

**An Introduction to  
Vitech Systems Ltd.**

---

## Contents

- Company History
- Our Aim
- Why Vitech?
- Our Strengths
  - Systems House
  - Operations/Logistics
- Services
- Our Approach
- Case Studies

"I have absolutely no reservation in recommending Vitech Systems Ltd as both installers and 'Maintenance Service Providers' of critical security systems. They provide a faultless service to our Company"

Dave Ayers - Senior Manager of Security Services  
Telehouse International Europe Ltd.

## Contact Us

For more information please contact Nick Palmer

E: [nick.palmer@vitechsecurity.co.uk](mailto:nick.palmer@vitechsecurity.co.uk)

T: +44 (0)1892 509940

F: +44 (0)1892 509941

M: +44 (0)7973 914855

W: [vitechsecurity.co.uk](http://vitechsecurity.co.uk)

---

## History

Vitech was formed in 1996 and quickly established itself in the then, niche market of digital CCTV and access control systems.

Our expertise in both the hardware, and more increasingly the software side of these fields has enabled us to develop an ever-expanding client base including public and private organisations, and numerous blue chip companies. These have provided us with an organic growth rate in excess of 30% each year.

## Aim

Our aim at Vitech Security Systems is simple; to provide comfort and reassurance to your business and your employees through the installation of electronic security solutions.

We manage this by installing and maintaining systems that provide secure working environments, allowing your business to operate smoothly but securely. We offer *QUALITY AND VALUE* through an efficient installation process, and comprehensive after-sales service.

- to identify & communicate innovative solutions
- to have great depth in technical knowledge and competence
- to invest in the development of our staff
- to add value to our Customers operations

## Ethos

Our ethos is simple: we believe in total customer satisfaction and building strong business relationships with robust account management. As a direct result we achieve extremely high client retention rates and levels of referrals.

We:

- work closely with our partners
- are flexible and friendly
- are easy to work with
- challenge and innovate
- we listen to our Customers



---

## Why Vitech?

- 96% customer satisfaction
- 95% customer retention
- Dedicated Account Manager
- Proven success in efficient delivery
- Experience and technical expertise

## Our Strengths

### Systems House

Vitech are a 'systems house'; we are not partnered to a particular manufacturer. The solution we propose for your application will satisfy your requirements, not the sales targets of a manufacturer. We only recommend and install systems that will provide or enhance the solution to your security requirements.

Through our certification by many leading manufacturers as an approved installer, our engineers and sales team are kept up to date with all the latest changes and advancements through our comprehensive training programme.

## Operations / Locations

Vitech operate nationally and install technical security systems using strategic alliance partners throughout the UK. Our policy is follow our customers and project manage each installation by using dedicated Vitech staff

From our operational base in the South East our technical team manage, maintain and support installations by mobilising our network of engineers.



[Click photo to view camera]

## Services

- Digital CCTV
- IP cameras
- Biometric readers
- Hands free proximity readers
- Smart card technology
- VNPR (Vehicle Number Plate Recognition)
- Control room design
- Automated door systems
- Vehicles barriers
- Perimeter Detection

## Case study

The brief from a well-known Telco company was to design a comprehensive integrated security system for a new data centre that provided:

- External & Internal CCTV
- Perimeter Detection – fencing & IR beams
- LAN based Access control utilising smart card & iris scanner technology
- Loneworker monitoring
- GUI (Graphical User Interface)

The system was designed by using our extensive knowledge of the Telco market and requirements, and in particular the **CPNI** (formerly **NISCC**) *Good Practice Guide – Protecting Data Centres*.

The **perimeter detection** system comprised of fence mounted 'listening wire' for the 1<sup>st</sup> line detection, with IR beams providing the 2<sup>nd</sup> line. Both were linked to the CCTV system to control the dome cameras and the access control/alarm management system for auditing purposes.

The **access control** system consisted of contactless smart card readers, with the addition of Iris scanner readers for the data halls.

The systems were integrated by using a **graphical user interface** that allowed control of all systems via maps.

