's award-winning medical services. Those services have received honors that include Best Children's Hospital from *U.S. News & World Report*, Highmark Blue Distinction for Complex and Rare Cancers, and CVI Top 100 Hospitals for operating at low cost and reinvesting dollars back into the provision of care at the medical center.

Although its origin and setting are unique, the medical center can serve as a solutions model for the unprecedented information technology (IT) network challenges and pressures that all hospital and healthcare facilities face today. New demands are being placed on the network and IT departments to respond quickly to the implementation of new high-bandwidth imaging equipment and services; wireless technologies; the convergence of clinical, Voice over Internet Protocol, and IT systems; and the interoperability of nurse call, physiological monitoring, and electronic medical records in order to improve patient care and satisfaction.

Penn State Milton Hershey Medical Center's Cancer Institute Building deploys air-blown fiber, which is critical to simplified MACs and infectious-disease control.



The 550-acre campus of the Penn State Milton S. Hershey Medical Center requires a far-reaching and high-bandwidth optical infrastructure.

Pushing the envelope

These mission-critical systems are pushing the limits of data transmission and available capacity on the hospital LAN. For this reason, the fiber-optic backbone system must be able to quickly adjust to physical changes as rapidly as they occur, while simultaneously continuing to support all the systems being transported over it.

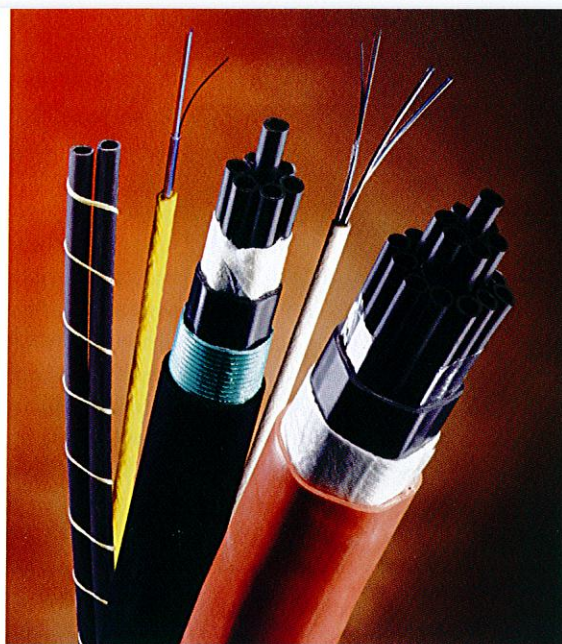
sustainability. In a network upgrade, for example, FutureFlex bundles can be blown out undamaged, so they are immediately recyclable and reusable in another part of the network at the medical center, preserving the initial fiber investment.

By blowing the exact amount and type of fiber in and out of the network as current bandwidth requirements dictate, the Cancer Institute has created a continuously renewable and sustainable network infrastructure with no end to its lifecycle. There is no hazardous abandoned cable or wasted dark fiber, and because there is no construction work for network MACs, there is no waste or debris. Moreover, the air-blown fiber infrastructure takes up less building space and provides virtually unlimited network capacity, thereby allowing heating/ventilation/air-conditioning (HVAC) and other energy systems to operate with unobstructed airflow.

Had a conventional cabling infrastructure been designed, it would have necessitated 96-strand-count plenum-rated singlemode fiber-optic cable from the main crossconnect to the two main telecommunications rooms, as well as 48-strand-count to each of the four telecom rooms. In this traditional cabling scenario, dark fiber would be added merely as insurance for uncertain bandwidth requirements and MACs. At an average labor rate of \$63 per hour, the installation would have cost \$134,650.

The air-blown fiber total installation cost, at the same labor rate, was \$103,000. And the Cancer Institute can double capacity with another add of 24-fiber singlemode, should it need it, for \$26,000 and still incur less cost than with the conventional cabling infrastructure.

"One's first inclination is to say that the Cancer Institute, under the conventional infrastructure scenario, would



never require any additional fiber; that it would last a lifetime," comments Toothaker. "But I remember saying that with each 50- and 62.5- μ m multimode upgrade, and look where we are today. Also, optical-fiber manufacturers are continuing to innovate better fiber types; replacing one for the other with FutureFlex would cost the same \$26,000 whereas the conventional infrastructure would cost another \$134,000, assuming the old fiber type is left in."

Although both the conventional and the air-blown fiber scenarios are equipped to handle 40-Gigabit Ethernet, the Institute of Electrical and Electronics Engineers (IEEE) is already announcing 100-Gigabit Ethernet specifications coming in 2012. What this will do to fiber count, we just don't know; however, with the FutureFlex system, the Cancer Institute is ready for a fast, easy, non-obtrusive, and cost-effective transition.

The National Electrical Contractors Association (NECA) Labor Manual says it takes seven hours to pull 1,000 feet of conventional fiber-optic cable in an innerduct under normal conditions with four installers. According to Toothaker, it takes only 10 minutes with two install-

The FutureFlex Air-blown Fiber System from Sumitomo has been mandated as a standard for all legacy network renovations and new builds throughout the vast medical center.

ers to blow 1,000 feet with FutureFlex.

"Rather than dealing with time-consuming and expensive recurring costs associated with conventional cabling, we're saving over 70% of the time and cost with each network MAC, providing the medical center with continuous savings and ROI," says Toothaker. "Most importantly, by using the FutureFlex system, the IT and facilities departments can respond in real time to the needs of clinicians and patients, whether installing a new mission-critical piece of medical equipment faster and easier, or whatever the need might be, without even lifting a single ceiling tile."

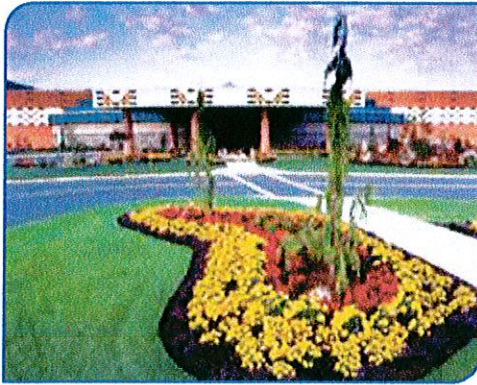
Next steps

Remember the 19-tube cable providing 38 pathways? Some of those pathways and extra capacity within the Cancer Institute will be used to support a new Children's Hospital building, currently in planning stages.

"Along with the Mayo Clinic and other adopters of Sumitomo's FutureFlex Air-blown Fiber System, I'd like to think that Penn State Hershey Medical Center is a pioneer in hospital/healthcare infrastructure design, proving how the physical layer can save budget dollars and improve infection control, while escalating the speed and delivery of new healthcare technologies and the critical needs of our patients, clinicians, and the communities that we serve," Mettley concludes. "X"

For more information about FutureFLEX Air-blown Fiber, please call 877-356-FLEX, email fflex@sumitomoelectric.com, or visit www.futureflex.com





project reference

SPIRIT MOUNTAIN CASINO

Combining Video Surveillance with Fiber Technology to Support Casino Growth

Spirit Mountain Casino was built to serve the Confederated Tribes of Grand Ronde, its members, and surrounding communities by promoting economic diversity through improved housing, educational investment, and cultural programs. And like so many gaming facilities around the world, the Spirit Mountain Casino campus has a need to grow. Their "South Expansion Project" began in early 2007 to add more than 130,000 square feet of space to include an events / entertainment center, conference rooms, administrative offices, and their Youth Activity Center.¹ This growth had a significant effect on their network of more than 1000 surveillance cameras, so Spirit Mountain chose to work with Technical Security Integration (TSI), Optelecom-NKF, and a number of other vendors to help meet the challenge.

Customer

Spirit Mountain Casino
www.spiritmountain.com

Integrator

Technical Security
Integration
www.technicalsecurityinc.com

Technology

Video over Fiber

Market Vertical

Industrial / Commercial
Security, Gaming

Challenge

Completely move Surveillance
Room Network from Phase 1
Building to New Wing

Solution

Optelecom-NKF 9000 Series

- 9225-MMH
- 9252-MMH
- 9341DR
- 9622-MM
- 9971-C

Dynalectric Sumitomo

Airblown Fiber

Honeywell PTZ Cameras

Synetics Digital Recording

Network Challenge

Using video surveillance technology is one of the primary tools Spirit Mountain Casino depends on to secure their facility. With their recent expansion, there were a number of network challenges they needed to meet:

1. **Finding a Strong Integration Partner** — Spirit Mountain made a concerted effort to find an integration company that would act as a true partner seeing the project through to its full completion while minimizing last-minute, expensive changes.
2. **Moving Surveillance Room** — There was a requirement to move the video/audio/data information on their existing video network from the original Surveillance Room location to a new Surveillance Room in the South Expansion facility over a distance of 800 feet.
3. **Cabling Challenges** — Over this 800 foot distance there was a need to solve the problems that coaxial and/or twisted pair cable introduce: signal degradation, ground loops, and large cable bundles.
4. **Integrate Existing Network with New Network Components** — Spirit Mountain needed to seamlessly integrate new video surveillance elements (cameras, access control, etc.) for the new facilities into their existing network.

Network Solution

The first and perhaps most important step in this network expansion project was Spirit Mountain's decision on an integration partner; they chose Technical Security Integration, Inc, out of Lake Stevens, WA. TSI specializes in the installation and design of surveillance and safety systems for applications involving CCTV, access control, burglar, fire, and sound. Steve Bobb, Surveillance Director for Spirit Mountain Casino said, "We were looking for a company that would take care of us and deliver on what they promised. TSI had absolutely no change-orders over the length of this multi-million dollar project, which was completed on time. I have not had a more pleasurable experience with another integrator."

Keeping in mind the challenges inherent to coaxial and twisted pair cabling, the decision was made by Spirit Mountain to use fiber optic cable as their primary network connection medium. By using fiber cable they were able to avoid signal degradation over their 800 foot distance, completely removing any worries about electrical ground loops, and dramatically decreasing the total size of cabling bundles between the new Surveillance Room and both the old Surveillance Room as well as their multiple IDF closets.

Spirit Mountain Casino in conjunction with TSI chose Optelecom-NKF for their video/audio/data equipment for transmission over multimode fiber. Using elements of the Optelecom-NKF 9000 Series of Video over Fiber products, Spirit Mountain was able to create complete, real-time connections for more than 1000 video cameras, their many access control sites, additional RS-data sources, and audio / paging information.

Craig Swankosky, President of Technical Security Integration said, "Optelecom-NKF is easy to do business with. TSI



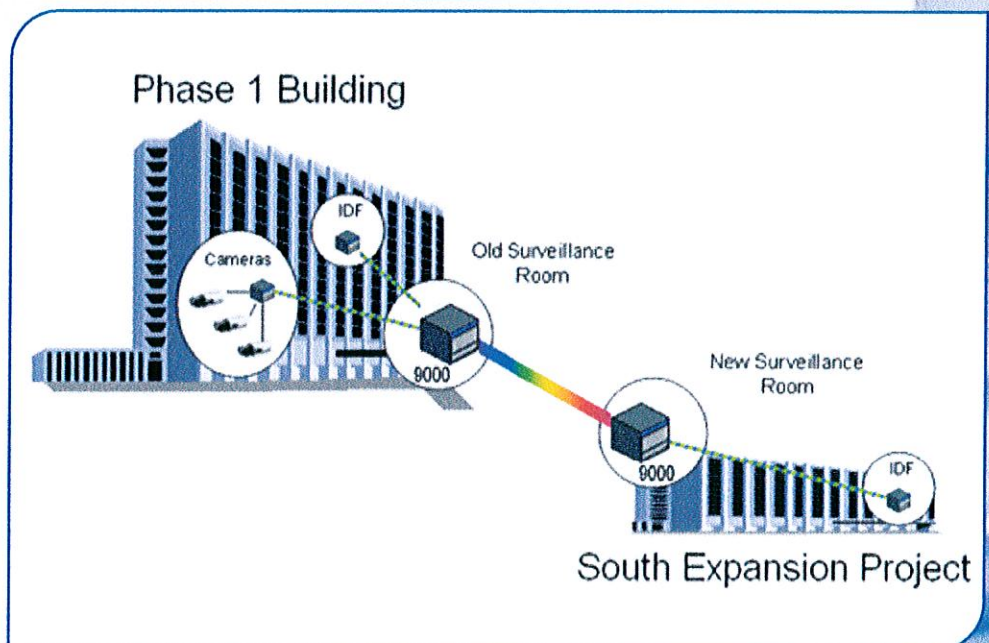
has had great experience with Optelecom-NKF over the years in part because of their breadth of solutions. These systems not only allow for high-quality transmission without interference but also the ability for trouble-free expansion for future casino projects."

Steve Bobb, Surveillance Director for Spirit Mountain Casino, said of Optelecom-NKF, "Most importantly, we have had zero failures with their products."

Network Diagram

The primary focus of the networking plan was to build a point-to-point fiber connection between the original Surveillance Room in the Phase 1 Building to the new Surveillance Room in the South Expansion Building.

¹ The contents of the introductory paragraph are a paraphrasing of the text found in the "About Us" and "Coming Events" sections of the Spirit Mountain Casino website.



www.optelecom-nkf.com



Tribal Casino References



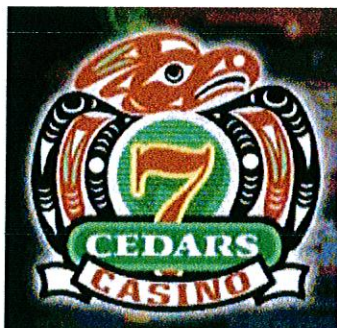
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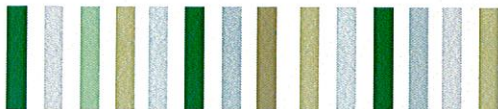
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TSI Newsletter

One Systems Integrator who is making a difference

Our wide range of products are customized to meet your specific needs:

- CCTV
- DIGITAL RECORDING
- ACCESS CONTROL
- BIOMETRIC
- FIRE PROTECTION
- INTRUSION DETECTION
- PERIMETER SECURITY
- METAL DETECTION
- BACKGROUND MUSIC & PAGING

TSI has recently completed the installation of the new Digital Video Recording system at Quil Ceda Creek Night Club & Casino.



Quil Ceda Creek is one of two casinos owned and operated by the Tulalip Tribe in Washington state. With the opening of its new luxury hotel on August 15th last year, Tulalip Resort & Casino has become the largest and most distinctive meeting, gaming, entertainment and shopping destination in Washington State.

After the successful hotel expansion at their main facility (which included the complete clean-up and rewiring of 768 camera inputs previously installed by other vendors and a 296-channel digital expansion), TSI was awarded the analog conversion of the Quil Ceda Creek Casino.

Tulalip selected the Honeywell Digital Recording solution to complement their existing Honeywell system at their main facility. TSI provided 320-channels of digital recording with 32-channels of automatic failover. They also expanded their existing Honeywell matrix.

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A message from our CEO...

It's time to take a step up

The end of the VCR era is almost upon us, and it is and will be more difficult to find cassettes, replacements, and parts to keep these systems up and running. Digital systems have been in the market for a while and the cost reductions due to technological advances and demand have made them more accessible to everyone.

In tough economic times, the last thing anyone wants to think about is spending more money. Yet in an article written by David Ross "How upgrading security and surveillance technology can save money", Ross said, "While the worst of times economically, it may be the best of times to upgrade your casino security system, and realize savings—both from buying new technology in a competitive market, and from improved overall casino operations." I completely agree! We have already witnessed manufacturers cutting their prices just to move product and increase volume.

At this time, I would like to insert a word of caution, it is more important now than ever to purchase a system from a well established manufacturer. As the watering hole begins to dry up, the competition becomes more fierce and the weak may not survive. Therefore a good deal may not be a good deal if the manufacturer goes out of business

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New Project at Seven Feathers Hotel & Casino Resort



Seven Feathers Hotel & Casino Resort has selected Technical Security Integration, Inc. to replace their digital recording system. Seven Feathers is in the process of expanding its hotel to add 154 guest rooms and a 7,000 square foot day spa. This project requires them to address deficiencies in their current system.

Seven Feathers was the first casino in Oregon to implement a digital recording system. Although they had purchased a quality system with the best video quality for its time, rapid advances in technology and other issues

beyond their control have prompted the complete replacement of this system.

Alicia Barney and her team spent more than a year evaluating various digital recording solutions and Systems Integrators. Their selection criteria required: an affordable system that produced the same video quality as their current system; companies that were stable with a reputation of quality service after the sale; system redundancy; and a small footprint.

After exhaustive research, Seven Feathers selected Technical Security Integration as their Systems Integrator and Synectics Systems for their digital recording solution. TSI and Synectics thanks Seven Feathers for their selection. We will be uncovering the results of this project in a future newsletter.



"I am completely satisfied with the work that TSI has done in our installation. TSI met our deadline even with the [shipping delays due to] inclement weather."

*Raymond A. Accomando, Surveillance Director
Tulalip Resort & Casino*

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- Florence, OR
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- Oxnard, CA
805-278-2325
- Palm Springs, CA
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MARCH 2009

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March 1-3 2009

World Gaming Protection Conference
Caesars Palace, Las Vegas.

Upcoming events for April:

- 1-3 ISC West
Las Vegas Convention Center, NV
- 12-16 NIGA Indian Gaming Show
Phoenix Convention Center, AZ

Quil Ceda....(cont.)

As with all TSI projects, the customer was provided with all infrastructure requirements prior to the installation. These requirements included cooling, electrical and uninterrupted power for the new system. They were also provided with an installation schedule used to coordinate in-house construction activities as well as provide a reasonable time table for completion.

TSI technicians completely rewired and preprogrammed the new equipment for recording prior to cutting over any video from the old system. Throughout the cutover process, the video inputs were fed back to the old system while simultaneously being recorded on the new system. This enabled the surveillance operators to perform their normal day-to-day activities during the seamless transition. It also allowed our technicians to test and troubleshoot the new system prior to turning it over to the casino. Even the new consoles were phased in to allow normal operations to continue throughout the construction process.

The installation began in early December and completed with the successful passage of the Washington State Gambling Commission inspection in early January. We were told that this was the fastest and easiest inspection the Commission had ever performed. We thank them for this compliment.

We also wish to thank all of the Quil Ceda Creek surveillance operators and technicians for working with us and around us during this installation; the facilities department for providing all in-house construction services in a timely manner; and Ray Accomando for once again choosing Technical Security Integration, Inc. as his preferred vendor.

Raymond A. Accomando, Surveillance Director for Tulalip Resort has summarized his excellent experience in working with TSI: "TSI had met our dead line even with the [shipping delays due to] inclement weather and holidays; the integrity and knowledge of the TSI team has been remarkable and the work has been meritorious for its cleanliness."

A message from...(cont.)

and you are left without the ability to expand or replace existing equipment; or receive support.

If your facility has been frugal during the period of abundance and has put some away for a rainy day, then this is the time of taking no risk. I say no risk because a well designed and well installed digital system will actually make the surveillance department more efficient which provides more time for protecting the casino's assets and looking for collusion and cheats.

If you already have an older digital recording system that is getting long in the tooth, now is the time to consider upgrades or even replacement. Here are some things to consider if your system is 3 to 5 years old:

Your hard drives are due for replacement.

Don't wait for them to fail because they will at an increasingly alarming rate.

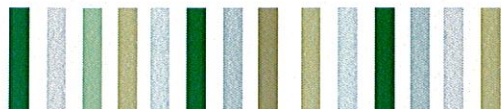
Your servers should be replaced if they do not have redundant power supplies. If you can't afford new servers, replace the power supplies and fans.

Your RAID power supplies should be replaced.

Before buying anything, add up the cost to upgrade your existing system. You may be closer than you think to that new system.

If you would like to receive our quarterly newsletter via e-mail, please send your request to:

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TSI Newsletter

One Systems Integrator who is making a difference

Our wide range of products are customized to meet your specific needs:

- CCTV
- DIGITAL RECORDING
- ACCESS CONTROL
- BIOMETRIC
- FIRE PROTECTION
- INTRUSION DETECTION
- PERIMETER SECURITY
- METAL DETECTION
- BACKGROUND MUSIC & PAGING

The monumental task undertaken by Spirit Mountain Casino to move their entire Surveillance Department into their new South Expansion Project has been the topic of several publications

"Taking No Risk" is the title that appeared in Access Control Magazine under its What Works column, September 2008 Issue.

The article discussed Spirit Mountain Casino's transition from analog to digital recording; and their process in choosing the best digital system that most effectively met the needs of their surveillance, security and operations departments.

Indian Gaming Magazine also featured Spirit Mountain Casino in its CASE STUDY, June 2008 issue.

Both of these articles agreed on several points regarding this Spirit Mountain Casino project: the excellent work performed for the Tribe and their Community; the importance of growth and the challenges faced in selecting the right path for their transition to digital; and the selection of a strong Integration Partner.

Spirit Mountain Casino with its South Expansion Project added more than 130,000 square feet of space to their facility. From the beginning, their primary focus was the construction of a new surveillance room that could handle the power and cooling requirements of a new digital system that met their immediate and future

A message from our CEO...

For the past two years, there has been an ever growing push from manufacturers and systems integrators for the installation of IP cameras in the casinos. The push has become so strong that many casinos have bought in to the idea that they need to convert their existing systems to a 100% end-to-end digital solution. Being a technician, as well as CEO of TSI, I have resisted this trend because I have seen too many customers spend thousands or even millions of dollars on emerging technology that is marginal at best in addressing their needs. And like most electronics, these systems are twice as good at half the price in only two or three years.

I realize that some people like cutting edge technology regardless of cost or limitations. But as the cliché goes, "There is a fine line between 'cutting edge' and 'bleeding edge' technology." Personally, I prefer to steer my customers toward well developed and proven technology rather than the "bleeding edge" technology that has become prevalent in our industry. Already, there are many DVR and NVR manufacturers who are either out of business or on the verge of failing. With the current credit crisis, I am sure the market will dispose of the stragglers and reveal the survivors.

The IP camera market will prove to be no different. Significant advances have been made recently to improve picture quality, frame rate, and storage efficiency. In fact, we have seen prototypes of Megapixel cameras that are producing incredible picture quality at 30fps while con-

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12th Annual WIGA/Seven Cedars Casino Golf Championship

On September 12, 2008, the Jamestown S'Klallam Tribe hosted the 12th Annual WIGA/Seven Cedars Casino Golf Championship on their Cedars at Dungeness Golf & Country Club in Sequim, WA. The Tribe acquired the Cedars at Dungeness in 2007, since then they have done amazing improvement to the course, equipment and Clubhouse. TSI provided the surveillance equipment and installation.

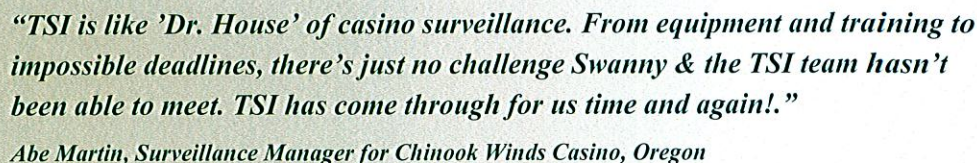
The WIGA/Seven Cedars Golf Tournament is a benefit event to provide scholarships to Native American college students. The 2007 event raised a total of \$19,000 for scholarships. This year's totals will be revealed soon.

Technical Security Integration is proud to be one of the sponsor for the event.



The Colville Team: Defending champions in the Tribal Division and 2008 winners.





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Indian Gaming
 THE NATIONAL MAGAZINE ON THE ECONOMIC AND CULTURAL DEVELOPMENT OF INDIAN COUNTRY

Design/Build Issue

June 20008

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October 29-30
ISC East
Jacob Javits Convention Center, NY

http://www.indiangaming.com/istore/Jun08_CaseStudy.pdf

As the Chinese proverb goes, "Be careful for what you wish for. You may get it!"

What Works

» CASE HISTORIES Focus On User Markets

Taking No Risks

to the motorcycle gas can in a few seconds. One Spirit Mountain Guide is a professional guide, but the others are a mix of guides, maintenance, mechanics, dining and sleeping assistance at the Northridge Inn. They have nearly three decades of experience. The cabin offers the largest selection of games and is the most accepted Native American Indian (Navaho) style of building. The cabin is built with and elegantly furnished with modern and antique Indian art. The Northridge Inn is a family owned and operated business. The cabin is one of Oregon's top camping destinations.

The facility, which originally housed 1,800 people, was created by the Confederated Tribes of Grand Ronde in a small part of the 1960s to accommodate the growing number of people who were coming to the area for the annual Salmon Festival. The facility is now used for a variety of purposes, including as a wedding venue, a conference center, and a place to hold large gatherings. The facility is also used for a variety of other purposes, including as a place to hold large gatherings.

Experienced Sales and Support Personnel Wanted:
Confident Communicator for Technical is a newly started manufacturer of floor and wall coverings. We are seeking experienced sales and support personnel to sell our products and assist employees. (Confident) has openings for the following positions:

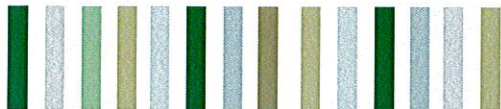
- **WFO Sales:** 2 experienced Sales Managers with 10+ years national sales experience. Duties, responsibilities and compensation commensurate with experience.
- **Regional Sales Managers:** (Confident) is seeking experienced Regional Sales Managers to direct all sales and support functions of Customer Projects, all levels.
- **Technical Sales Support:** (Confident) is seeking experienced Sales Support personnel to assist with all Accounts and handle Distribution projects in residential and commercial applications.
- **Customer Support:** (Confident) is seeking qualified support personnel for the office. All positions require a minimum of 5 years experience in a similar position.

This position is located in Williams, CT. (Confident) is an equal opportunity employer. In all interested, please submit a resume and cover letter for consideration to: hr@confident.com or call your resume and cover letter.

**Home Business Manager
Communication Networks**

Route 66 Casino Realizes

[illegible]



TSI Newsletter

One Systems Integrator who is making a difference

Our wide range of products are customized to meet your specific needs:

- CCTV
- DIGITAL RECORDING
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- PERIMETER SECURITY
- METAL DETECTION
- BACKGROUND MUSIC & PAGING

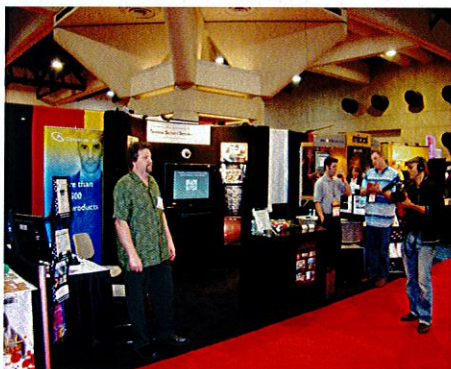


NIGA SHOW - San Diego, CA

The National Indian Gaming Association—a non-profit organization

San Diego, CA hosted the 17th annual meeting and trade show of the National Indian Gaming Association (NIGA) on April 20-23. Many Native American and industry leaders got together to participate in more than 150 seminars, workshops, certification courses.

The NIGA Show also gave the opportunity for more than 500 vendors and exhibitors to display their various offerings for the gaming industry.



A message from our CEO



In life, most of us are striving to achieve our spiritual, personal and financial goals. Achieving these goals provides a sense of self-worth and personal satisfaction. However, there is no greater satisfaction than helping others in a time of need. For this reason,

TSI contributes to various fund raising events every year. It is our way of sharing the blessings we have received with others who may be less fortunate or struck with incredible challenges in life. Of all the opportunities in which we have had the privilege to participate, none can compare with touching the life of Sofia Peña.

Sofia is a beautiful 2½ year old girl who was diagnosed with a rare type of brain tumor earlier this year. There are no explanations as to why an innocent child should be faced with such harsh realities of life. And situations like this are more than any parent should have to bare. Yet, this is the harsh reality they face every day.

She is undergoing a series of treatments that are both expensive and time consuming. Her parents

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Annual Cobb Street Children's Learning Center Golf Tournament, Dinner & Auction

On May 2nd at the Myrtle Creek Golf Course, 26 teams participated in a golf tournament supporting the Cobb Street Children's Learning Center and its noble cause for the children of Douglas County, OR. Following the tournament, Seven Feathers hosted a silent auction and dinner in their convention center. "Everybody had fun," said Sister Jeanita Richter, Executive Director of the Cobb Street Children's Learning Center. More importantly, the event was a success raising \$21,000.00 for the cause.

Cobb Street, who works with developmentally disabled children, creates a setting that provides

engaging, diverse, educational experiences where students can participate enthusiastically in the learning process. They are challenged to become responsible contributors in society. "We cherish our opportunity to encourage students to develop their individual gifts". Cobb Street also prepares each child to meet, with confidence, life's challenges.

Everyone at TSI gives special thanks to Alicia Barney, Surveillance Director of Seven Feathers Casino for her participation in this event and for bringing this sponsorship opportunity to our attention.



"TSI had absolutely no change orders over the length of this multi-million dollar project, which was completed on time. I have not had a more pleasure experience with another integrator."

Steve Bobb, Director of Surveillance for Spirit Mountain Casino, Oregon

Our Offices:

- Lake Stevens, WA
425-377-2404
- Florence, OR
541-902-3181
- Oxnard, CA
805-278-2325
- Palm Springs, CA
760-309-8877
- Derby, KS
316-361-0500

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May 2008

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May 2

Cobb Street Children's Learning Center Fund Raiser

May 7 & 8

Southern Gaming Summit Biloxi, MS

May 24

OCN "Night at the Races" and Sophia Pena Fund Raiser

TSI Sponsors the OCN Oklahoma Casino Network Bi-annual "Night at the Races"

The Remington Park Racing-Casino will be hosting its second *"Night at the Races"* event for the Oklahoma Casino Network (OCN) on Saturday May 24th at 6pm.

James Lancaster, Surveillance Director at Remington Park and founder of the bi-annual event says, "The Night at the Races is something that we all do to just get together and relax. It's a very informal way to get to know each other and our families. Usually forty or fifty people show up and spend a night watching the greatest sport in America...Horse Racing!"

Last year's race night was during the thoroughbred meet, and this year's will feature some of the best quarter horses in the country. They will also be raising money to benefit Sophia Pena, daughter of Zeb and Amy Pena. Zeb is VP of Engineering for Synectics USA. (Read "A message from our CEO" on page 1)

The Oklahoma Casino Network started in 2007 when Mike Snyder of the Sac & Fox Casino contacted other local tribes about sharing information. Since that time, it has grown into a statewide organization consisting of many tribes and Remington Park, the only non-tribal entity. Their goal is to share information and resources with other security and surveillance professionals in Oklahoma. They meet once a month to discuss new trends in the industry, technology and training. They also discuss scams and other problems that are affecting their properties so that everyone can be aware of what is going on.

While their companies are usually competing against one another for the Oklahoma gaming revenue, they understand that they have a need to cooperate with each other to ensure that they achieve the level of professionalism that is necessary in the second largest gaming market in the country.

must travel more than two hours each way to the hospital in Los Angeles for her treatments...on the rare occasions she is actually able to leave the hospital. Through it all, Sophia has shown incredible resilience. She is an inspiration to all of us who have been standing helplessly on the sideline as she alone must fight this battle.

We knew there were many people like us asking themselves, "What can we do?" This is when we came up with the idea to establish a foundation in her honor. This provides everyone the ability to help Sofia and the Peña family through this difficult time by making financial contributions to the fund.

Besides paying medical bills, the Peña's have been able to rent an apartment near the hospital in order to spend more time with Sophia and make life a little easier. Things like this and the knowledge that family, friends and complete strangers have provided their support gives the Peña family the reassurance that they are not in this alone. This financial support also provides them the opportunity to concentrate their efforts and concerns on the well-being of Sophia. Without it, they would be facing the cold reality of mounding hospital bills.

There is no greater pleasure in life than helping a child. Please take a few minutes from your busy schedule and make a contribution at your local Wells Fargo branch or send a check to:

Sofia's Fund Donation Account

Wells Fargo Bank, Montecito Branch

Attn: Ryan Rose

Account Number: 8250405670

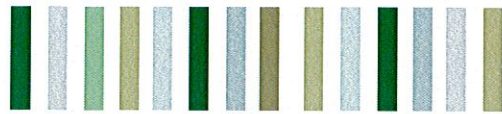
PO Box 5189

Santa Barbara, CA 93150



"(Working together)...allows us greater access to volume purchasing power...With budget restrictions that every surveillance or security department faces, the savings really add up and allow us to spend more on training and other needs. As the vice-president of the OCN, I am thankful that we have all come together to conquer our problems. I am also thankful for the business relationships established with the other tribes and vendors such as TSI."

James Lancaster
Surveillance Director
Remington Park Racing Casino

**Technical**
SECURITY INTEGRATION, INC.

TSI Newsletter Debut

One Systems Integrator who is making a difference

Our wide range of products are customized to meet your specific needs:

- CCTV
- DIGITAL RECORDING
- ACCESS CONTROL
- BIOMETRIC
- FIRE PROTECTION
- INTRUSION DETECTION
- PERIMETER SECURITY
- METAL DETECTION
- BACKGROUND MUSIC & PAGING



Spirit Mountain Casino

Multi-million dollar project...zero change orders

When our conversations began with Spirit Mountain Casino almost three years ago, it was determined that their existing surveillance room was riddled with limitations that would prevent them from expanding it any further. Therefore, the casino decided to incorporate a new surveillance room into their up and coming fifth major expansion project.

TSI provided the project engineers with the HVAC and power requirements for the new systems to insure sufficient cooling and power would be included in the new design.

Continued on page 2

A message from our CEO and Founder...

If you're reading this article, it is probably because you are curious about TSI and what we have to offer that is different than what you have already experienced from other Systems Integrators. I would like to say that it is the high quality products that we select for each customer's application. But in reality, these same products are available to our competitors. I would also like to say that it is because of the quality installations that we provide. However, there are a few companies who are capable of quality installations. And of course, every company brags about their customer service...because without that, nobody would want to do business with them. So what sets TSI apart? Quite simply, it is our customers. Therefore, I thought it fitting to spotlight them in our first newsletter.

At TSI, we genuinely love our customers...not just me, but all of our employees. It's not a philosophy or strategy; it is just who we are. It is true that we hire bright and educated people who best fit the job description. But in addition to this, they must be genuinely nice individuals who like other people. As the old adage goes, "A chain is only as strong as its weakest link". Well, so goes this company. At every level, TSI is full of caring individuals. Which brings us back to our customers...

We love 'em. TSI continues to do business with

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The transition: Analog to Digital Recording Systems

TSI has seen many changes in the security industry, but our commitment to our customers has not changed.

For the last several years, the market has been facing the shift toward digital recording. TSI has been evaluating these systems in order to provide our customers with the most reliable systems and the highest quality recording.

In addition to this, we evaluate the manufacturers who provide these products. A system has no value if it cannot be supported. For this reason, TSI has formed alliances with the best manufactures in the industry.

Through our vetting process, we have discovered "manufacturers" who don't manufacture...or design...or even own their technology. We have seen "systems" with consumer grade video capture cards stuffed into PCs. We have also seen the charlatans performing the old favorites: best bait and switch; smoke and mirrors; and my personal favorite, "Please don't look behind the curtain."

If you are looking for a dependable, high quality system, please give us a call and we will be happy to navigate you around the potential hazards and into one of the several quality systems from reputable manufacturers.



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April 22 & 23 - NIGA SHOW - San Diego, CA



Steve Bobb, Surveillance Director for Spirit Mountain Casino (right) with Craig "Swanny" Swankosky, CEO of Technical Security Integration, Inc.

Spirit Mountain...(cont.)

It was determined early on that the new system design would incorporate Optelecom fiber optic components and Dynaletric's Sumitomo air-blown fiber. These systems not only allow for high quality transmission without interference but also the ability for trouble-free expansion for future casino projects.

After evaluating countless digital recording systems, Spirit Mountain selected Synectics due to its high quality, dependability and ease of use. Over 1300 channels with several layers of backup and redundancy like RAID6 and Priority Hot-swap were installed in this system.

Spirit Mountain also continued with their Honeywell matrix system and PTZ cameras which are considered to be some of the best in the industry.

With the systems designed, TSI provided the layouts for equipment racks and consoles. Surveillance Director, Steve Bobb, secured the floor space required for his department and its new systems. Dynaletric provided the required infrastructure and field work.

By working closely with the customer and with careful planning, this multi-million dollar project was completed on time without a single change order.

A message from...(cont.)

every single customer who made the decision to use TSI. That's right...every single one. Maybe we have been fortunate...but I don't think so. I believe it is because our customers are good, honest, hard-working people who have a job to do. These are people who appreciate straight, honest answers from people they can trust. These are the type of people with whom you can go have a beer without business getting in the way. Real people..

Maybe TSI chooses its customers as much as our customers choose us. In any case, it works. Maybe in the future the business deals will come and go. But I am confident that the friendships will last forever.

Craig "Swanny" Swankosky
CEO

Training courses

Technical Security Integration, Inc offers several training classes designed around the experience and needs of the students. This provides them a better perspective for using, understanding and supporting their systems.

Please contact any of our offices for more information.