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 Georgia
 Nation
 Opinion
 Obituaries
 Weather
 World
 Sports
 Entertainment
 Community
 Classifieds

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Home > News > Business > Story

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They do surveillance quite well

By **GREGORY RICHARDS**
The Times-Union



Jignesh Patel, the manager of technology research for Duos Technologies, works on a program that will operate 160 hospital surveillance cameras from a single touch screen control panel at the company's Southpoint offices.
 BOB SELF/The Times-Union

They've developed systems to operate drawbridges from miles away, instead of having workers man the structure 24 hours a day, seven days a week.

They've created sophisticated video surveillance systems for high-threat installations like railroad tunnels and airport terminals.

And they've set up automation systems to remotely monitor ash recycling plants in Asia from their Southside headquarters.

By capitalizing on its expertise in information technology, digital video and process controls, Duos Technologies believes it can grow revenues to \$10 million this year, up from \$3.2 million in 2003, when Duos spun-off from an environmental company.

Providing "intelligent" security solutions is the fastest growing part of the firm's business, comprising 50-60 percent of revenues, said Gianni Arcaini, Duos' chairman and CEO. Industrial automation, including the bridge and factory monitoring systems, makes up the bulk of the rest.

The company's first big surveillance project was to develop a monitoring system for CSX's Virginia Avenue tunnel in Washington, D.C., just a few blocks away from the Washington Monument. After Sept. 11, the tunnel was judged to be a great security risk.

Duos was brought in to try a high-technology solution. It responded with a system that includes 12 video cameras and sensors monitoring motion and temperature. Should an intruder approach the center, members of Jacksonville-based CSX's police force would be alerted at its Westside monitoring center.

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Skip Elliott, CSX's vice president of public safety and environment, said Duos excels at devising innovative solutions to meet the needs of CSX, the country's third biggest railroad.



Arcaini

"They come back with creative, cost-effective solutions and their work typically is done on time," he said. "They are very patient when we decide at the last minute we want to make some tweaks -- they are very accommodating that way.

"They've been a trusted consultant to us," he said.

Duos is now working to extend the Virginia Avenue security zone as part of what's called the D.C. Corridor project. Working with CSX, the company has developed a \$10 million system including 102 video cameras that will line a 4.5 mile route adjacent to the Virginia tunnel to create a "virtual security fence," Arcaini said.

There have been other state-of-the-art projects too, including a "video flashlight" system that is about to be put into service at Jacksonville International Airport's Concourse A. In the pilot project funded by a \$1.4 million Transportation Security Administration grant, Duos has installed 87 cameras throughout the concourse to monitor every flier's movements, no matter where they go (except for the bathrooms and the Delta Crown Room.) So, for example, if TSA officers need to find someone who passed through security 10 minutes before, they can rewind the video and track that person's movements.

In the next five years, Arcaini said he expects the privately-held company to have at least \$50 million in revenue.

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