

**Questions to Ask Small
Business / Home Owners
When Soliciting a Security
System Installation**

Light Sources

- What is the lighting level. Are the lights left on 24 hours a day? What type of lights are they...Florescent, incandescent
- What other light sources are there

Control Room Equipment

- Switcher / Quad Splitter / Controller type?
- Number & Size of Monitors
- Is recording required?
- Is network transmission required?
- Is a rack or storage cabinet required?

Cameras

- What type / style camera is the customer looking for? Indoor, outdoor, tamperproof?
- Are there existing cameras?
- What light levels will the cameras operate in?
- What resolution / detail is required?
- Where will the cameras be powered from?
- Should the camera be stationary, panning, pan-tilt-zoom, speed dome?

Viewing Distance

- What width and/or height of view
- What width and height is of critical view
- What distance will the camera be from the above FOV (field of view)?
- Is a remote control required to change the field of view?

Lens

- What type of lens is needed (based upon the answers to the previous slide) – zoom, varifocal, auto iris, focus free, fixed focal length.

Environment

- What type – Indoor, outdoor, tamper, waterproof, extreme temperatures.
- Type of housing – Bullet, dome, traditional, heater or blower needed?
- Type of Bracket – Wall, ceiling, pole, parapet.
- Cabling – RG59, UTP with baluns, Ethernet (Cat-5e)