Case Study: The Sports Museum of Los Angeles Installs D-Link's Flexible, Affordable End-To-End Video Surveillance Solutions for Its Security Needs

The Sports Museum of Los Angeles (SMLA) is the largest known private collection of iconic sports artifacts, collectibles and memorabilia in the United States. The 32,000 square foot museum houses more than 10,000 items from baseball to basketball, football, tennis, boxing, horse racing, biking, golf and swimming. SMLA's collection captures the signature moments of the greatest sports stars and teams of the distant and recent past.

The Challenge

Located in the heart of downtown, near STAPLES® Center, SMLA is a destination that houses treasures from the icons of sports such as Babe Ruth's 1934 tour uniform and record-breaking home run bat; Lou Gehrig's New York Yankees warm-up jacket worn by the Iron Horse on the day he ended his consecutive game streak in 1939; and Joe DiMaggio's record-breaking ball from his legendary 56-game hitting streak.

With so many priceless items on display, SMLA IT manager Sal Martinez was seeking an affordable digital surveillance solution that would allow security guards to monitor visitors, sports memorabilia and artifacts, exit doors and public areas, as well as serve as a visible deterrent to avoid theft and vandalism.

Despite budget concerns, Martinez was looking for cameras with specific features that would address the museum's security needs, such as management software, motion detection to conserve resources when not in use, sound capture, digital zoom, and the ability to lower resolution to conserve disk space.

Martinez sought the counsel of Gerald Argumedo, a D-Link reseller at Computer 1 Products of America in South El Monte, Calif., who recommended a combination of D-Link cameras and adapters based on video quality, price point and management software. "There is no question that the D-Link cameras offered superior clarity and at the same time fit their budget," Argumedo said.

The Solution

The museum opted for 88 D-Link® DCS-3220 10/100TX Fast Ethernet 2-Way Audio Internet Cameras and the same number of DWL-P50 Power Over Ethernet Adapters to capture every angle of the structure. In addition, D-ViewCam™ software, one 48-port, DGS-1248T, and two 24-port, DGS-1224T, D-Link xStack® switches are housed in different areas of the building to capture, store and access video surveillance footage. The cameras are attached to Cat 6 cable and UPS switches to condition the power and keep the cameras rolling in the event of a power outage.

"We shopped around and demoed different cameras. From an implementation and cost perspective, D-Link had the upper edge. The D-Link models met our price point and offered ease of installation. And the Power over Ethernet (PoE) feature saved us an abundance on having to rewire electricity," said Martinez, who installed the surveillance solution in about a week, adding, "Everything works great and we haven't had any issues."

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> — Sal Martinez, IT manager, Sports Museum of Los Angeles

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"The D-ViewCam software that is bundled with the camera is priceless and you get so much more bang for the buck when you go down the D-Link road," he said. "Given the economy, the whole D-Link camera package, which included the monitoring software, came in at a very low bundled price when compared with other manufacturers."

"The support from D-Link was excellent. When you're rolling out something like this and buying a large quantity, support is one of the things you take into consideration — what type of relationship will I be able to establish with D-Link?" Martinez added. "I had had prior exposure to D-Link and I felt comfortable that this would be a perfect fit for the museum given our past history — and it was."

Featured Products

DGS-1224T	Web Smart™ 24-port Gigabit switch with 2 combo SFP slots
DGS-1248T	Web Smart™ 48-port Gigabit switch with 2 combo SFP slots
DWL-P50	Power over Ethernet (PoE) adapter
DCS-3220	10/100TX Fast Ethernet 2-way audio network camera
D-View	Network Management Software, Professional Version

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