

## National Self Storage Operator brings down the gate on Break-ins and Loitering

	Category	<b>Self-Storage</b>
	Geography	<b>Nationwide</b>
	Customer since	<b>2019</b>
	Location serviced	<b>50</b>

	Number of Cameras Monitored	<b>100</b>
	Lifetime Number of Suspicious Events Addressed	<b>450</b>
	Lifetime Number of Dispatches	<b>20</b>

### Overview

Devon Self Storage, with 171 facilities across 30+ states, is a leading operator in the self-storage industry. Serving personal, commercial, military, and student clients, Devon prioritizes tenant security. In 2019, Devon partnered with Blue Eye through OpenTech Alliance to enhance security at their properties.

### Challenges

Self-storage properties are prime targets for criminals due to the high value of stored items, large areas, and limited staffing. Traditional security measures can be costly and are often insufficient to fully deter unwanted activity.

### Solution

Devon Self Storage initially engaged Blue Eye to address security concerns at a high-risk property. Blue Eye's exterior remote video monitoring solution, installed on three surveillance cameras, proved highly effective in reducing unwanted activity and enhancing tenant security. Using real-time talk-down audio, Blue Eye communicates with individuals on-site, issuing friendly warnings to legitimate tenants and firm deterrents to trespassers. In cases of persistent suspicious behavior, Blue Eye manages law enforcement dispatch. Additionally, Blue Eye offers customizable reporting dashboards, allowing Devon Self Storage to monitor key performance indicators tailored to their needs.

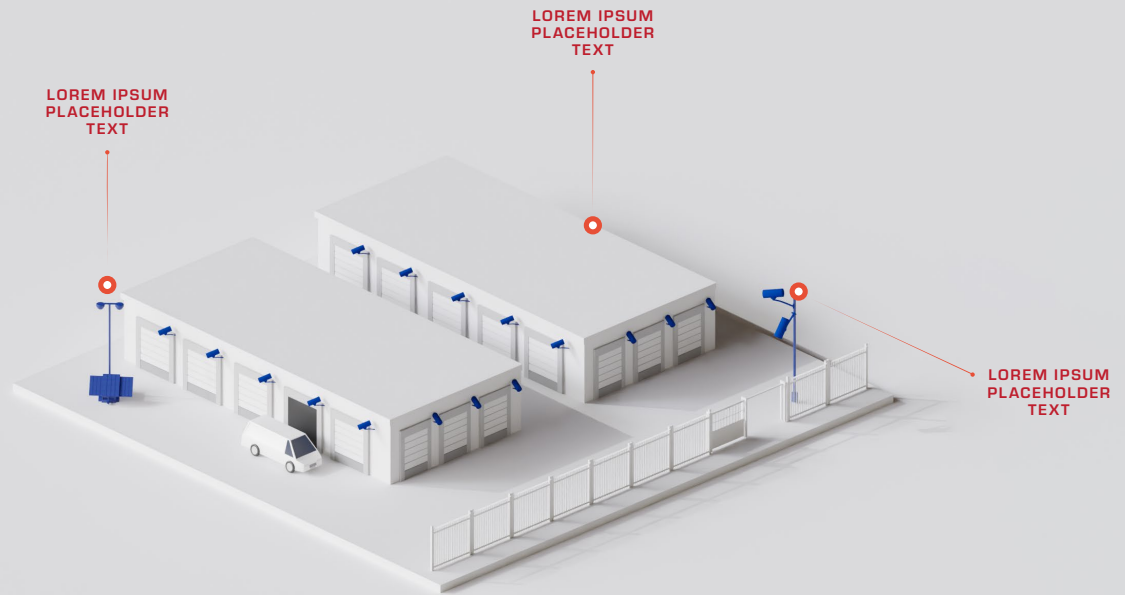
### Impact

Following the success at the initial property, Devon Self Storage expanded Blue Eye's services to 50+ locations, with more properties joining regularly. Blue Eye's solution has provided an affordable, high-impact security measure, supporting the company's operations without straining the tight margins typical of the self-storage industry.

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“The impact was almost instantaneous and the cost was so attractive that it was a no brainer to green light Blue Eye for most of our locations”

- Kenneth E. Nitzberg, Chairman and CEO at Devon Self Storage



No other service comes close. But we'll compare it for you anyways.

	Security Guards	Other RVM Providers	Blue Eye
CAMERA AGNOSTIC	YES	NO	YES
AI-AUGMENTED	NO	YES	YES
DETECTION CAPABILITIES	PERSONNEL DEPENDENT	EXCELLENT	EXCELLENT
DETERRENCE CAPABILITIES	PERSONNEL DEPENDENT	HIGHLY EFFECTIVE	HIGHLY EFFECTIVE
REACTION TIME	MINUTES	90 SECONDS OR LESS	60 SECONDS OR LESS
RESPONSE PROTOCOL	STANDARDIZED	STANDARDIZED	CUSTOMIZABLE
PERSONNEL ISSUES	FREQUENT	NONEXISTENT	NONEXISTENT
COVERAGE	PHYSICAL LIMITATIONS	NO LIMITATIONS	NO LIMITATIONS
SOLUTION SCALABILITY	LOW	HIGH	HIGH
DEPLOYMENT	MONTHS	WEEKS	DAYS
EXPEDITED INSTALLATION	NOT APPLICABLE	NO	YES
PILOT PROGRAM	NO	NO	YES
BASE COST	VARIABLE	VARIABLE	FLAT
OVERTIME COSTS	HIGH	MEDIUM	NONE
REPORTING AVAILABILITY	LIMITED	LIMITED	EXTENSIVE
CUSTOMER SATISFACTION	LOW	MEDIUM	HIGH

Try a 30-day no-fee pilot or go for a full installation in up to 10 days. Schedule a personal consultation with a security expert today and start seeing some serious returns on your security dollars.

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