Case Study:

Green Mountain Power Converts Existing Security Systems to eFusion

Green Mountain Power (GMP), is a local electricity utility in the state of Vermont focused on providing its customers with a balance of the most reliable, affordable, smart, and clean electricity.

This desire for balance is the guiding principle in all that they do, always with a focus on the future. Green Mountain Power has been called the best small utility in America.

The Challenge

This was a classic case of why an open architecture controller is important to end users.

Green Mountain Power operated two different facilities with two different security systems, one a competitor's, the other, Maxxess. The company wanted to switch to one common system and still retain as much of the existing hardware infrastructure as possible. After comparing the performance history and the benefits of both systems, Green Mountain Power chose Maxxess for its corporate security solution.

Maxxess provided Green Mountain Power with a simple, yet efficient way to meet their requirements. With the Maxxess solution, Green Mountain Power did not need to replace or re-structure any cabling of their current hardware topology. Maxxess and its partner conducted an extensive research of their two systems to uncover these findings.

The eFusion Solution

During the competitive proposal phase, Maxxess suggested the conversion of the competitor's site using the Maxxess eFusion software, its award-winning universal security management platform. eFusion already supported all of the existing Mercury-based controller boards, a valuable time and cost-saving benefit for the client. Our competitor had advised Green Mountain Power that one of their boards would most likely need to be replaced. The Maxxess installation with eFusion allowed the utility to maintain all current intelligent panels, and required no new hardware or changes to replace the competitor's head end software.

Additionally, Maxxess kept the competitor's software running at all 26 locations across the two main sites, during the conversion process, which included importing the competitor's database to eFusion.

Going forward, Green Mountain Power has an effective open architecture security system and, because of eFusion, they have many more hardware options than were previously available to them.