As a global leader in multifamily rental housing, Greystar develops apartment complexes that offer a rich living environment with modern amenities, convenience, and security. Attracting residents by differentiating themselves is the top priority in a highly competitive multifamily market. The Exo Reston property is the latest example of Greystar’s commitment to providing residents with innovative services that enhance their living experience. When considering the company to engage for their sleek, modern and eco-friendly Exo Reston project, CTSI was the right fit.

**Challenge**

**Highlights**

- Seamless integration of **Audiovisual Systems** into architecturally challenging spaces
- Robust **Wi-Fi System** delivering reliable, fast, and secure access to residents and staff
- **Access Control System** securing building entry points and amenity spaces
- State of the art **Video Surveillance System** providing complete coverage
- Cutting edge **Visitor Entry System** allowing for simple directory scrolling and HD video communication

**Solutions**

CTSI designed the Audiovisual systems to align with the overall ethos of the modern Exo project. The AV systems comprised of intuitive touch panels providing residents and staff the ability to customize the AV experience according to their preferences. CTSI Network Engineers designed and implemented a Wi-Fi system with a mobile-first approach delivering simple and secure access to residents and visitors. Additionally, CTSI specified a free-standing Visitor Entry kiosk utilizing high-end touch technology for scrolling the tenant directory and a built-in web camera for video communication to the suite.

With security in mind, CTSI delivered an access control system offering reliable tenant entry while securing the facility’s perimeter and interior spaces from unregistered guests. The video surveillance system includes a professionally designed camera layout with optimal coverage.

During the design-build process, CTSI worked closely with Greystar and the general contractor to determine requirements, develop engineering documentation for quick coordination in the field, and implement the technology solutions on time and under budget.

“One of the reasons that I prefer to work with CTSI is that they are so responsive. They are quick to get things done, and I don't need to send them reminders about the work. We came up against some complex issues that required attention, and they researched the issues, came up with solutions and handled them. What really impresses me about everyone at CTSI is that they truly care.”

- Lindsay Davisson McKenna, Exo Property Manager
Implementation & Professional Services

CTSI coordinated the installation of each system, from the cabling backbone infrastructure to the IT network of wireless access points, including early stage placement of equipment. CTSI also worked as a guide for other contractors including project managers, technicians, electricians, engineers, salespersons, and service providers like Comcast and Verizon. CTSI also connected teams with manufacturers for future software upgrades, maintenance, and programming support.

“We developed and shared checklists and coordinated the work with the general contractor to ensure that all systems were able to simultaneously get online,” said CTSI Project Manager, Scott Corbett. Once the building construction was completed, CTSI provided detailed in-person training, as well as remote and video support for the property manager and staff.

“There were so many different pieces that needed to come together for a project of this scope,” said Corbett. “We kept to the schedule and worked within budget. Greystar trusted us to see the big picture, and that was key to completing the project successfully.”

Using the design-build method, CTSI was able to offer the client total accountability and continuity between systems, while maintaining budget and project timelines.
System Highlights

### Audiovisual
- Immersive Audiovisual Systems
- Touch panels with intuitive control
- Ability to host meetings in professional conferencing spaces
- Bright, thin, commercial grade displays and low profile speakers

### WiFi
- Mobile-first approach
- High bandwidth for simultaneous use of multiple devices
- Reliable & Fast

### Access Control & Video Surveillance
- Easy to manage guest access
- End-to-end security
- Resident parking control system with long range RFID readers
- CCTV system with optimal coverage
- Record and store video for incident reporting & conflict resolution

### Visitor Entry
- Touch screen directory with easy resident lookup functionality
- Built-in HD camera for video communication with resident units
Our Services

CTS I provides high-impact communications solutions that enable people to consolidate information and collaborate effectively. We design, install and implement customized turnkey solutions using innovative, high-performance technologies, and our dedicated professionals provide complete customer care. From boardrooms and hospitals, to classrooms and command centers, CTSI solutions engage, inspire and deliver.

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