



## ON HEALTH CARE / TECH BY JUSTIN DAWES

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### CLOSER LOOK

# Heat check: Thermal scans fuel company's growth

Shepherd Communication & Security designed new body temperature readers in response to the Covid-19 pandemic, spurring growth for the company in multiple areas last year.

The Colonie safety and security solutions company created a thermal imaging system that can detect elevated body temperatures and flag an individual for additional tests. Businesses can use the system's options to screen employees or visitors before allowing them to enter a building.

The company worked with a number of manufacturers to design the products in response to what some organizations, including the Albany International Airport, said they needed, according to Shepherd managing partner Richard Ruzzo.

Several institutions in the Capital Region already have a Shepherd system installed, including Hudson Valley Community College, SUNY Polytechnic Institute, the Burnt Hills-Ballston Lake School District, Greene County government buildings, WMHT and



DONNA ABBOTT-VLAHOS / ABR

*Shepherd Communication & Security managing partner Richard Ruzzo, left, and managing member Robert Guillerault show imaging device options.*

AAA Hudson Valley, with more to come, including the Albany Capital Center.

Shepherd received fewer of its regular orders last year, but growth from

the new service offset the slower pace.

The company generated nearly \$500,000 in new revenue last year solely from the imaging systems business, and expects to generate at least

\$750,000 from the product this year. The company has also added more than two dozen new clients.

There are a couple of system options available for sale or lease.

The larger device, assembled as a cart, can pick out individuals' elevated body temperatures from large groups of passersby and it's capable of scanning five to eight people per second. It's ideal for convention centers or other public spaces. The purchase price is \$18,000.

There's also a smaller system meant to screen individuals. In addition to screening body temperatures, this system can also identify whether a person is wearing a mask and can ask Covid-related screening questions. It includes the ability to connect to a door lock control. The purchase price for this device is \$4,500.

Shepherd has added seven new employees, totaling 18 employees in Albany. The company has 38 total employees in Albany, Utica and Canastota.