

# Secure your site with temporary camera surveillance



Studer exhibitions 2: Booth design in the early years. Photo credit: Studer Innotec



Kooi Security was founded in 2010 by CEO Pieter Kooi. From their headquarters in Drachten, the Netherlands, the company was one of the first to offer solutions using temporary mobile camera surveillance. In the beginning the focus was mainly on the wind industry, but this soon expanded into many other sectors. Today Kooi is active in 22 European countries and has offices in the Netherlands, Germany, France, the United Kingdom, Denmark and Austria. 150 employees work in these offices 24/7 to keep sites safe and make sure customers can rest assured.

European expansion is one of the goals set by Kooi. In May 2021 they opened a new office near Vienna in Austria, to be closer to the Eastern European market. Added to this, the possibility of opening an office near Madrid, Spain is currently being explored. This is to expand their business in the Spanish and Portuguese market.

#### Active in different sectors

The company serves a wide variety of sectors, namely: solar, wind, infrastructure, construction, waste and recycling and site/ automobile storage. 'For us solar becomes more and more important. We see a growth in the number of solar installations being built, because of the European green energy goals. Therefore, the need to secure these parks is also growing,' says Almar Kleefstra, sales manager Solar at Kooi. 'The fact that we have dedicated sales people for the solar industry shows the importance of this industry to us. We even have a system, the UFO (Unit For Observation) Medium, which is specifically designed to secure the perimeter of the solar parks.'

#### Experienced in the solar industry

Kooi has secured solar projects throughout the whole of Europe, with different European partners. 'We are securing parks from 1mw up to 100mw and more. For example: Vlagtwedde 110mw, PV-Park Ganzlin 60mw, Hoogezand 103mw, and many more.

The aim of the presence of mobile camera security systems (UFO's) is to prevent on-site theft and vandalism. 'During the construction phase of projects, we know there are a lot of valuable materials on site. Solar panels, cables, construction machinery and tools are extremely prone to theft and vandalism. Besides the high costs of replacing damaged or stolen materials, this can also delay the solar park's construction process.' Kooi provides customers with the assurance of preventive security and ensures that trespassers are kept off your solar farm.

Innovation is one of the most important aspects. 'In our own Research and Development department, specialists continually try to improve our products. We



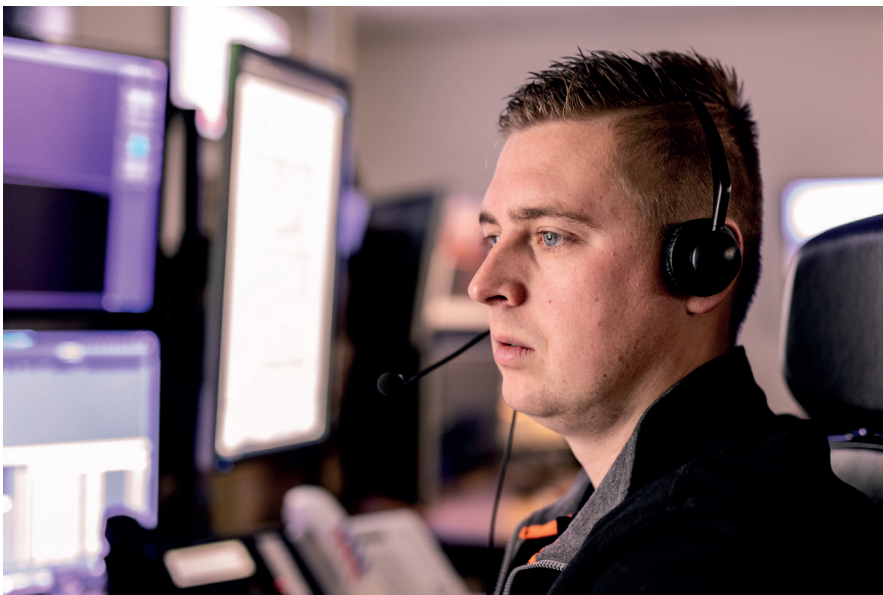
Pieter Kooi

use the best quality cameras, suited to the needs of our customers. We develop our own software to make sure all the systems work as they should and we are busy developing the use of Artificial Intelligence (AI) in our products. With the use of AI, we can decrease the number of false alarms, for example when a rabbit walks in front of our camera.'

All the UFOs are equipped with an effective siren and a spoken message. '99% of the intruders are scared off when these are played. Our cameras work with detection areas, designated by the centralists in the Kooi Alarm Center (KAC). When there is movement in this detection area, the camera is activated and the centralist will do an analysis and take immediate action if and when needed.'

#### Available 24 /7

That EN50518 certified Monitoring and Alarm Receiving Center makes Kooi unique. 'Only our own systems are connected to the KAC, which ensures that the systems on the customer sites always have the highest priority. The response on the alarms is the fastest.' At the Kooi Alarm Center, experienced operators are 24/7 available to



An operator at the Alarm Center



check out all the alarms. 'Without our specialists the technology wouldn't be as effective. This way we combine the best of both worlds.'

For Kooi, the cooperation with the customer is essential. 'We see ourselves as a specialist, a sparring partner in the field of temporary mobile camera surveillance. We are not solely a provider of solutions. We think along with the customer and strive to have durable partnerships with them.'

#### Suited to the customers' needs

It's important to know that for every situation, location and project, there is a solution. 'Together with the customer we find the best solution for the site. We have different types of UFOs, so we are confident that we can provide the best and the most reliable security for each project.'

Remote areas are included and can be protected. 'We also provide durable

accessories, like the Hybrid Power Box and the Solar Power Unit. These accessories can generate power when there is no other form of power supply on your site.' This ensures that the system will function at any location.

#### Project insight

One of the newest developments is the 24/7 Kooi App. This app provides the customer with the possibility of viewing all camera images of all projects, secured by the company and the different types of systems that are located on the projects. 'Unique about this app is that the customer can also change the security times of the project. For example, if people normally work from 07.00 a.m. until 5.00 p.m., the camera will be active from 05.00 p.m. until 07.00 a.m. If the customer wants to start earlier or end later, or with for example holidays, they can easily change the camera detection times, according to the adjusted working times. This will make sure that there are less false alarms.'

Before starting a project, the account manager always links a security company that is closest to the project. If the siren sounds and the spoken message doesn't chase the intruder away, the security company will follow up on site. 'In this way we ensure the fastest follow up time, which will prevent direct and indirect damage to your site.'

The customer won't be called during the night. 'After working hours, we will handle the entire situation. The next morning the site manager receives an extensive incident report by email, in the app and the customer portal. In the report the customer finds a description of the situation and the actions taken. This means the customer can relax and not worry about their assets.'

To find out more about the temporary mobile camera surveillance solutions visit our website: [www.247kooi.com](http://www.247kooi.com).