



CONNECTING YOU TO MORE

The GameChanger Cable

Go The Distance

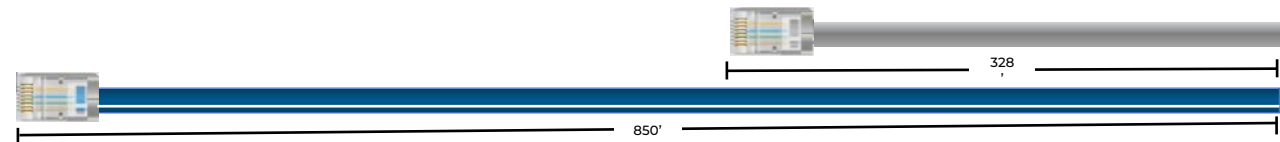
The Problem

The Standard Problem

Installing IP devices more than 328 feet away from the network requires additional (and unnecessary)

- Time
 - Hardware
 - Terminations
 - Touch Points
- Money
 - Trades
 - Extenders
 - IDFs
- Hassle
 - Points of Failure
 - Risk
 - Labor

GameChanger can be run over 2.5x the distance of a standard category cable



1 Gb/s and PoE+ over 656 feet?

That's a GameChanger

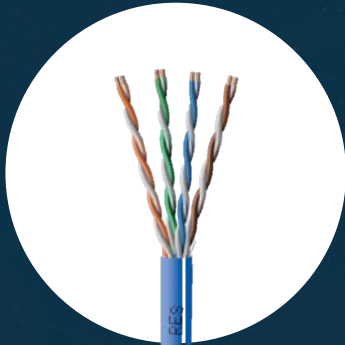
- Supports Ethernet and PoE+
 - 1 Gb/s up to 656 feet (200m)
 - 10 Mb/s up to 850 feet (259m)
- Lab Verified by UL
- Field Testing Supported by:
 - AEM
 - Fluke
 - Ideal
 - Netscout
 - Softing
 - Viavi

The GameChanger **terminates like a standard Cat6**. We recommend the ezEX44 or ezEX48 RJ 45 Connectors from Platinum Tools.



The Solution
It's a GameChanger





***Paige
Part #***

Put Up

Color

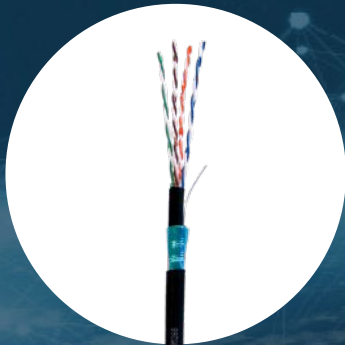
MSRP

Riser

258310333	1,000 ft Box	Yellow with a white stripe	\$429.99
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Plenum

258300310	1,000 ft Box	White	\$699.99
258300336	1,000 ft Box	Blue with a white stripe	\$699.99



Outside Plant

258330804	1,000 ft Reel	Black	\$864.99
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Outside Plant Shielded

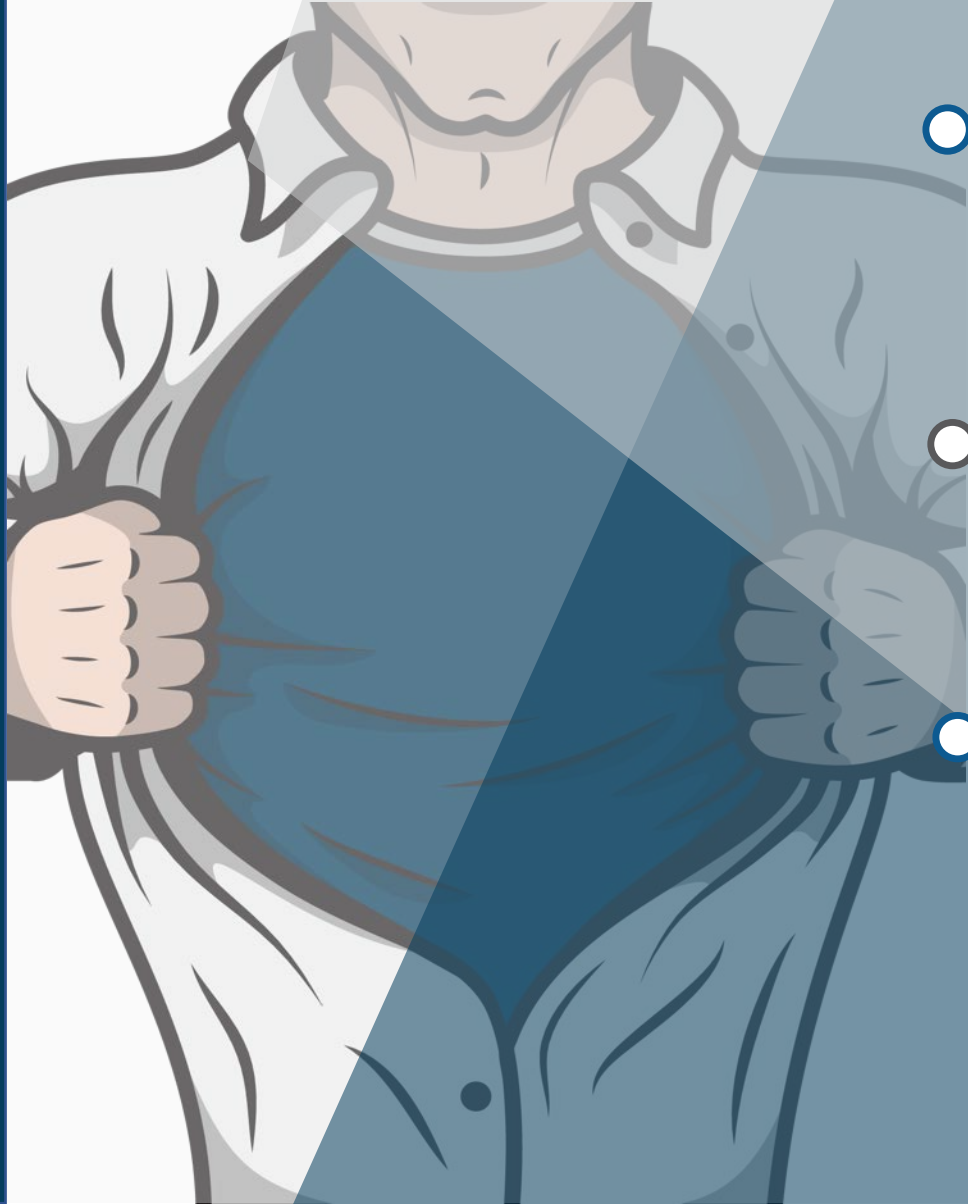
258340804	1,000 ft Reel	Black	\$1,189.99
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Hazardous Locations (Class I, Division 1)

258802404	Cut to Length	Black	\$14.95/ft
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Be A Hero



The Winning Solution for Your Customers

Recover from a blown budget

Find Money for the bells and whistles they wanted

Respond to RFP with faster, less expensive solution

The GameChanger has **won several awards** including



THIRD PARTY ANALYSIS OF GAMECHANGER SAVINGS

- April 2018
- 860,000 ft.² parking garage
- 106 cameras
- Longest cable run 850 ft.
- Highest camera stream: 20Mb/s

Pricing Analysis provided by:
Mark S. Bennett, CPP, CSC



OPTION A: GAMECHANGER

Required Hardware	MSRP Unit Price	Quantity	Extended Cost (No Labor)
GameChanger CMR	\$0.40	38,000	\$15,010.00
24-Port Surge Suppressor	\$1,1216.00	5	\$6,080.00
24-Port Patch Panel	\$243.00	5	\$1,215.00
Total			\$22,305

OPTION B: CAT 6 + PoE EXTENDERS

Required Hardware	MSRP Unit Price	Quantity	Extended Cost (No Labor)
Cat 6 CMR	\$0.14	38,000	\$5,320.00
24-Port Surge Suppressor	\$1,1216.00	5	\$6,080.00
24-Port Patch Panel	\$243.00	5	\$1,215.00
PoE Extender at Camera	\$385.00	106	\$40,810.00
16-Port PoE Extender at IDF	\$7,3000	7	\$51,100.00
Total			\$104,525.00

OPTION C: HYBRID FIBER+POWER

Required Hardware	MSRP Unit Price	Quantity	Extended Cost (No Labor)
Powered Fiber & Accessories			\$31,311.60
PoE Extender Modules	\$1,195.31	53	63,351.56
Fiber Connectivity in IDF			\$7,319.25
Power Supply in IDF			\$5,015.00
Fiber/Copper SFPs	\$93.75	106	\$9,937.50
Chassis in IDF	\$656.00	6	\$3,936.00
Media Converter in IDF	\$50.00	106	\$5,300.00
Total			\$126,570.91

BIG SAVINGS ON SMALL PROJECTS TOO!

- November 2017
- Just 3 new camera locations
- Longest cable run 850 ft.
- Saved the need for IDF, electrical power.
- Saved 4-6 weeks

“This solution saved us over \$30,000 dollars,” Canning concluded. “We needed this right away and we’re extremely happy with it. It does exactly what we were expecting and really came through for us.”

Case study

Going the extra mile with Axis.

Western Precooling Systems solves time-sensitive facility concerns with combination of Axis and partner technologies.



Organization:
Western Precooling Systems

Location:
Oxnard, California, USA

Industry segment:
Industrial/Manufacturing

Application:
Operational control, process monitoring, safety and security

Axis partners:
Paige Electric, Photo-Scan of Los Angeles, Milestone

Mission
Western Precooling Systems (WPC) had an immediate need for cameras to be installed in key entrances and parking lot locations set 850-plus feet from the closest server room. With an array of safety and operational concerns, the need for this equipment and integration was urgent for WPC, adding additional pressure to gain a speedy result.

Solution
Axis partner Photo-Scan of Los Angeles, Inc., specified a unique installation to WPC utilizing Axis network cameras carried over a GameChanger Cable from Paige Electric. This unique cable delivers high definition video, control and Power over Ethernet over the elongated distance with no latency. Cameras cover entrances, docks, machinery and storage areas to assure management that procedures are being followed and to reactively assist in any claims that arise.

Result
The solution provides a range of benefits to WPC. The installation process was five weeks faster than it would have been if an IDF had been required. By skipping the build out of a new cabinet, costs were also dramatically lower. WPC has already seen multiple instances where the video playback helped to respond to an incident, and Axis' Zipstream Technology assists WPC in retaining a very large amount of footage.

Plug-and-play success
Given the overall solution, WPC has already generated multiple successful use cases. "Having this system in place so quickly was a game-changer for WPC," Canning added. "When we unexpectedly received a false slip-and-fall complaint, it was quickly dismissed given the indisputable video evidence, another example of how the speed of deployment saved WPC real money."

Overall, PSLA was able to satisfy the requests from WPC and the outcome has been positive across the board.

"This solution saved us over \$30,000 dollars," Canning concluded. "We needed this right away and we're extremely happy with it. It does exactly what we were expecting and really came through for us."







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WHAT'S THE MAXIMUM DISTANCE THE GAMECHANGER CABLE CAN BE RUN?

...and other frequently asked questions

1 Gb/s up to 656 feet (200m)



10 Mb/s up to 850 feet (259m)



PRO TIP FOR 656 – 850' RUNS: Set the port on the switch to 10Mb/s. Avoiding auto-negotiate will force a reliable connection.

Delivers
1 Gbps performance
and PoE+
over 200 meters





Yes, GameChanger handles all Ethernet traffic the same. So whether you're transmitting voice, video or data for applications like IP Video, Access Points, VoIP, Digital Signage, Speakers or anything else, you can always **Go The Distance!**

DOES GAMECHANGER WORK FOR MORE THAN JUST VIDEO?

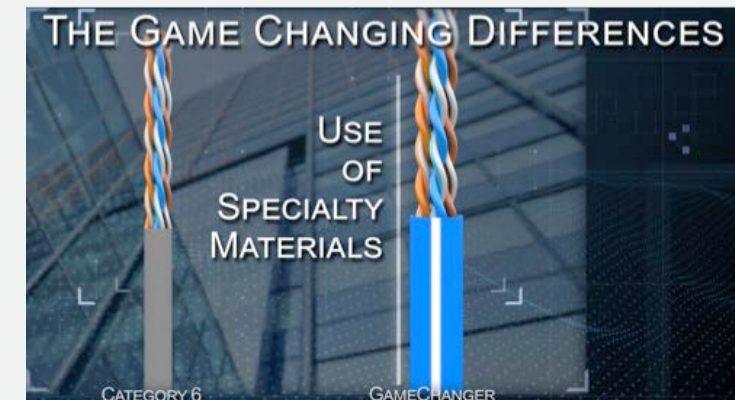
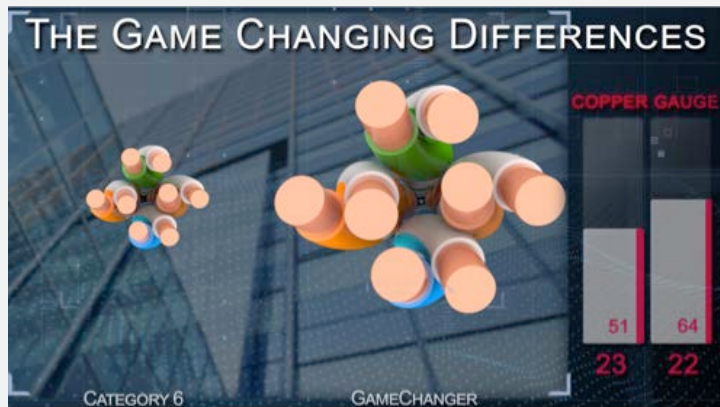
...and other frequently asked questions

WHAT'S THE DIFFERENCE BETWEEN GAMECHANGER AND A STANDARD CAT 6?

...and other frequently asked questions



We've increased the gauge size to **22 AWG** (20% more than Cat 6)



"This solution saved us over \$30,000 dollars...It does exactly what we were expecting and really came through for us!"

*Van Canning, IT Director
Western Precooling Systems*

"The GameChanger is the difference between finishing a job today or not, and for a business that's driven by job completion - it's a really big deal!"

*Mat Spears, Senior Field Sales Engineer,
Stanley Security*



6 out of the 8 largest integrators from the SDM Top 100

Airports, Train Stations, Retailers, Banks, Parking Garages, Warehouses, Casinos, Amusement Parks, Malls, etc. And of course **your colleagues around the country!**

WHO'S HAVING SUCCESS WITH THE GAMECHANGER TODAY?

...and other frequently asked questions

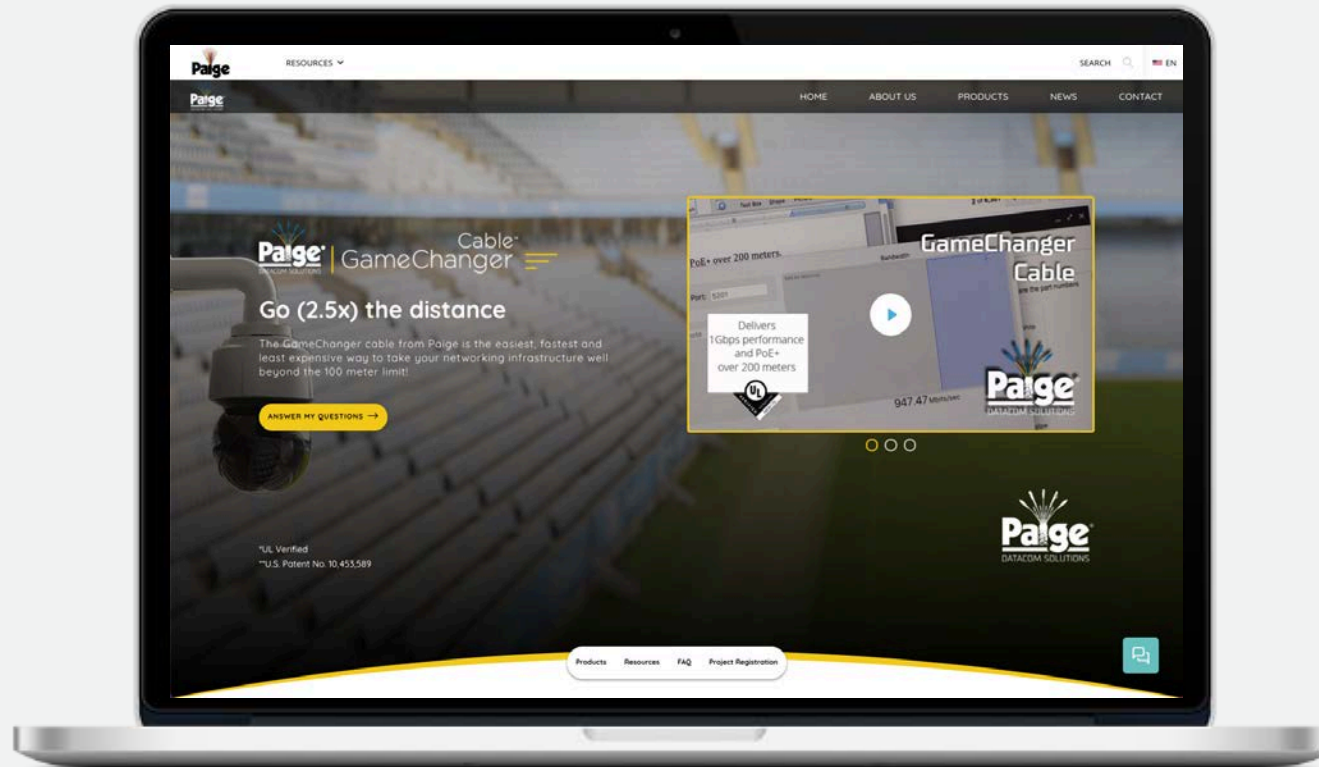


For More Information

www.paigedatacom.com/gamechanger



Live Chat with any questions at
www.paigedatacom.com



Spec Sheets



Flyers



Case Studies



White Papers



Blog Posts



Videos



Live Chat

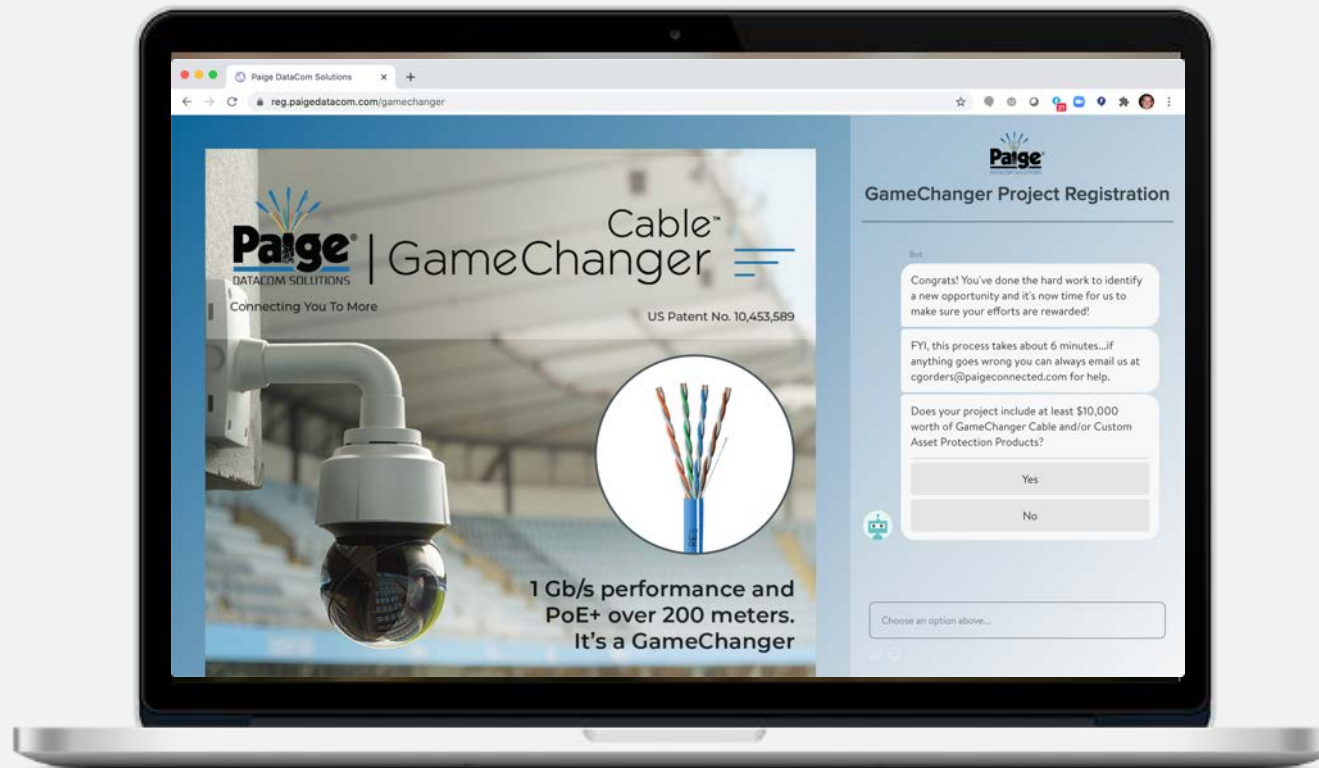


More FAQ



You've earned an advantage...

<https://reg.paigedatacom.com/gamechanger>



Takes ~5 min

Register Strategic Projects

- Receive a 5% rebate via ship & debit for all qualifying projects
- Must be \$10,000 (at your price) worth of GameChanger and/or Custom AP products.
- Officially registered when you receive quote via email (usually within 48 hours)
- Link can also be found at end of GameChanger FAQ section



Paige® | Custom AP 

Asset Protection Products

CONNECTING YOU TO MORE

The Problem

Protecting Outdoor Assets

Businesses that keep assets outdoors are subject to greater loss and securing these assets is problematic

- Not part of monitored security system
 - Chained Up
 - Moved between indoors / outdoors
- Secured but part of the problem
 - Expensive / Complicated
 - False alarms
 - Bypassed zones

“When we did the math, we realized that \$30,000 per store was needed each year to protect from this type of theft.”

– Eddie Foley, VP Loss Prevention, Tractor Supply

Custom Asset Protection

Custom. Simple. Flexible.

- Designed to be EASY
 - Low cost adoption
 - Low tech setup and use
 - Scalable
 - Works with any burglar alarm or access control system
- Proven Track Record
 - Field proven at thousands of sites over 15 years
 - R&D in conjunction with the Loss Prevention Research Council



PERIMAGUARD
AP CABLE

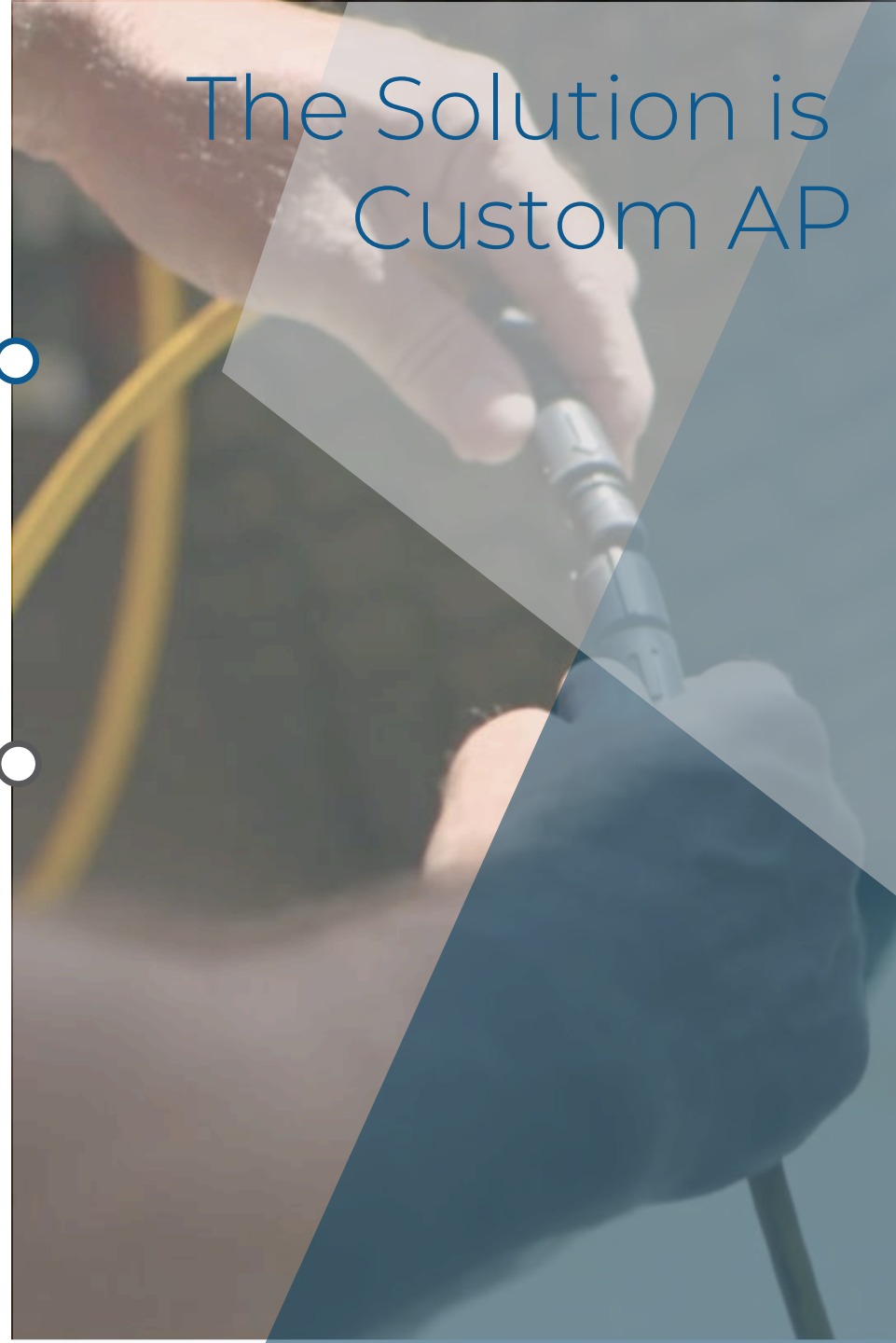


PERIMAGUARD
WIRELESS AP CABLE



PERIMAGUARD
AP LOOP

The Solution is
Custom AP





*Paige
Part #*

MSRP

Perimanguard™ Asset Protection Cable

259021607

\$74.99

Perimanguard™ Asset Protection Cable 5-Pack

259031607

\$299.99

Perimanguard™ Wireless Asset Protection Cable

259041607

\$314.99

Perimanguard™ Cold Weather Kit

259051604

\$29.99

Perimanguard™ Asset Protection Loop

259011606

\$89.99

Be A Problem Solver



Create New Opportunities To Solve Old Problems

Create new benefits for existing Burglar Alarm or Access Control Systems

Help reduce service calls

Provide a solution to today's acute problems

Custom AP Products from Paige have been awarded several US Patents



US Patent # 10,608,396

US Patent # 9,595,176

US Patent # 9,640,051

SAVING \$45,000,000 A YEAR WITH BUCKSAVER



[Click here to watch the video case study](#)

SAVINGS THAT ADD UP!

- Calculated in 2016
- Based on 1,500 store locations.



EMPLOYEE
TIME



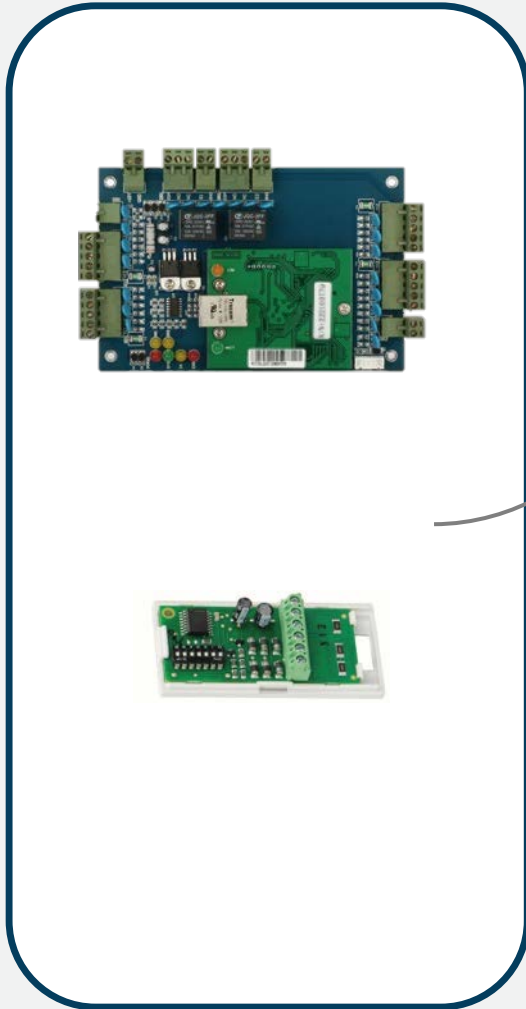
DISCOUNTS
FOR DAMAGE



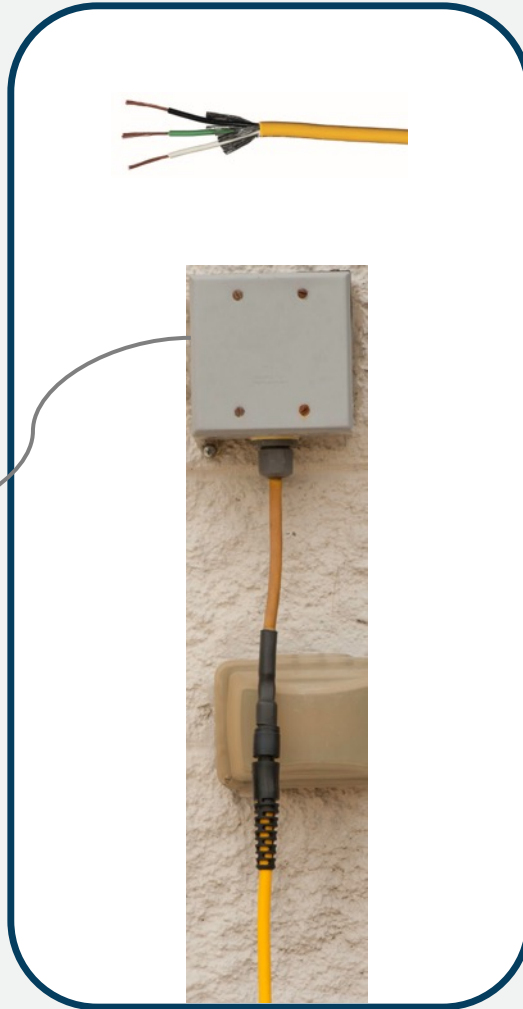
LOSS

FREQUENTLY ASKED QUESTIONS

HOW ARE PERIMAGUARD CABLES INSTALLED?



DRY CONTACT RELAY
AT BURG OR ACCESS
CONTROL PANEL



SPLICE 22/4
TO PERIMAGUARD



RUN DAISY CHAINED
BUCKSAVER CABLES
THROUGH OUTDOOR ASSETS



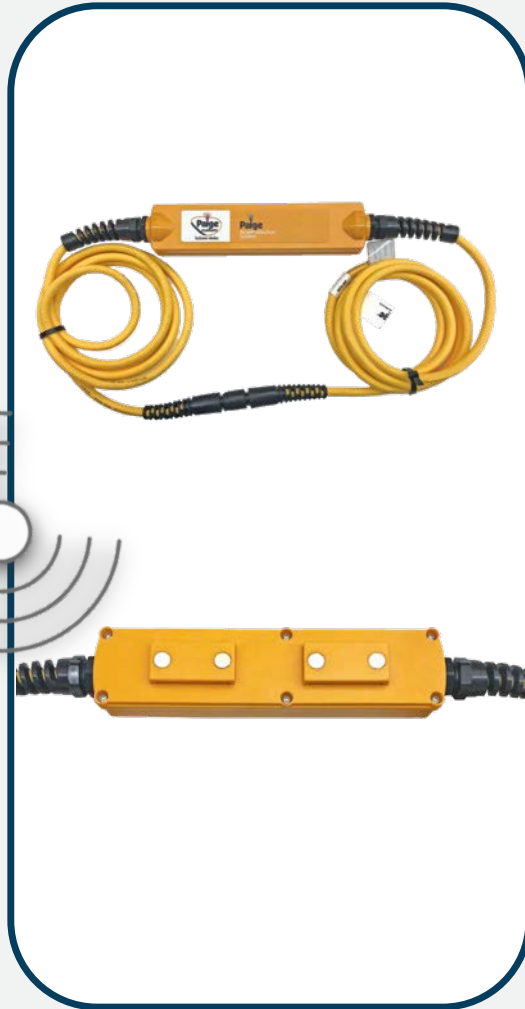
FINISH BY SPLICING
AN EOL RESISTOR

FREQUENTLY ASKED QUESTIONS

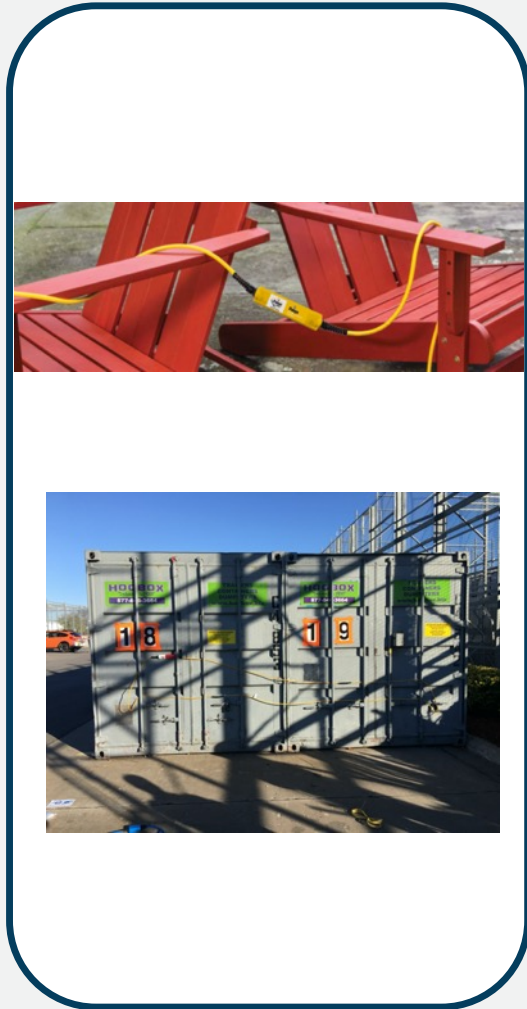
HOW ARE **WIRELESS PERIMAGUARD** SYSTEMS INSTALLED?



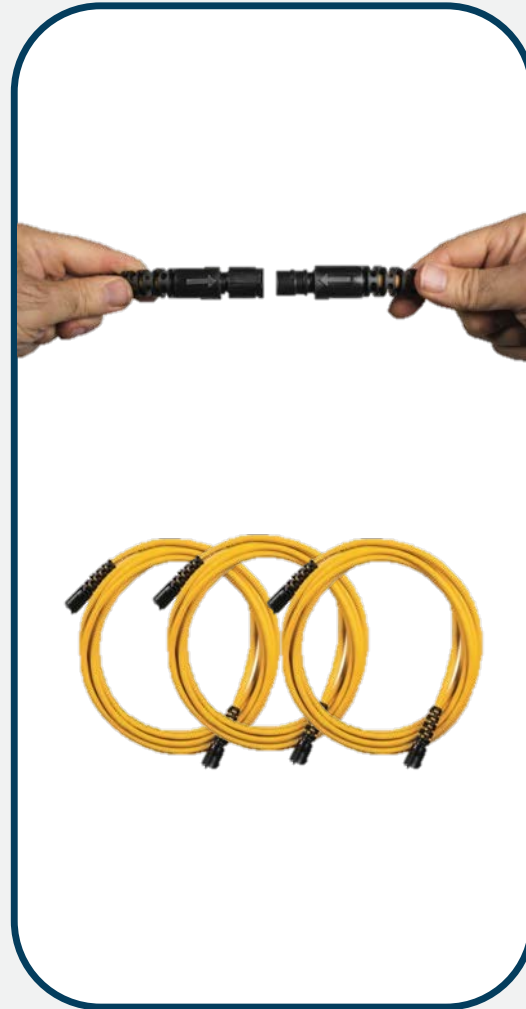
INNOVONICS RECEIVER
(OR NATIVELY FROM PANEL)



WIRELESS RANGE
850-2,000 FEET BASED
ON CONDITIONS



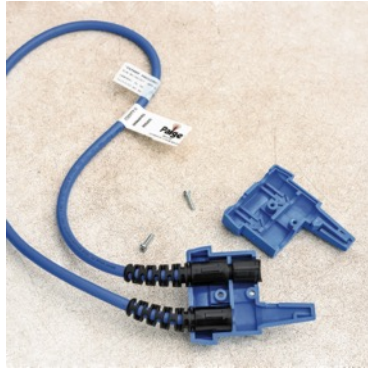
ATTACH VIA CABLE, MAGNETS
OR "BELT LOOPS"



ADD UP TO
16 PERIMAGUARD CABLES
TO MAKE LARGER LOOPS

FREQUENTLY ASKED QUESTIONS

HOW ARE PERIMAGUARD LOOPS INSTALLED?



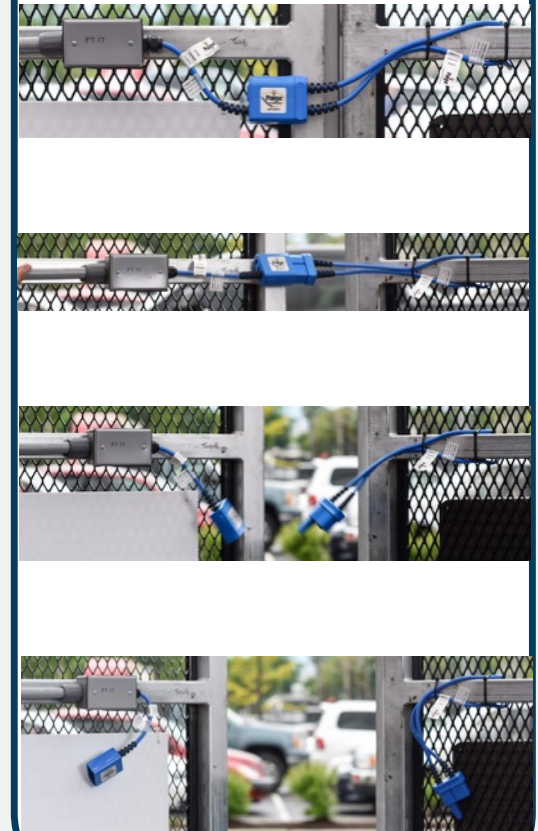
MALE END OPENS AND
SECURES AROUND POST



EOL RESISTOR
ADDED AS CLOSE TO
GATE AS POSSIBLE



VISIBLE, RUGGED, IMMUNE
FROM FALSE ALARMS



PULLS APART
WITHOUT BREAKING

FREQUENTLY ASKED QUESTIONS

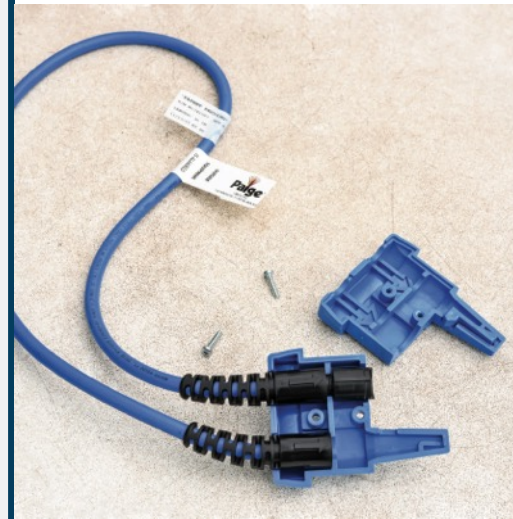
WHAT ELSE CAN THESE PROTECT? CREATIVE USES FOR PERIMAGUARD LOOPS.



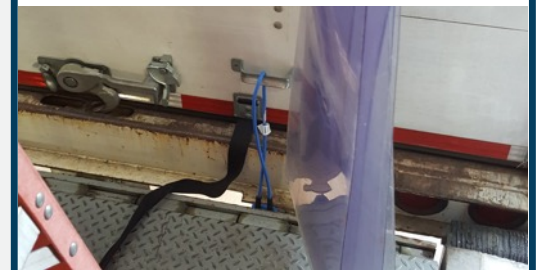
SPLICE FROM 22/4 TO GATE
SYSTEM WHIP



FIXED (FEMALE) SIDE
MOUNTED BELOW BUMPER
AT LOADING DOCK



MALE (LOOP) OPENS FOR
TEMPORARY USE ON TRUCKS



IF DOOR OPENS OR TRUCK
PULLS AWAY – SYSTEM
ALARMS



WHO TO TARGET

RETAILERS

- Especially those who merchandise in front of their stores
- Also those who temporarily keep inventory in storage containers in parking lot



COMMERCIAL / INDUSTRIAL

- Wherever gates need protecting
- Not just outdoors!



DISTRIBUTION CENTERS

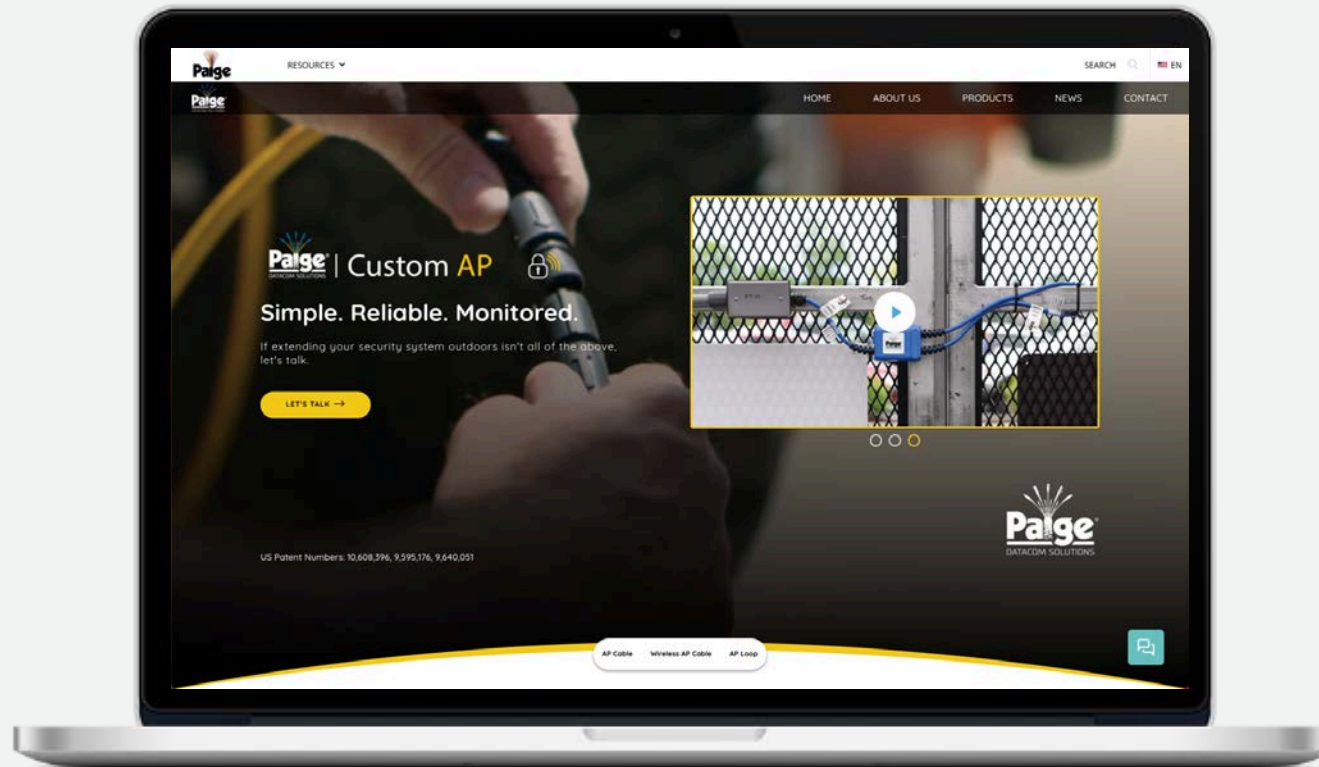
- Loading docks at distribution centers and warehouses





For More Information

<https://www.paigedatacom.com/custom-ap>



Spec Sheets



Flyers



Case Studies



White Papers



Blog Posts



Videos



Live Chat



More FAQ