Customer success story
Key West International Airport

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The Customer

Hundreds of thousands of tourist descend upon the Florida Keys to relax, unwind and have a grand ole' time in its Caribbean-like atmosphere. Some come by boat, some by car but most arrive in this beautiful resort area by airplane, making Key West International Airport a hub of activity during peak vacation times. In 2006, the airport accounted for 94,408 aircraft operations — an average of 258 per day. This included 51 percent general aviation, 29 percent air taxi, 14 percent military and 6 percent scheduled commercial.

Key West International Airport serves travelers from all over the world. Also known as EYW, the airport is located on the Northeast end of the island of Key West, just minutes from many Key West accommodations, attractions and downtown Key West. It is also located at the very end of the peninsula, at Mile Marker 1.

The Situation

Key West International Airport was experiencing growing pains. Passenger traffic increased, and demand for flights in and out of tourist-friendly area was growing. Its passenger traffic grew to 618,000 passengers annually — far more people than the original 24,000-square-foot terminal could accommodate. In addition, the Transportation Security Administration's expanded screening program required any airport to allocate at least 50,000 square feet for passenger screening. Key West International's 17,000 square feet for screening equipment was also shared by ticketing and departure areas, far less property than TSA needed for effective screening procedures.

In 2005, the airport, which is operated by Monroe County, determined that an expansion was the only logical way to ease congestion within the airport. Ground was broke in 2006 on the $31-million McCoy Terminal project, which included a 30,000-square-foot addition to the terminal, a parking facility and a renovation of the existing terminal building.

The expansion of the airport facilities provided Monroe County with the opportunity to update its security and life safety technologies. It is a priority for the airport to leverage technology to increase security for the public use areas of the airport so passengers, employees, tenants and the surrounding

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community feel more safe and secure. Existing products, such as legacy CCTV cameras, were no longer effective tools. The airport needed a security integrator that could integrate existing infrastructure with new networked-based products to provide its security team with intelligent tools to enhance situational awareness.

After a selection process, the county chose Integrated Fire and Security Solutions, a leading security integration firm based in South Florida, to specify, install and manage the expansion and upgrade of its security and life safety systems.

IFSS focuses on providing customers with the most advanced technology components that best fit a clients needs, cost structure and situation. The company prides itself on providing turnkey solutions installed by its highly trained, professional staff. IFSS never cuts corners, and offers the best service and solution to its customers on every job, whether large or small. At IFSS, the same person who will shake your hand before the deal will be the same person who shakes it again after the project is complete.

The Solution

Larry Flowers, Director of Project Management, Monroe County, said the county needed an integrator that was not only considered an expert in the security and safety fields but one that understood the challenges the airport faced from a budgetary perspective. Justin Peterson, President and Fort Myers Branch Manager, IFSS, said the company approached the airport with different solutions designed to keep the airport within the allocated budget.

"IFSS went above and beyond to help us solve our problems," Flowers said. "If we are unfamiliar with a specific technology, they demonstrate it to us; if we have limited funds, they work with us to help build the most comprehensive solution we need while staying with budget."

"We bring significant value by balancing what the customer's requirements are and how much money they have to spend," Peterson said. "We truly understand the challenges public facilities, like Key West International Airport, face when it comes to not only security but grant processes as well."

IFSS is also extremely knowledgeable about the emerging, networked-based technologies that are molding today's market. IFSS began installing IP-based security products before the word 'convergence' became mainstream and are keenly aware of the value these solutions bring to end users. The

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company's extensive experience with IP-based cameras and networked access control solutions, for example, also translates to an expertise in the IT side of the equation. IFSS professionals know how the deployment of IP-based systems will affect the IT infrastructure and furthermore, know how to speak IT.

The project at Key West International Airport included replacing and upgrading the facility's surveillance system, fire alarm system components and access control hardware. A Notifier Fire Alarm system was implemented as well as a Lenel access control system. Approximately, 85 cameras — a mix of network and 12 analog cameras — cover the terminals and ticketing areas. IP-based cameras from Axis Communications and high-definition network cameras from Avigilon are networked to an Avigilon High Definition NVR platform. Furthermore, IFSS specified a Premise Wiring distribution system; an Infax multi-user flight information display system; and a Bogen sound and paging system.

Peterson said IFSS used some of the airport's existing infrastructure to maximize existing investments. IFSS also expanded the airport's access control system to an enterprise-level solution. "Our ability to leverage existing products and integrate them into new, advanced technologies enabled Monroe County to save a significant amount of money," Peterson said.

The most challenging aspect of the project, Peterson noted, was the geographic location of the airport. It is located at the mile marker zero, leading to unique challenges for the integration team. With more than 40 bridges in a 100-mile span connecting the project site to the mainland, equipment staging was extremely important to save on costly travel and down time.

"There was a significant amount of planning that needed to go into this job," Peterson said. "All products had to be brought in and we had to make sure everything worked effectively before we brought it on-site."

Overall, Flowers said Monroe County could not be happier with the solution IFSS implemented at the airport, which enables the security team to leverage intelligent security tools to secure the facility and its more than 600,000 passengers annually that come through its doors.

"I trust the team at Integrated Fire and Security Solutions to not only specify and install technologies, but to look out for the airport and the county's best interests," Flowers said. "They have fulfilled their obligations to help secure our airport, and I look forward to calling on them again in the future as our needs expand."

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