

From a whiteboard vision to a unified security reality



When Gresham-Barlow School District embarked on a district-wide bond project, they believed they were investing in the future of school security. New cameras were installed. Access control was upgraded. Millions of dollars were invested in modern technology.

On paper, everything looked complete. In reality, something was missing.

The systems worked independently but they didn't work together. Video couldn't communicate with access control. Alarm notifications lacked the context needed for quick decisions. Security personnel were forced to jump between multiple platforms during critical incidents, losing valuable time when every second mattered.

Rather than walking away after the project was complete, Convergent leaned in.

Through weekly meetings and ongoing conversations, the team focused less on the products that had been installed and more on the outcomes the district was trying to achieve. Those discussions often centered around a whiteboard in Security Director Mike Melton's office—a running list of everything he wished his security system could do.

As Convergent Account Executive Sophia Woods looked at that whiteboard, it became clear that the district's vision extended far beyond the technology they had originally procured.

Instead of selling another product, Convergent helped redesign the path forward.

GBSD at a glance

- **Location:** Gresham, Oregon
- **Schools:** 21 public schools, including elementary, K-8, middle, high, and charter schools.
- **Students served:** Approximately 12,000 students across the district.
- **Staff:** More than 2,000 employees

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"We've built a system that will outlast us—one that future leaders can continue to build on."

— Mike Melton



More than technology. A complete solution.

Working alongside Genetec, the team recommended a unified security platform that would bring video surveillance, access control, alarms, mapping, and emergency response into a single interface. Because the district had invested heavily in non-proprietary infrastructure, much of their existing hardware could remain in place, protecting their original investment while enabling a more intelligent solution.

There was only one challenge: The bond funding had been exhausted.

Rather than allowing budget limitations to stop progress, Convergent introduced another solution: **grants.**

Leveraging Convergent's Grants & Funding team, the district successfully applied for a COPS grant that funded the implementation of the unified Genetec platform making a solution that once seemed unattainable a reality.

Today, the difference is measured in far more than technology.

Safer schools through unification

When an alarm is triggered, operators immediately see the associated camera and door instead of searching through multiple systems.

Principals, administrators, and security personnel all work from the same intuitive platform. Mobile access allows staff to assess incidents in seconds—even in the middle of the night—without racing to a computer.

Most importantly, the district has confidence that their systems are working together to help protect more than 12,000 students and 2,000 staff members across more than 20 schools.

Erasing every obstacle

Looking back, Mike Melton remembers the whiteboard that once held a long list of unmet goals.

One by one, every item was erased. "That board went completely white by the time we were done."

For Convergent, that's what partnership looks like.

It's not about installing equipment. It's about listening first, understanding the mission, uncovering what's possible, finding creative ways to fund it, and delivering outcomes that continue to serve the community for years to come.

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