

CASE STUDY

Transforming Reactive Security into Proactive Protection

How Petitbon Alarm Co. helped solve more than $1 million in annual theft with unified security solutions from DMP

DEALER	Petitbon Alarm Co.
NEED	Car Lot Protection
	Coordinated Security
PRODUCTS	XV-96 Gateway
	734N POE Network Access Control Module
	JamAlert™

Since 1991, Petitbon Alarm Co. has provided security solutions to more than 9,000 homes, businesses and government agencies throughout the Maryland, Washington, D.C., and Northern Virginia (DMV) area. Built on a family tradition of defense, the company has grown under Richie Petitbon's leadership, with his son, Richie Petitbon III, now working alongside him.

When a car dealer with several dealerships in the DMV area faced costly vehicle thefts, Petitbon Alarm Co. turned to DMP to help strengthen its security.

THE CHALLENGE

More Than $1 Million in Annual Vehicle Theft

A family-owned automotive group with 13 locations and more than 50 years in business, the company sells an average of 20,000 new and used vehicles annually.

At one location, recurring vehicle thefts had become a significant financial burden. Although the main showroom was secured by a DMP alarm system, the service shop operated on a separate platform. This fragmented setup complicated security management across the property, where thieves were targeting and damaging perimeter gates and fences to steal vehicles on the lot.

> With losses reaching approximately $125,000 per month and exceeding $1 million over the course of a year, the dealership needed a solution that could detect threats earlier and support an immediate response.

THE SOLUTION

Transforming Reactive Security into Proactive Protection

Petitbon Alarm Co. developed a comprehensive security upgrade, replacing a combination of existing DMP, Honeywell and DSC equipment with a fully integrated DMP platform, including intrusion detection, access control and video solutions.

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At the center of the installation was the **XV-96 Gateway with patented AlarmVision® technology,** which transformed the dealership's existing surveillance cameras into an active part of its intrusion detection system.

> Rather than simply recording incidents for later review, AlarmVision uses video detection to identify activity in designated areas and initiate programmed alarm responses.

Through the XV Gateway, compatible cameras communicate with the DMP intrusion system, allowing video events to contribute directly to the dealership's security response.

This capability was especially valuable around the perimeter gates. Using AlarmVision's four-zone-per-camera capability, Petitbon established customized detection areas around vulnerable entry points. At the rear gate, for example, the team configured a zone to monitor the entrance while excluding passing traffic on the adjacent street. This helped minimize unnecessary alerts while maintaining coverage of the targeted area.

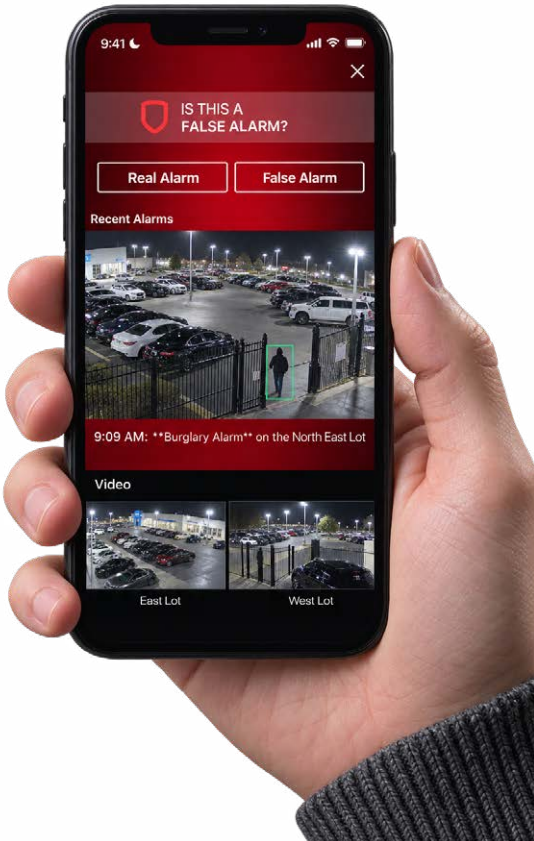
"The AlarmVision technology allowed our client to turn its passive camera system into an active one," said Richie Petitbon III. "They couldn't be happier with the system, and we couldn't be happier with DMP!"

Petitbon also established **designated time frames** during which activity within specific zones could trigger automatic dispatch procedures, helping the dealership identify and respond to potential intrusions before vehicles could be stolen.



XV-96 GATEWAY
Connects compatible cameras to DMP intrusion systems, turning video activity into programmed alarm responses.

[See AlarmVision in Action ↗]





HOW ALARMVISION® WORKS



734N-POE NETWORK ACCESS CONTROL MODULE
Connects door readers and locks to a DMP system over an IP network, using Power over Ethernet to simplify installation.



JAMALERT™
Detects cellular interference that may indicate a jamming attempt, alerting users to potential disruptions in alarm communications.

Intrusion detection, access control and video came together to address the dealership's security vulnerabilities.

02 To address the dealership's separate access control systems, Petitbon incorporated the **734N-POE Network Access Control Module**, connecting the service shop's security infrastructure with the main showroom system. This integration brought intrusion detection and access control into a more coordinated environment, simplifying security management across the facilities.

03 Petitbon also installed DMP's **JamAlert™** as a preventive measure against potential cellular jamming attempts. Criminals can use cellular jammers to interfere with alarm communications, potentially preventing critical signals from reaching their intended destination. JamAlert detects cellular interference, helping identify potential attempts to disrupt alarm communications. Compatible with any alarm system, the technology provided the dealership with an additional layer of defense against potential threats.



BEFORE THE UPGRADE	AFTER THE UPGRADE WITH DMP
✗ Separate security systems across facilities	✓ Coordinated intrusion detection and access control
✗ Cameras recorded incidents for later review	✓ Existing cameras supported intrusion detection and programmed alarm responses
✗ Vulnerable perimeter gates	✓ Customized video detection zones around targeted entry points

DMP was a tremendous help to our sales team and our technicians on-site throughout this entire project.

Inside sales made the quote process extremely easy, and Tech Support allowed for quick fixes on the fly.

Integrating alarm, access control and video is never a simple task, but DMP's Virtual Keypad™, products and team made it very simple.



Richie Petitbon III
Business Development
Petitbon Alarm Co.

THE RESULTS

More Than an Alarm System

By integrating intrusion detection, access control and video, Petitbon Alarm Co. helped the dealership gain a more proactive approach to safeguarding its vehicle inventory.

AlarmVision's customized detection zones and programmed responses provided a way to identify potential intrusions at vulnerable entry points, while the XV-96 Gateway connected video activity directly to the alarm system. The integration of the showroom and service shop improved coordination across the property, and JamAlert added protection against potential cellular interference.

Since Petitbon Alarm Co. deployed these systems, the dealership has saved an estimated $1 million annually in inventory losses at the first location outfitted with DMP solutions. Following this success, the dealership entrusted Petitbon with upgrading its remaining 12 locations across the Washington, D.C., Maryland and Virginia (DMV) area to proactive DMP solutions, marking a significant win for both companies.

For Petitbon Alarm Co., the project highlighted the importance of having a technology partner that could provide integrated solutions and reliable support throughout the installation.

Three Ways to Buy

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