

Technology

Protecting people and property with customized digital security solutions

Video Security Products

VSP becomes one of the first companies in Australia to partner with the Lenovo OEM Solutions team—helping it to bring high-quality, customized security solutions to many more customers.



Lenovo

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Who is Video Security Products?

Established in 1993, Video Security Products (VSP) is one of Australia's leading B2B security distributors. VSP sells a wide range of security solutions, including CCTV equipment, alarms and intruder detection systems, audio systems, data cables, cloud solutions, AI, intercoms and access control systems, servers, workstations, and storage as well as providing a comprehensive range of the best Tier 1 vendors in the world. In addition, the company also offers a full spectrum of technical support to customers located across Australia and has branches located in every state.

To learn more, visit: www.vspolutions.com.au



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The Challenge

Every organization has unique security needs; some require round-the-clock coverage, while others need to be able to identify people and objects to prevent potential hazards. VSP prides itself on providing CCTV solutions capable of meeting the specific requirements of small, medium, and large organizations across every sector.

As part of its bespoke service, VSP equips customers with cameras, networking equipment, security software, and supporting hardware. VSP was seeking customized servers for its wide range of security technologies and the latest innovations.

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“Setting up the supporting infrastructure for CCTV systems can be quite complex. Configuration settings differ vastly depending on the hardware vendor and this requires our engineers to spend a significant amount of time preparing servers, storage, and workstations for deployment. We knew that partnering with a technology vendor with pre-configured hardware would enable us to provide even shorter turnaround times for our customers and fulfill their every need.”

Joseph Siccita

Product Manager, Video Security Products

Forging a new partnership

To enhance its services, VSP selected Lenovo as a key OEM partner, with VSP being the sole OEM Distributor in Australia. This allows Lenovo to provide customized ThinkSystem SR250 and SR650 servers, ThinkEdge SE350 edge devices, and a wide range of ThinkStation P Series workstations—all backed by Lenovo Premier Support. VSP bundles the customized Lenovo hardware with its software to provide cutting-edge performance and support, as a complete solution.

Hardware

Lenovo ThinkEdge SE350 edge servers
Lenovo ThinkSystem SR250 V2 servers
Lenovo ThinkSystem SR650 V2 servers
Lenovo ThinkStation P Series workstations

Services

Lenovo OEM Solutions including factory services, logistics, service, and support
Lenovo Premier Support

Versatile hardware for multiple applications

Typically, VSP selects Lenovo servers to run industry-leading video management software with built-in object and people detection capabilities. In addition to installing hardware for recording and storing video streams, VSP deploys workstations at customer sites that enable end users to review footage, manage archived video, and monitor live feeds for potential risks to people and property.

“Some customers have over 5,000 cameras on site, so they need powerful, robust, and reliable hardware to process and manage all the footage from these cameras,” explains Siccita.

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“By partnering with Lenovo, we can be much more flexible with the hardware solutions we offer. And because Lenovo has such a huge selection of world-class hardware, we can mix and match technologies to design solutions that deliver the best possible results for our customers.”

Joseph Siccita

Product Manager, Video Security Products

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Results

With Lenovo as its OEM partner, VSP gets access to expedited shipping on all Lenovo systems, helping VSP service customers in a timely manner.

What's more, with the Lenovo hardware pre-configured, system integrators save a significant amount of time on-site—freeing them to focus on higher-value activities.

The wide range of Lenovo products VSP have access to as an OEM Partner allows VSP to design best-in-class solutions to suit every customer need across a wide range of industries.



Reduces hardware configuration workloads



Supports rapid customer service



Offers a wide range of product offerings and configurations

Why **Lenovo**?

VSP has achieved over 30 years of success as a value-added reseller by only bringing the absolute best technologies to its customers.

“Lenovo technology is phenomenal, and the company has some really cool solutions,” says Siccita. “As well as performing incredibly well in a wide range of scenarios, Lenovo technology is beautifully designed, and because Lenovo is a relentless innovator, partnering with them means we will always be among the first companies to access the latest advances in technology—helping us to offer truly competitive services and solutions.”



How can technology resellers provide customized solutions at scale?

With Lenovo OEM solutions, VSP gets fast access to pre-configured hardware—empowering the company to provide competitive CCTV services.

[Explore Lenovo OEM Solutions](#)