


# March Networks Corporate Overview

HAMILTON SECURITY

2023





March Networks is a global leader in video surveillance and video-based business intelligence applications for the financial, retail and transit markets



Founded in 2000. Headquartered in Ottawa, Canada with offices worldwide.  
Acquired by Delta, December 2021.

# Significant Presence and Industry Experience



#1

hardware NVR  
supplier in the  
Americas, and top  
10 globally\*



#1

supplier of video  
surveillance  
equipment to  
banks in the  
Americas




Supplier to the  
**WORLD'S  
LARGEST**  
video  
installation



More than  
**206,000**  
video surveillance  
systems sold

\* Source: IHS Markit, Video Surveillance Intelligence Service

# Strategic Growth and Evolution

2004	2005	2006/07	2008	2009/10	2011	2012/13	2014/15	2016
<b>PRODUCTS</b>  <i>Enterprise NVR Systems</i>				 <p>End-to-End IP Video Management Solutions</p>	 <p>Enhanced VMS and Edge Portfolio</p>	 <p>Enterprise Hybrid NVR Platform</p>	 <p>Business Intelligence Software</p>	 <p>Video and Business Data Integrations</p>
<b>MARKETS</b>  <p>Banking</p>	 <p>Retail</p>	 <p>Transportation Bus/Light Rail</p>	 <p>Commercial</p>	 <p>Education</p>	 <p>Critical Infrastructure</p>	 <p>QSR Retail</p>	 <p>Retail / Banking / Transit</p>	 <p>Retail Segments</p>
<b>HIGHLIGHTS</b> Introduction of 4000 Series NVRs	Walmart win  IPO  Expansion into Latin America	Introduction of mobile DVR  Wabtec and Bombardier partnerships  Trax acquisition  Woolworths Ltd.	Acquisition of CIEFFE and new offices in Italy  Expansion into Europe  Burj Al Arab	Introduction of Command VMS and IP cameras  New offices in Middle East and Australia  Managed Services	Dunkin Brands  ScanSource Security distribution agreement  Christchurch International Airport	Acquired by Infinova to become top 10 global provider  Expanded access to Asian markets  GURU Smartphone App	Searchlight software for banking / retail  RideSafe GT Series and Command for Transit launched  New Singapore office	RFID data integration with Zebra Technologies  Speedline POS integration for pizza QSRs  Company of the Year winner

# Strategic Growth and Evolution

2017-2021

## PRODUCTS



Integrated, All-IP Transit Solution



Tribrid Video Recording Solution



Convenient Mobile App



Specialty ATM Cameras



Cloud-monitoring services



AI-powered IP cameras



AI-enabled recorders



High-capacity VMS on Linux OS

## MARKETS



Bus & Light Rail



QSR / Fast Casual Retail



C-Stores



Cannabis

## OTHER HIGHLIGHTS

**Intelligent Data Integrations**  
FLIR Brickstream 3D analytics  
Vaxtor LPR

**Awards & Recognition**  
Best New Product 2017, LP and Article Surveillance, SIA

**Intelligent Data Integrations**  
Cova POS integration, Zebra Data Services, Duddle integration

**Awards & Recognition**  
Best Performance Sales, Best Ottawa Business Awards 2019

# March Networks Acquired by Delta in 2021

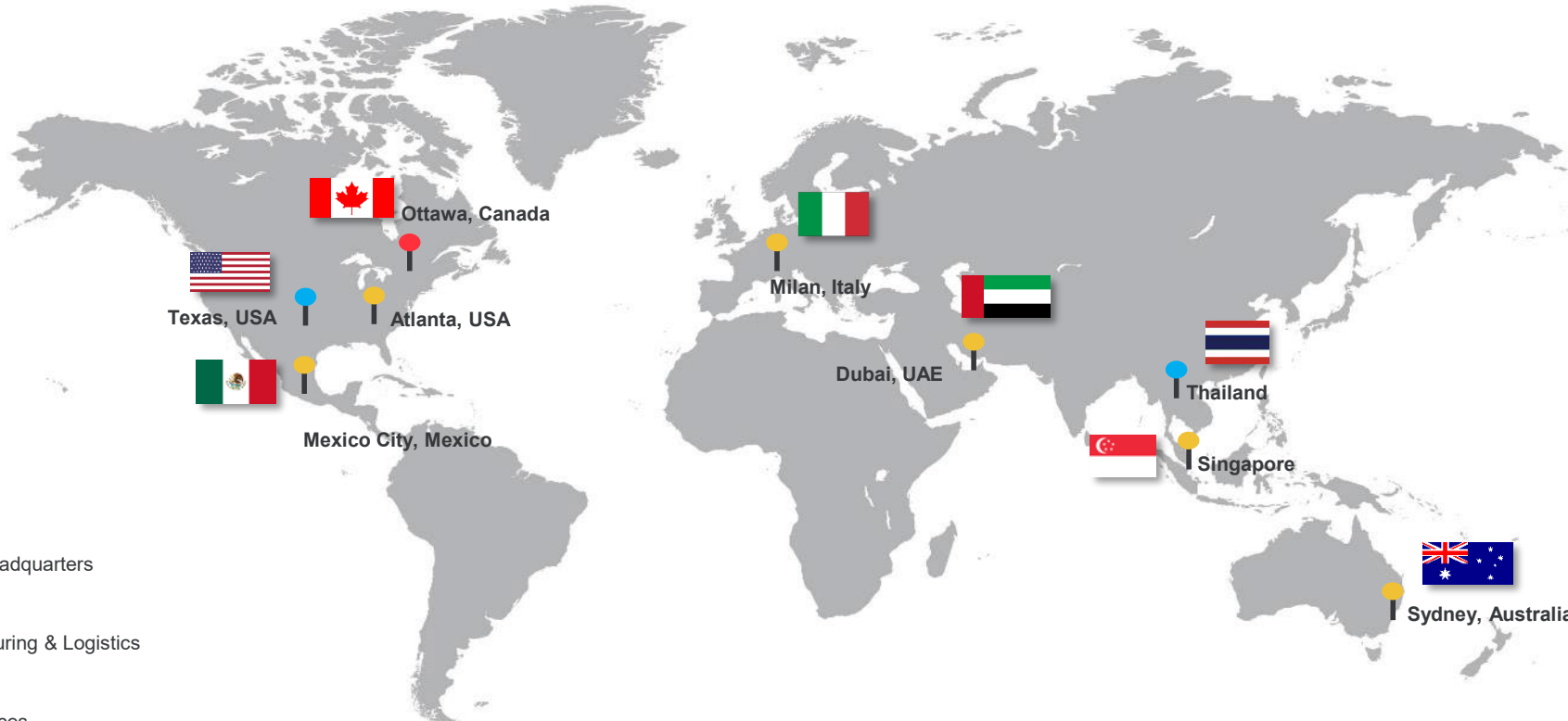
Accelerate growth and fast-track transition to cloud video surveillance



- Delta is a \$10 billion USD global company with 83,000 employees worldwide
- Business focus includes energy-saving systems and solutions in building automation, industrial automation and data center infrastructure
- More than 69 R&D centers and 37 global manufacturing plants around the world
- March Networks to operate independently and grow its cloud video surveillance-as-a-service (VSaaS) products



*Founded in 1971, Delta has close to 200 locations worldwide.*

# Global Capability with Customers in 70+ Countries

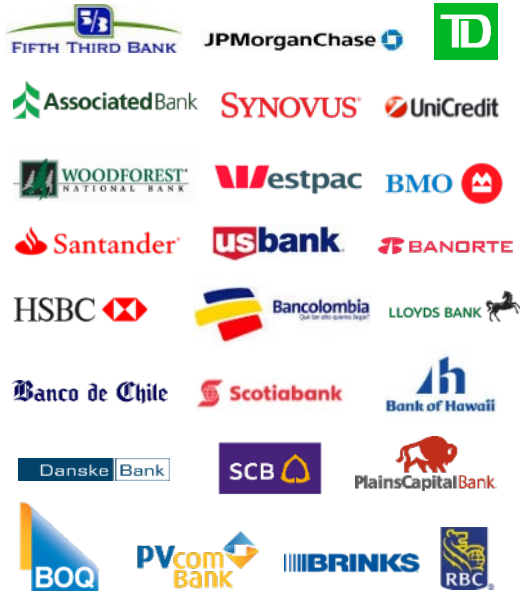


-  Global Headquarters
-  Manufacturing & Logistics
-  Other Offices

# Extensive Customer Relationships

Including many Global Fortune 500 companies

## Financial



## Retail



## Transportation





# Extensive Customer Relationships

Including critical infrastructure, school and healthcare campus deployments

## Commercial / Industrial



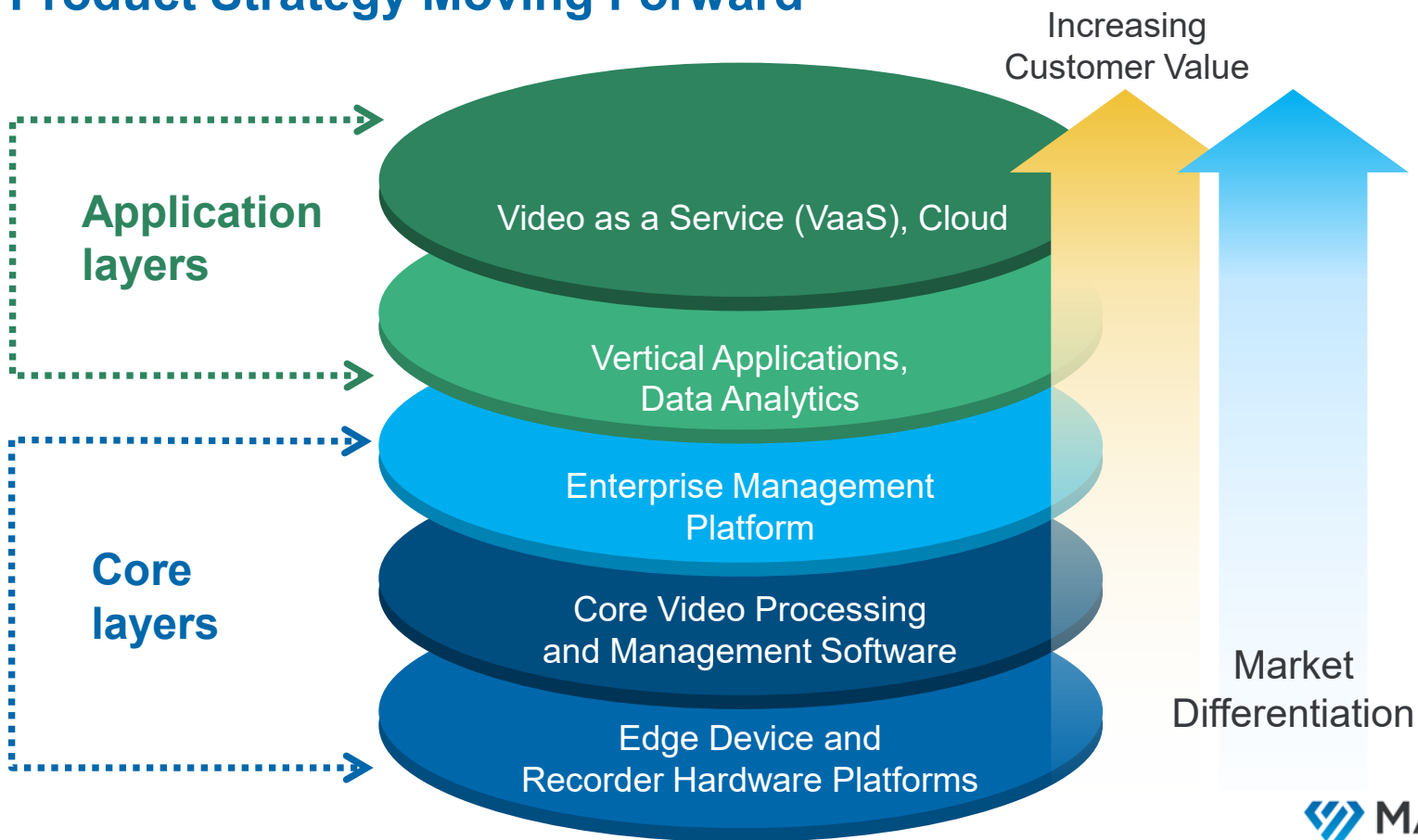
## Government



## Education & Healthcare



# Product Strategy Moving Forward



# Experienced Senior Management Team



**Peter Strom**

President & Chief Executive Officer

[Read bio](#)



**Net Payne**

Chief Sales &  
Marketing Officer

[Read bio](#)



**Laurie Bochert**

Chief Financial Officer

[Read bio](#)



**Jeff Range**

VP, Operations,  
IT & Prof. Services

[Read bio](#)



**Christine Maher**

General Counsel &  
Corporate Secretary

[Read bio](#)



**Dan Cremins**

Senior Director,  
Business Integration &  
Optimization

[Read bio](#)



**Jeff Corral**

Vice President,  
Product Management

[Read bio](#)

# Why Customers and Partners Choose March Networks

- Proven, end-to-end video solutions for the world's most demanding customers
- Industry's most reliable, secure and serviceable products
- Video-based business intelligence software to improve performance and profitability
- Tribrid, hybrid and all-IP recording platforms for flexible, cost-effective video recording
- Enterprise-class management capabilities to drive customer ROI
- Pragmatic innovation that addresses customers' real-world problems
- Superior field and technical support
- Strategic distribution enables our partners to provide a differentiated product offering and maximize profits



# Focus on Key, High-Growth Markets

# Recognized Leader in Banking

Intelligent video solutions that:

- Reduce losses from fraud and theft
- Reduce investigation times and costs
- Improve customer service, branch performance and marketing
- Enhance security

Ranked #1  
provider of video  
surveillance  
systems to banks  
in the Americas

Source: IMS Research, now  
IHS Markit

# Bank



## Customers Include 600+ Financial Institutions

“We get compliments constantly from local law enforcement and the FBI on the quality of our images, not to mention the speed in which we provide them.”



“[Searchlight for Banking is] a huge plus for us. Our executive management team can see the benefits of the video solution, and the future possibilities for this data.”

“We’re pleased with our March Networks video surveillance system. It performs immaculately and it’s easy to use.”

The logo for Danske Bank, consisting of the word 'Danske' in white on a dark blue background, followed by 'Bank' in white on a white background with a thin blue border.

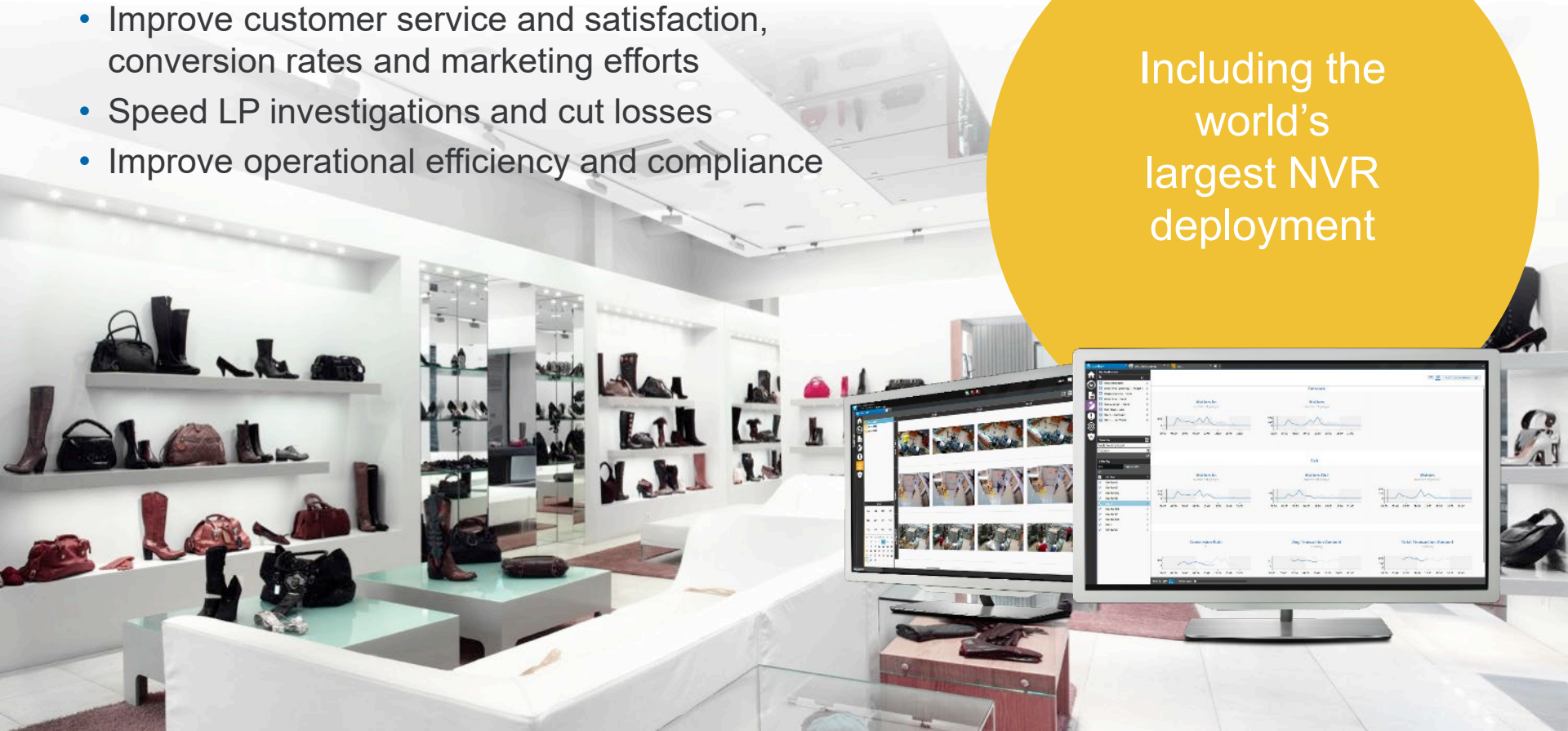


“We have exposure to three video surveillance systems and the March Networks solution is the leading performer of the three for usability, retention and quality.”

# Comprehensive Retail Solutions

- Improve customer service and satisfaction, conversion rates and marketing efforts
- Speed LP investigations and cut losses
- Improve operational efficiency and compliance

Including the  
world's  
largest NVR  
deployment





## Customers Include 300+ Retail Brands

“What would take an hour...takes me just a minute or two to access with Searchlight. We’re saving literally hours a day.”



“I would describe March Networks’ solutions as the only way to go if you’re trying to implement loss prevention with today’s technology and truly make a difference in your stores.”

“March Networks Operations Audit brings awareness to something that impacts directly on sales and motivates the store managers to get it right.”



“Our average case value has gone from \$1,000 all the way down to less than \$100... our asset protection team now spends about 80 to 90% of their time using the system to keep an eye on what’s happening in our stores.”

# Powerful Transportation Solutions

- Get comprehensive onboard and wayside oversight
- Transition from analog to IP video cost-effectively
- Save time and cost with rapid, high-speed wireless video and data extraction
- Find evidence quickly with integrated video and CAD/AVL metadata searches
- Reduced service and maintenance costs

Manage all fleet and wayside video assets with a single enterprise management software solution



# 33,000+ Buses, Trains and Subways Equipped Worldwide

CDTA has seen an 80-90% decrease in liability claim payouts since deploying a March Networks solution.



“Based on performance and value, we went with March Networks.”



“The images from this surveillance video are breathtakingly clear, capturing a crime that takes your breath away.”



“March Networks has served us well.”

## Easy to Use and Manage Education Solutions

- Deter theft and vandalism and recoup costs
- Gain better emergency response with secure, real-time video access
- Save time and costs with centralized video management and support for IP video and analog cameras on the same hybrid NVR platform

Security and  
peace-of-mind for  
K-12 school districts,  
colleges and  
universities



# Helping Safeguard Students, Staff and Assets

“Whenever we go into a school to replace an old analog system, we like to show the principals the kind of video they’re going to get and they are completely blown away.”



*"Making a Positive Difference"*

“March Networks doesn’t charge an annual licensing fee (with their NVRs), which was huge, especially for a school district with a fixed budget.”



## GENTRY PUBLIC SCHOOLS

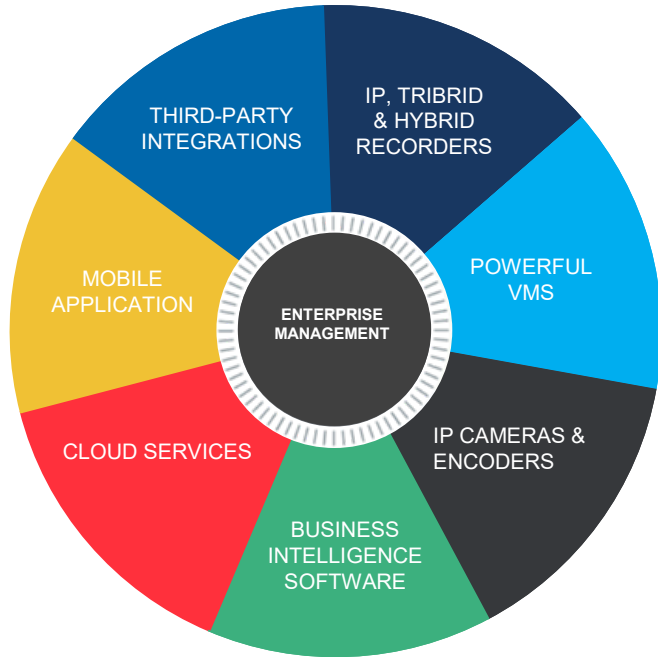
“Setting (users) up in the system was easy because Command Enterprise is integrated with our Active Directory... It worked exactly like we wanted it to.”



“We only had the system up and running one day when we were able to capture video of someone following and harassing a staff member outside one of our schools, and that was before we had any training.”

# Product Portfolio

# End-to-End Solutions



# High-Performance, Highly Reliable Video Recorders



## X-Series

Analog, HD/SD Analog & IP Video Recording



## 9000 Series

IP Video Recording



## 8000 Series

Hybrid Platform with 24-Channel Tribrid Option

- Flexible recording platforms and models to suit any requirement
- Multiple hard-drive options (up to 18 TB)
- AI-enabled X-Series Hybrid Recorders are powered by NVIDIA system-on-chip technology
- Embedded Linux operating system and features like hard-drive mirroring and battery backup for added redundancy
- Centralize video management, health monitoring and powerful search capabilities with March Networks Command Enterprise Software
- Fully licensed for all video channels, no software licenses or SMA required



# High-Throughput, AI-Enabled Video Platform

## X-Series Hybrid Recorders

- AI-enabled system-on-chip technology from NVIDIA
- Enterprise-class features:
  - 4, 8, 12, 16, 24, 32, 48 and 64-channel models
  - Up to 18 TB individual drive capacity and up to 72 TB total storage capacity
  - Supports up to 4K resolution cameras with total bandwidth of 400 Mbps
  - Analog inputs support 1080p video at 30fps
  - Centralized video management
  - Rack (R Series), stack (S Series) and wall-mount options
- Customized, embedded, Linux operating system
- Configurable in six easy steps for basic functionality with the Command Config tool
- Embedded Wifi dongle for instant access to the March Networks GURU Smartphone App
- NDAA compliant



**NVIDIA**



**MARCH**  
networks

# The Most Reliable and Serviceable Recorders in the Market

## Built-in reliability so you never lose video

- Purpose-built appliance vs PC-based cards
- Secure, embedded Linux OS to help deter hackers and viruses
- Doesn't run on the same hard-drives as your video
- Mirrored storage option
- Back-up batteries to filter power and ensure systematic shutdown on power loss
- Separate fans for both hard-drives and PCB (8000 Series and X-Series)

## Built for serviceability

- Docking and locking station (8000 Series and X-Series)
- Front access hard-drives with status LEDs (9000 Series, RideSafe Series)
- Embedded Wifi dongle for instant access to the March Networks GURU Smartphone App (X-Series)
- Front panel diagnostic LEDs
  - Green: Good; Blue: Warning; Red: Failure
- Field replaceable, user serviceable parts



# Convenient, Plug-and-Play IP Video Management

Command Recording Servers for both Linux OS and Windows

- Powerful Dell servers with pre-installed March Networks Command software
- Configured, tested and certified for optimum, out-of-the-box performance
- 3-year, next business day, on-site hardware support
  
- **Command Recording Server 500:** with support for up to 500 video channels and pre-configured storage arrays
- Up to 500 Mb/s throughput
- Optional RAID5 hot-swappable hard-drives and dual power supplies
- Features 12 hard drives, with 8TB and 12TB drive options, for up to 120TB of storage



# Ruggedized Mobile Platform for Transit

## RideSafe GT and MT Series video recorders

- Embedded Linux OS, purpose-built to withstand harsh transit environments
- Automated video and data extraction over WiFi and 4G/LTE networks
- CAD/AVL data integration for advanced search and investigation
- Central management and system health monitoring with Command for Transit video management software



### RideSafe GT Series Hybrid Transit NVRs

8, 12, 16, and 20-channel models  
Hybrid analog/IP video recording  
Record at full 30 fps at D1 resolution across  
all channels simultaneously



### RideSafe MT Series IP Recorders

4 and 6-channel models  
All-IP video recording  
Record at full 30 fps at 1080p resolution across  
all channels simultaneously

# Enterprise-Class Video Management Software

Command Video Management Solution

## VMS Recording

Command Recording Software



- Flexible VMS platform compatible with both Windows and Linux OS; Runs on individual workstations, March Networks X-Series Hybrid Recorders, commercial-off-the-shelf (COTS) servers and large-scale virtual machines

# Enterprise-Class Video Management Software

Command Video Management Solution

## VMS Recording

Command Recording Software



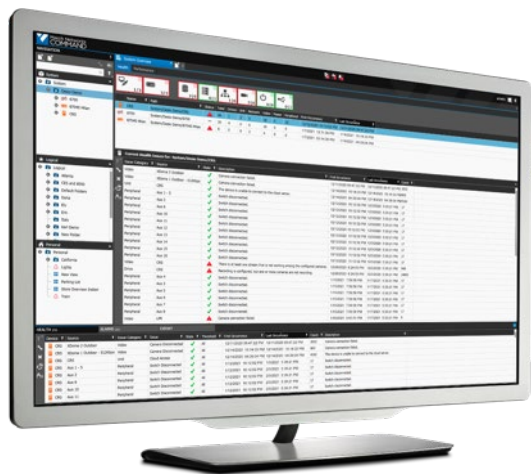
- Flexible VMS platform compatible with both Windows and Linux OS; Runs on individual workstations, March Networks X-Series Hybrid Recorders, commercial-off-the-shelf (COTS) servers and large-scale virtual machines
- Supporting up to 3,000 cameras on Linux OS and up to 500 cameras on Windows-based systems
- VMware compatible
- Software or COTS servers
- Redundant recording
- DAS/NAS/SAN external storage
- Third-party IP camera and access control integrations

# Enterprise-Class Video Management Software

Command Video Management Solution

## Enterprise Management

Command Enterprise



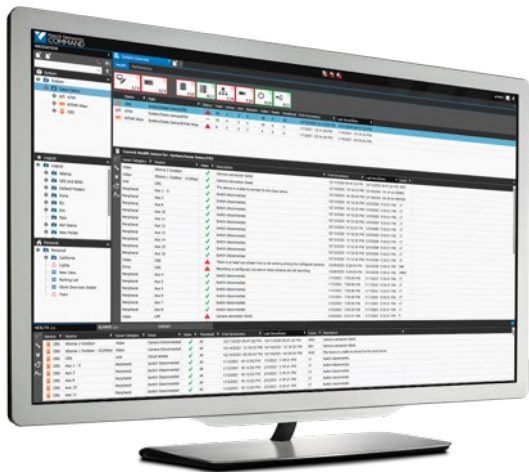
- Supports thousands of video recorders and video channels
- Centralized system and user management
- Advanced, system-wide health monitoring
- Multi-level, user access privileges
- Mass firmware and configuration updates
- VMware High Availability and LDAP/Active Directory integrations

# Enterprise-Class Video Management Software

Command Video Management Solution

## Enterprise Management

Enterprise server in the cloud



- We will set up and host your central video server, add users to the system and perform ongoing maintenance
- We perform enterprise software and OS updates
- NAT Traversal for remote access to your cameras and recorders without the need for a VPN or open ports on your firewall

*All the benefits of our enterprise management platform, with none of the hassle!*



# Enterprise-Class Video Management Software

Command Video Management Solution

## Client User Interface

### Command Client



- Easy-to-use with simple, multi-task workflows
- Customizable user interface
- Thick client with multi-monitor display, integrated alarms, cameras and audio, motion histograms and Smart Search
- Intuitive search tools for rapidly locating video evidence

# Enterprise-Class Video Management Software

Command Video Management Solution

## Client User Interface

Web Client



- 100% web-based client with remote access enabled for common browsers, including both PCs and Macs
- Sleek, modern interface—complete with breadcrumb navigation—helps you monitor video, audio and data in real-time

# Enterprise-Class Video Management Software

## Command Video Management Solution

### Client User Interface

#### Command Mobile & Command Mobile Plus

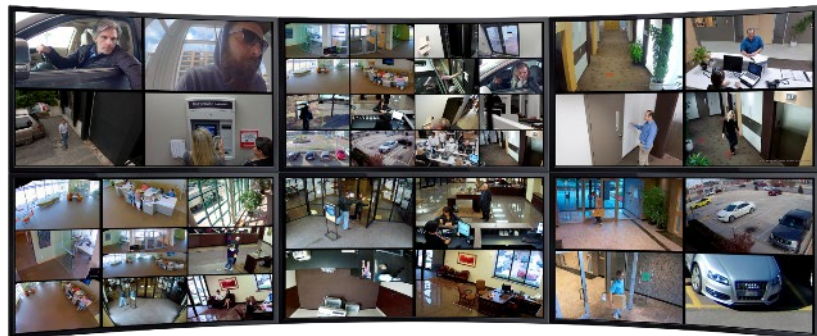


- View live and recorded video from your smartphone or tablet
- Access camera information including name, frame rate, data
- View POS transaction data, Searchlight Operations Audits and Security Alerts (Command Mobile Plus only)
- Remote access without port forwarding
- Digital zoom or “pinch to zoom” in live and archived video
- PTZ camera control
- De-warping of live or recorded Oncam 360° camera views
- Runs on iPhones, iPads and Android devices

# Advanced Video Wall Display and Alarm Management

## March Networks Command Center

- Video wall display and control, alarm prioritization and escalation guidance
- Supports rapid, real-time decision-making
- Key features include:
  - detailed process guidance
  - consistent alarm resolution procedure
  - alarm search and auditing
  - multi-layer maps and intuitive navigation
  - drag and drop video display
  - flexible video wall configurations



# March Networks Alert Communication Tool (ACT)

Real-time alarm notification with video snapshots (optional with Command Enterprise)

Available notifications include:



Email notifications with snapshots



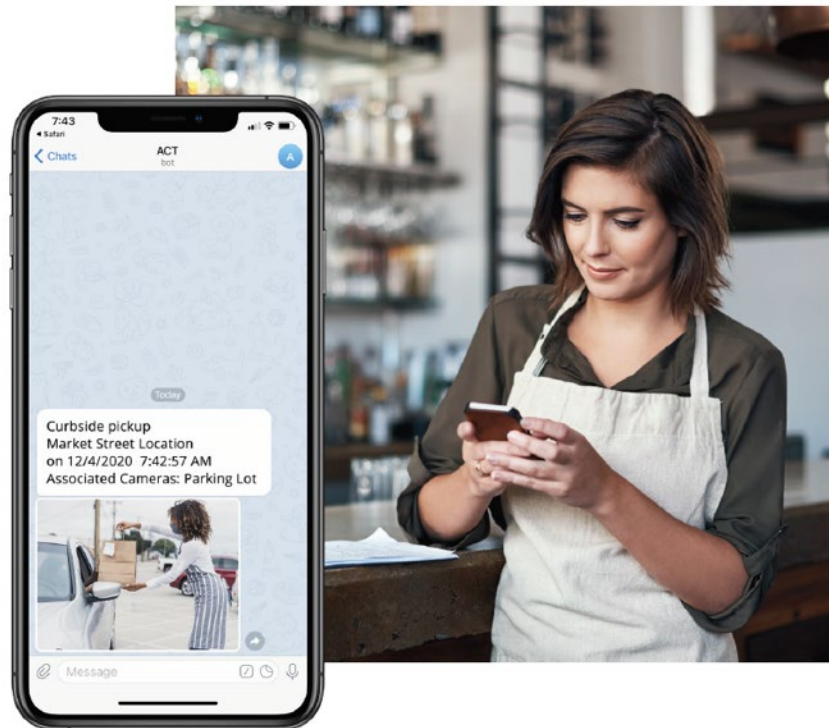
Telegram notifications with snapshots



Philips HUE light notifications

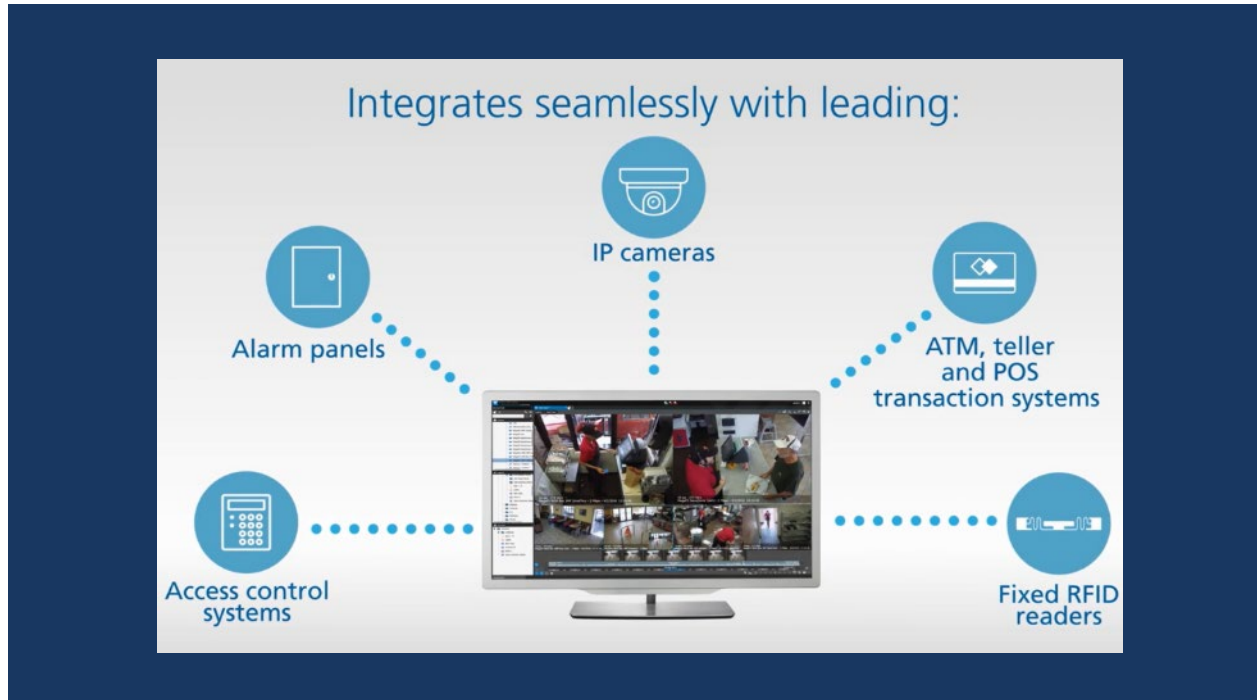
Sample applications:

- Motion after hours
- Maximum capacity exceeded
- Mobile order pickup
- Drive-thru abandonment
- Parking enforcement
- Incoming delivery at loading dock
- Removal of high-value items



# Extensive Third-Party Integrations

March Networks Command



# IP Cameras for Image Quality & Vertical Applications



## Value

VA Series

SE2 Series

## Performance

VA Series

Oncam 360 and 180 cameras

Specialty (Transit /ATM/Covert)

## Intelligence

ME6 Series

## IP Cameras: Features for Security and Ease of Use

- ONVIF-compliant for easy integration
- Password protection features
- Convenient Low Bit Rate feature to save up to 50% on storage and bandwidth



### ONVIF

All March Networks cameras are  
Onvif-compliant



### Secure

Cameras are designed with  
cybersecurity in mind

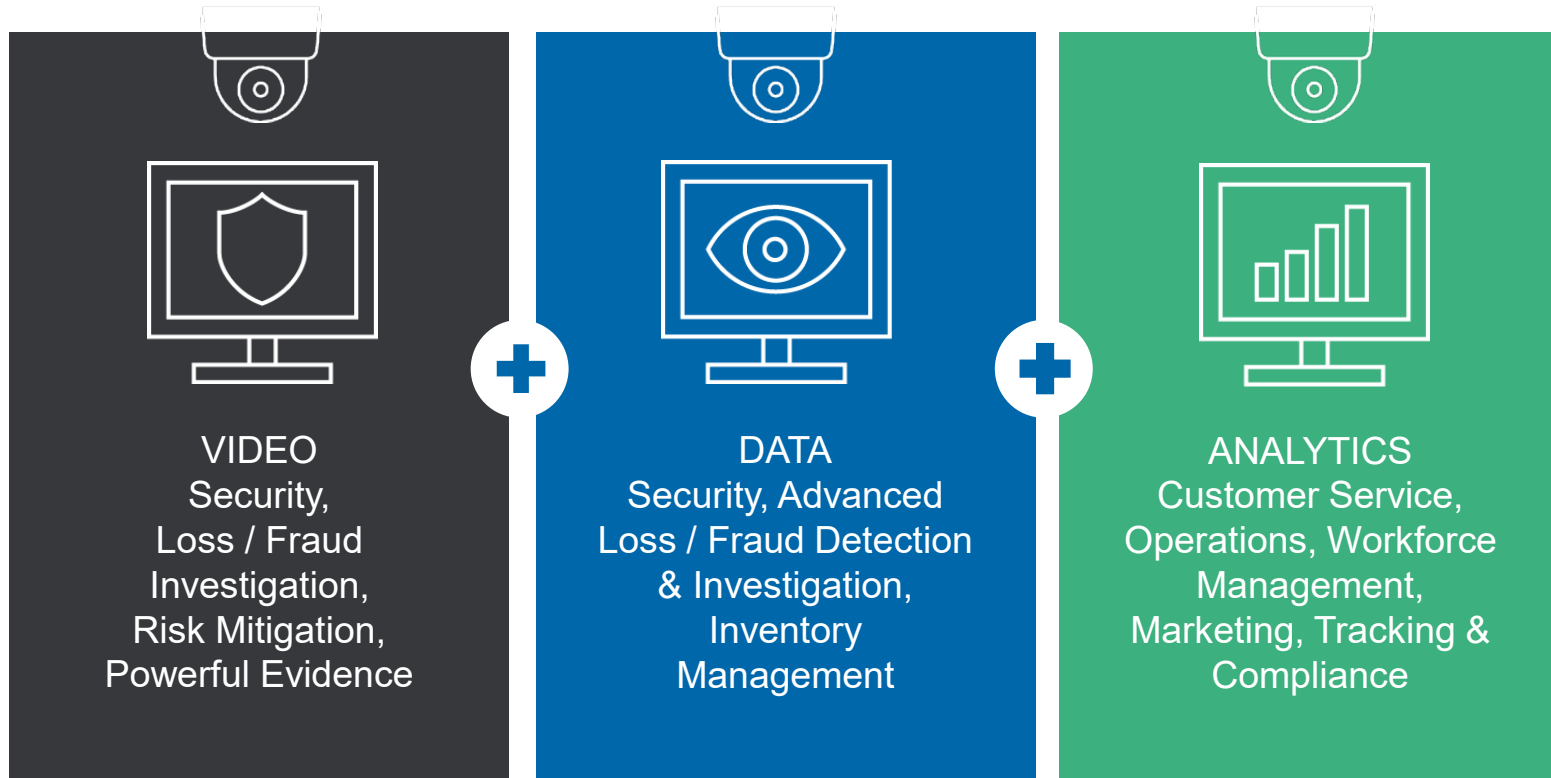


### LBR

Save on bandwidth and storage



# Creating Business Value by Doing More with Video



# Providing a Complete View of Your Business

March Networks Searchlight

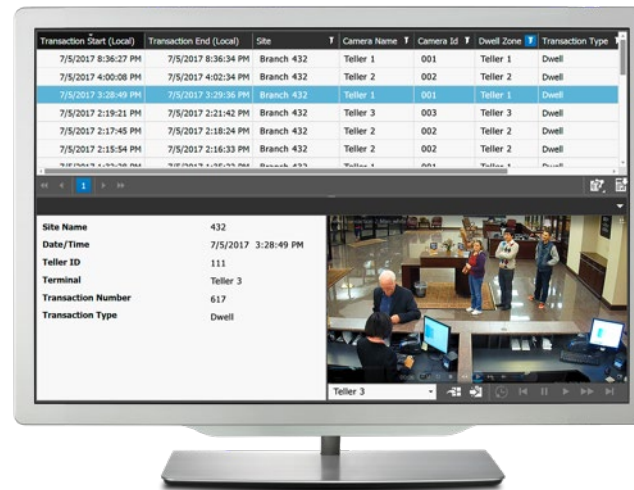


**High-Definition Video + Business Data + Intelligent Analytics**  
With easy-to-use dashboards for lightning fast reviewing, reporting and analysis

# Cut losses from fraud and improve branch performance

## Searchlight for Banking

- Reduce losses from theft and fraud by combining video with ATM/teller transaction reports to visually verify circumstances surrounding each transaction
- Oversee operations with video images from all of your branch locations
- Receive alerts about suspicious activity (motion detection, alarms, potential ATM skimming)
- Create customized alerts on suspect transactions with clear video evidence for review
  - Waved fees
  - Handling of large split deposits
  - Transactions exceeding a certain amount
  - Instances of cash harvesting



*Search by transaction date, time, account number, card number, employee number and other criteria*

# Loss prevention and business optimization

## Searchlight for Retail

- Integrates video with POS transaction data to visually verify circumstances surrounding each transaction
- POS exception-based reports integrated with video let you rapidly search by store location, employee, and transaction type or amount
- Review your stores via snapshots from each camera to discern operational issues
- Create customized alerts on suspect transactions with clear video evidence for review
  - Transactions exceeding a certain amount
  - No customer present at POS
  - Voids over set amount
  - Frequent employee discounts



**Low total cost of ownership**

Available as a cloud-based version  
managed by March Networks

# Searchlight for Business Intelligence

Optional analytics to improve customer service and grow profits



## Brickstream® 3D Gen 2

Complement your Searchlight solution with highly accurate business intelligence analytics from this powerful 3D sensor.



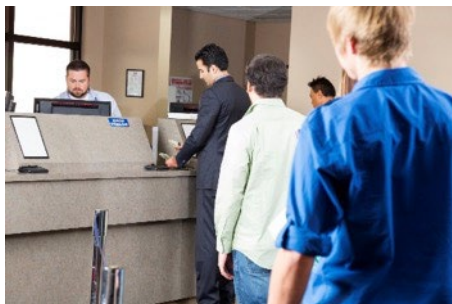
# Searchlight for Business Intelligence

Optional analytics to improve customer service and grow profits



## People counting analytics

- Analyze occupancy over time to plan customer service and staffing levels
- Integrate video with transaction data (POS, ATM/Teller) to obtain conversion rates



## Queue length monitoring analytics

- Align staffing to match high-traffic times and improve speed of service



## Dwell time analytics

- Determine promotional display success based on location
- Target high-traffic areas

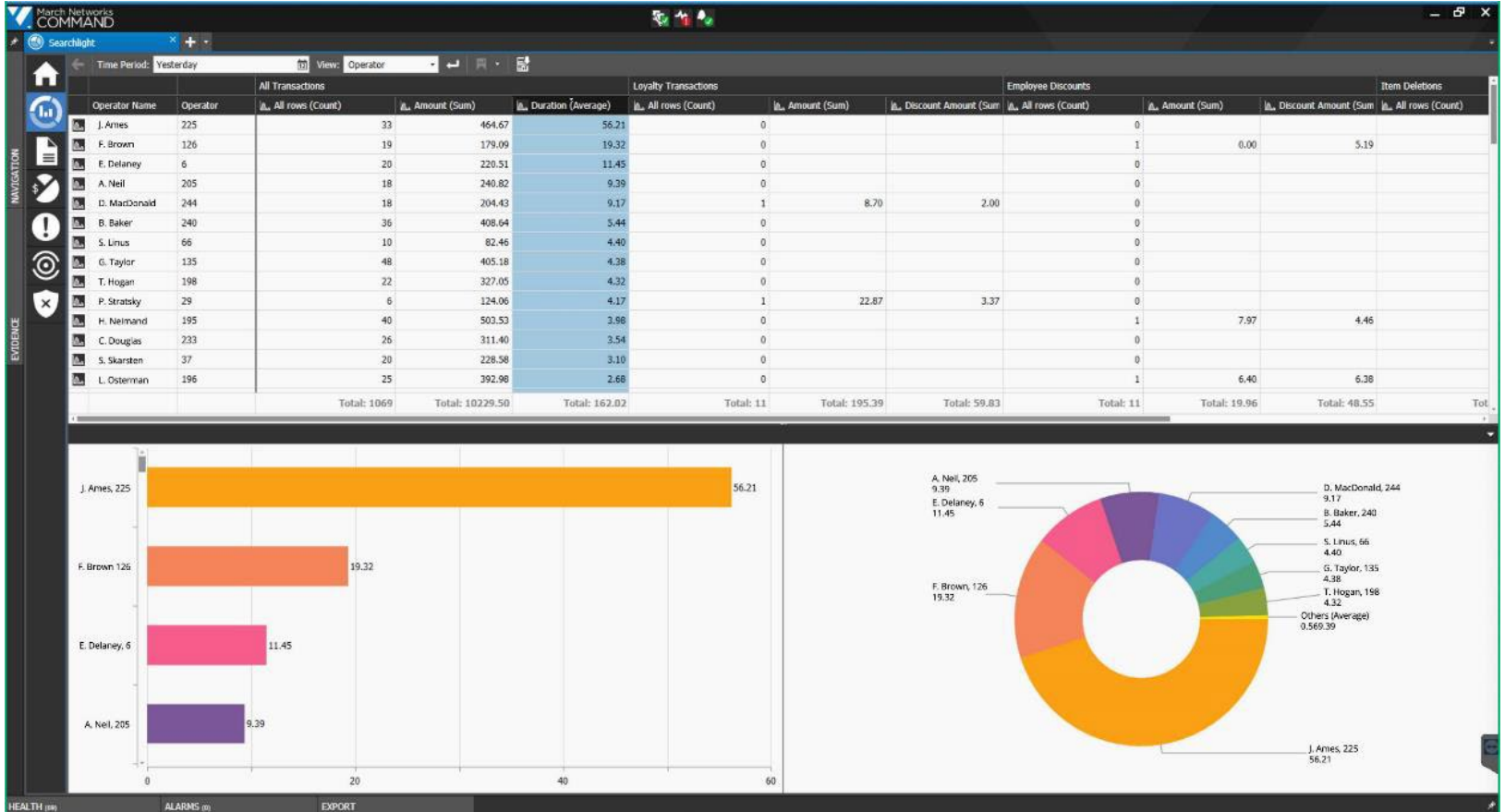
# Valuable Business Insights, Customizable Reports

March Networks Searchlight



**Transaction Summary.** User-definable report summaries

# Transaction Summary





# Valuable Business Insights, Customizable Reports

March Networks Searchlight



**Transaction Summary.** User-definable report summaries



**Transaction Report.** View transaction details paired with historical video footage

# Transaction Report

March Networks  
COMMAND

Searchlight








Time Period: Yesterday

Reports: POS Transactions

Base Filters: Active Filters:


NAVIGATION

EVIDENCE

Time	Terminal	Transaction Number	Transaction Type	Start	End
10/6/2020 12:16:35 PM	97192	97192	REFUND	10/6/2020 12:16:35 PM	10/6/2020 12:17:33 PM
10/6/2020 12:11:29 PM	97191	97191	REFUND	10/6/2020 12:11:29 PM	10/6/2020 12:14:51 PM
10/6/2020 12:06:55 PM	97190	97190	SALE	10/6/2020 12:06:55 PM	10/6/2020 12:11:23 PM
10/6/2020 12:02:41 PM	97189	97189	SALE	10/6/2020 12:02:41 PM	10/6/2020 12:02:47 PM
10/6/2020 12:00:49 PM	97188	97188	SALE	10/6/2020 12:00:49 PM	10/6/2020 12:01:15 PM
10/6/2020 11:58:19 AM	97187	97187	SALE	10/6/2020 11:58:19 AM	10/6/2020 11:58:25 AM

Site Name	Operator ID	Terminal	Transaction Number	Transaction Type	Start	End
CStore 1	1	1	97192	REFUND	10/6/2020 12:16:35 PM	10/6/2020 12:17:33 PM



Site Name	Operator ID	Terminal	Transaction Number	Transaction Type	Start	End
CStore 1	1	1	97192	REFUND	10/6/2020 12:16:35 PM	10/6/2020 12:17:33 PM

**\*\*\* REFUND \*\*\***

**9.26**

SNICKERS	-1.39
REESE KIN	-2.19
HERSHEY AL	-2.19
SOUR STRAW	-1.39
STARBURST	-1.39
<b>SUBTOTAL</b>	<b>-8.55</b>
<b>TAX</b>	<b>-0.71</b>
<b>TOTAL</b>	<b>-9.26</b>
<b>CHANGE</b>	<b>-9.26</b>

Register 1

# Valuable Business Insights, Customizable Reports

March Networks Searchlight



**Transaction Summary.** User-definable report summaries

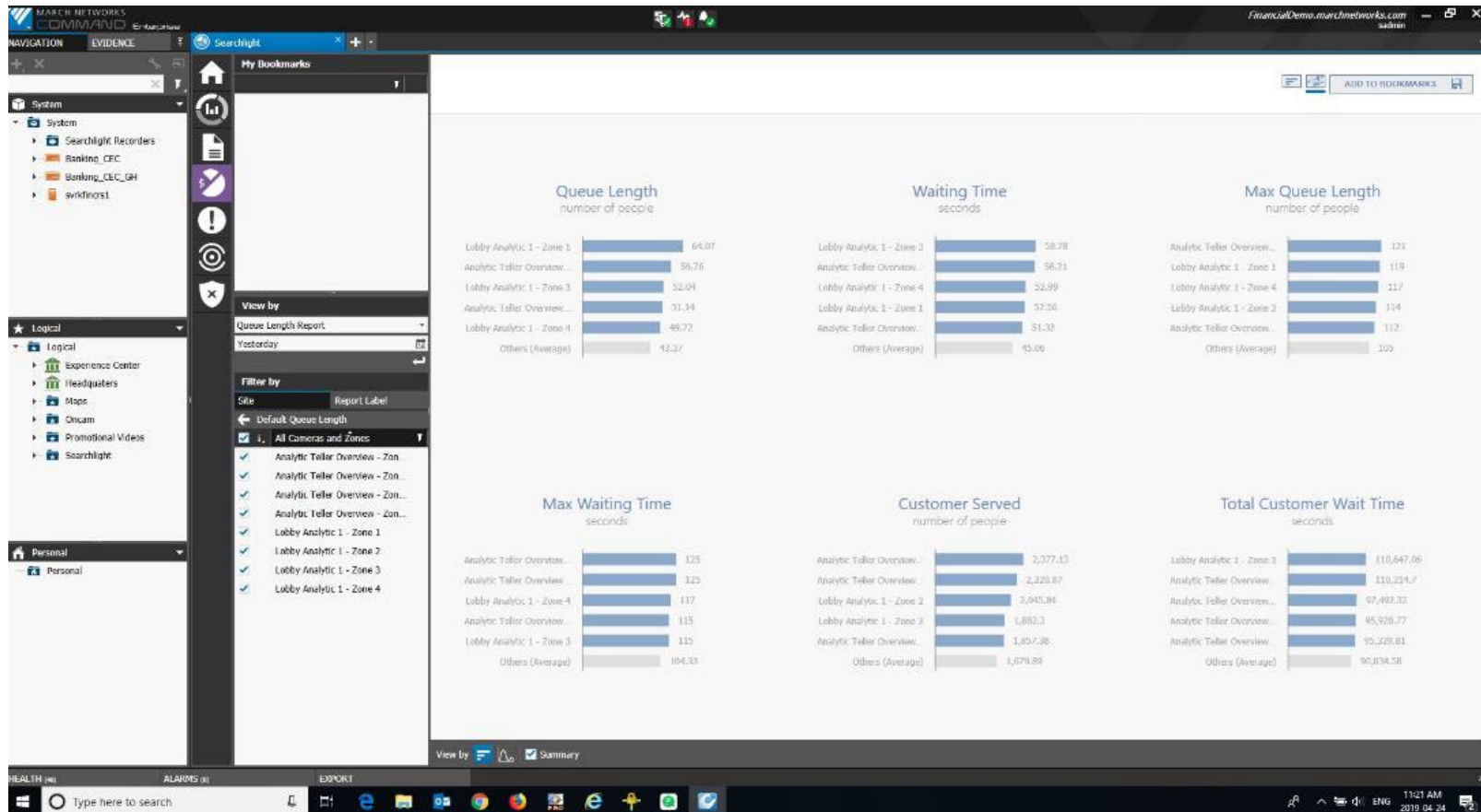


**Transaction Report.** View transaction details paired with historical video footage



**Business Analytics.** Customer trends & KPIs give insight into overall operations

# Business Analytics



# Valuable Business Insights, Customizable Reports

March Networks Searchlight



**Transaction Summary.** User-definable report summaries



**Transaction Report.** View transaction details paired with historical video footage



**Business Analytics.** Customer trends & KPIs give insight into overall operations



**Operations Audit.** Compiles snapshots from cameras at your location(s) to discern operational issues

# Operations Audit

The screenshot displays the March Networks Command Evidence software interface. The main window shows a grid of 20 surveillance camera feeds arranged in 4 rows and 5 columns, covering the time period from 10:00 to 14:00 on April 23, 2019. The feeds are labeled on the left as follows:

- Row 1: Analytic Teller Overview
- Row 2: Cash Counting
- Row 3: Entrance
- Row 4: Night Drop

The interface includes a left-hand navigation pane with the following sections:

- System**
  - Searchlight Recorders
    - Banking\_CEC
    - svrfindcs1
- Logical**
  - Experience Center
  - Headquarters
  - Maps
  - Oncam
  - Promotional Videos
  - Searchlight

At the bottom of the interface, there is a Windows taskbar with the following elements:

- System tray: HEALTH (OK), ALARMS (0), EXPORT, ScreenJunter 5.0 Free, 9:27 AM, 2019-04-23
- Taskbar: Type here to search, File Explorer, Microsoft Edge, Google Chrome, VLC media player, and other background applications.

# Valuable Business Insights, Customizable Reports

March Networks Searchlight



**Transaction Summary.** User-definable report summaries



**Transaction Report.** View transaction details paired with historical video footage



**Business Analytics.** Customer trends & KPIs give insight into overall operations



**Operations Audit.** Compiles snapshots from cameras at your location(s) to discern operational issues



**Business Rules.** Lists transactions and events that are important to you and sends alerts

# Business Rules

The screenshot displays the MARCH NETWORKS COMMAND Enterprise interface. The main window shows a list of triggered business rules for site 432 over the past 7 days. The rules include 'LOC > 500', 'Share Withdrawal > 1000', 'ATM Skimming', 'Cash Harvesting', and 'Withdrawal Pattern'. A video playback window is open, showing a person at an ATM. The video title is 'Walk-Up ATM' and the timestamp is '2015-02-21 5:28:50 PM'.

Site	Time (Site Time)	Triggered Business Rule	Trigger Time
432	2019-04-21 7:52:05 AM	LOC > 500	2023-06-22 3:49:23 PM
432	2019-04-21 9:11:04 AM	Share Withdrawal > 1000	2023-06-22 3:49:23 PM
432	2019-04-21 12:07:40 PM	Share Withdrawal > 1000	2023-06-22 3:49:23 PM
432	2019-04-21 1:25:47 PM	Share Withdrawal > 1000	2023-06-22 3:49:24 PM
432	2019-04-21 1:42:05 PM	Share Withdrawal > 1000	2023-06-22 3:49:24 PM
432	2019-04-21 4:20:03 PM	Share Withdrawal > 1000	2023-06-22 3:49:24 PM
432	2019-04-22 3:54:00 PM	ATM Skimming	2023-06-22 3:49:23 PM
432	2019-04-22 3:54:20 PM	Cash Harvesting	2023-06-22 3:51:59 PM
432	2019-04-22 4:15:56 PM	ATM Skimming	2023-06-22 3:51:59 PM
432	2019-04-22 4:15:56 PM	ATM Skimming	2023-06-22 3:49:23 PM
432	2019-04-22 4:28:00 PM	ATM Skimming	2023-06-22 3:49:23 PM
432	2019-04-22 4:28:00 PM	Withdrawal Pattern	2023-06-22 3:51:59 PM
432	2019-04-23 12:07:10 PM	Share Withdrawal > 1000	2023-06-22 3:49:23 PM

Transaction Number	Transaction Sequence	Transaction Type	Site	Amount	Start Time (Site Time)	End Time (Site Time)
193		Withdrawal	432	80.00	2015-02-21 5:28:50 PM	2015-02-21 5:28:50 PM
193		Withdrawal	432	80.00	2015-02-21 5:29:35 PM	2015-02-21 5:29:35 PM
193		Withdrawal	432	80.00	2015-02-21 5:30:40 PM	2015-02-21 5:30:40 PM

Site	432
Terminal	ATM432
Date/Time	2015-02-21 5:28:50 PM
Transaction Sequence	193
Transaction Type	Withdrawal
Transaction Subtype	Authorized by Destination
Card Number	8554
Card Bank Number	57347435
Amount	80.00



# Valuable Business Insights, Customizable Reports

March Networks Searchlight



**Transaction Summary.** User-definable report summaries



**Transaction Report.** View transaction details paired with historical video footage



**Business Analytics.** Customer trends & KPIs give insight into overall operations



**Operations Audit.** Compiles snapshots from cameras at your location(s) to discern operational issues



**Business Rules.** Lists transactions and events that are important to you and sends alerts



**Security Audit.** View video associated with alarms (filter by location ID and/or alarm type) and export alarm details along with relevant video & audio evidence

# Security Audit

The screenshot displays the March Networks Command Evidence software interface. The main window shows a list of alarms for site 432 over the past 7 days. The interface includes a navigation pane on the left with sections for System, Logical, and Personal. The central area contains a table of alarm events, and a video player at the bottom right shows a paused video of a dark van with a person's legs visible underneath.

Alarm Name	Alarm Type	Site	Start Time (Site Time)	End Time (Site Time)	Start Time (UTC)	End Time (UTC)
Break Room (motion)	Video Motion Detection	432	2019-04-22 9:52:29 AM	2019-04-22 9:52:29 AM	2019-04-22 2:52:29 PM	2019-04-22 2:52:29 PM
Break Room (motion)	Video Motion Detection	432	2019-04-22 9:56:04 AM	2019-04-22 9:56:04 AM	2019-04-22 2:56:04 PM	2019-04-22 2:56:04 PM
Cash Counting (motion)	Video Motion Detection	432	2019-04-22 12:24:54 PM	2019-04-22 12:24:54 PM	2019-04-22 5:24:54 PM	2019-04-22 5:24:54 PM
Cash Counting (motion)	Video Motion Detection	432	2019-04-22 12:27:25 PM	2019-04-22 12:27:25 PM	2019-04-22 5:27:25 PM	2019-04-22 5:27:25 PM
Cash Counting (motion)	Video Motion Detection	432	2019-04-22 12:36:12 PM	2019-04-22 12:36:12 PM	2019-04-22 5:36:12 PM	2019-04-22 5:36:12 PM
Cash Counting (motion)	Video Motion Detection	432	2019-04-22 12:37:30 PM	2019-04-22 12:37:30 PM	2019-04-22 5:37:30 PM	2019-04-22 5:37:30 PM
Walk-Up ATM (motion)	Video Motion Detection	432	2019-04-22 8:41:36 PM	2019-04-22 8:41:47 PM	2019-04-23 1:41:36 AM	2019-04-23 1:41:47 AM
Entrance (motion)	Video Motion Detection	432	2019-04-22 8:59:05 PM	2019-04-22 8:59:05 PM	2019-04-23 1:59:05 AM	2019-04-23 1:59:05 AM
Night Drop (motion)	Video Motion Detection	432	2019-04-22 9:40:24 PM	2019-04-22 9:40:35 PM	2019-04-23 2:40:24 AM	2019-04-23 2:40:35 AM
Night Drop (motion)	Video Motion Detection	432	2019-04-22 9:41:09 PM	2019-04-22 9:41:09 PM	2019-04-23 2:41:09 AM	2019-04-23 2:41:09 AM
Parking Lot (motion)	Video Motion Detection	432	2019-04-23 12:26:02 PM	2019-04-23 1:54:33 PM	2019-04-23 5:26:02 PM	2019-04-23 6:54:33 PM
Night Drop (motion)	Video Motion Detection	432	2019-04-23 12:26:02 PM	2019-04-23 1:54:33 PM	2019-04-23 5:26:02 PM	2019-04-23 6:54:33 PM
Drive Through (motion)	Video Motion Detection	432	2019-04-23 12:26:02 PM	2019-04-23 1:54:33 PM	2019-04-23 5:26:02 PM	2019-04-23 6:54:33 PM
Walk-Up ATM (motion)	Video Motion Detection	432	2019-04-23 12:26:02 PM	2019-04-23 1:54:33 PM	2019-04-23 5:26:02 PM	2019-04-23 6:54:33 PM
360 Lobby (motion)	Video Motion Detection	432	2019-04-23 12:26:02 PM	2019-04-23 1:54:33 PM	2019-04-23 5:26:02 PM	2019-04-23 6:54:33 PM
Break Room (motion)	Video Motion Detection	432	2019-04-23 12:26:02 PM	2019-04-23 1:54:33 PM	2019-04-23 5:26:02 PM	2019-04-23 6:54:33 PM

**Alarm Name**  
**Alarm Type**  
**Site**  
**Start Time (Site Time)**  
**End Time (Site Time)**  
**Start Time (UTC)**  
**End Time (UTC)**

Night Drop (motion)  
Video Motion Detection  
432  
2019-04-22 9:40:24 PM  
2019-04-22 9:40:35 PM  
2019-04-23 2:40:24 AM  
2019-04-23 2:40:35 AM

Paused - 2019-04-22 9:40:32 PM

Night Drop

# Health Compliance Solution

- Custom-built solution to help banks, retailers, restaurants, schools and other businesses stay healthy and safe
- Real-time occupancy management
  - Color coded occupancy alerts on desktop or mobile
  - Real-time email and SMS alerts via March Networks Alert Communication Tool (ACT)
- Real-time elevated body temperature alerts
  - Integrate with leading third-party thermal cameras to receive real-time alerts on elevated body temperatures
- Video-enabled health and safety audits
  - Capture video of each handwashing instance by date, time and location

Delivers real-time alerts about building occupancy and elevated body temperatures, and helps visually verify COVID-19 compliance



# Cloud monitoring of your entire surveillance infrastructure

## Insight Monitoring and Resolution Service

- Save time and free up resources by letting our team of trained professionals proactively monitor and troubleshoot your organization's video surveillance network
- Subscription-based service includes cloud monitoring of your cameras, NVRs, hard drives, fans, battery backups and overall network connectivity
- Handled by experience staff working in March Networks' secure Network Operations Center (NOC), a state-of-the-art complex at our global headquarters
- Remote troubleshooting and issue resolution
- Remote software maintenance and updates, scheduled during off-peak hours
- Online self-serve access to your video installation information, including maps, support tickets and ticket status, and device warranty and location information



# Secure exporting and sharing of video evidence in the cloud

## Evidence Vault

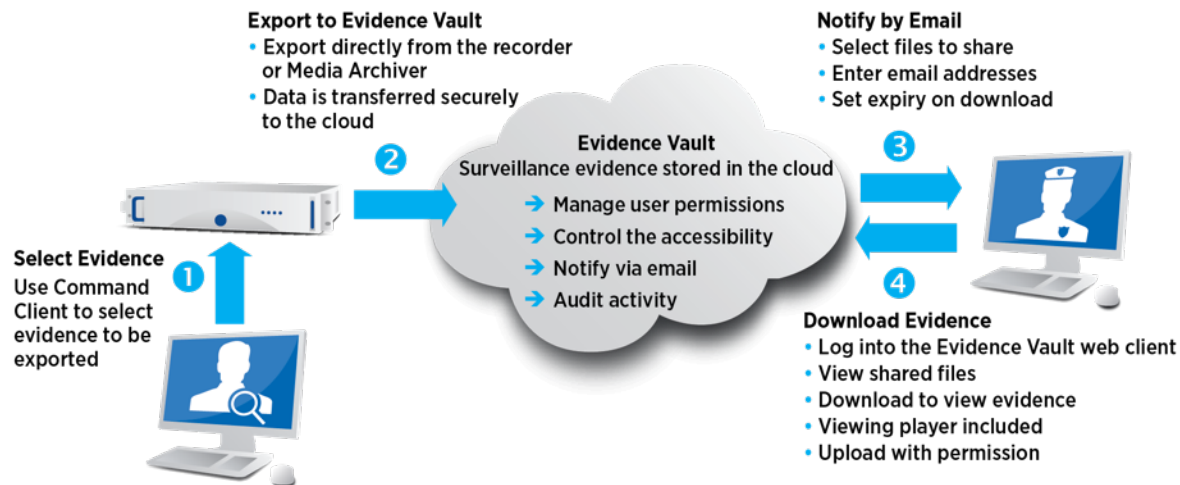
- Export case evidence from the recorder or server to a local PC
- Upload any file format to Evidence Vault thanks to the easy-to-use web client interface
- Keep information secure with encryptions and expiration times when file-sharing
- Send email notifications and download shared files easily
- Tag files with relevant keywords for easy retrieval
- All exports are logged and traceable



# Secure exporting and sharing of video evidence in the cloud

## Evidence Vault

Here's how it works...



# Integrations with Leading Third-Party Products

Including these brands and many more

## IP Cameras and Encoders



## Automated Teller Machines



## Access Control Systems



## Analytics, RFID & More



## Point-of-Sale Systems



# Peace of Mind and a Superior Total Cost of Ownership

## Thousands of NVRs Still Operating After More than 10 years in Service



One-time investment spread over the life of the unit

All camera licenses included

No SMA or recurring costs

Less than 1% failure rate

Field serviceable parts lower cost & downtime

GURU Smartphone app for increased efficiency

*March Networks has the flexibility to offer both CAPEX or OPEX models to suite your needs*



# Go-to-Market Approach

# Salesforce Approach

## Key Accounts

- Drive preference with enterprise, end customer prospects (150+ locations)
- Work extensively with national / platinum partners
- Serve both existing and prospective customers
- Aligned by geography

## Channel Accounts

- Drive demand by building partnerships with our certified partners
- Focused on bringing mid-market prospects to partners (<150 locations)
- Aligned by geography with two CAMs for each Key Account territory

## Regional Accounts

- Drive preference for March Networks Searchlight for Retail in quick service and fast casual markets
- Aligned by geography with CAM territories

## Sales Engineering

- Pre-sales support for our sales teams, certified integrators and customers
- Technical expertise in IT networking and video engineering
- Located throughout our sales regions,
- Assignments based on customer need and S.E. skill set
- March Networks' "secret sauce" in the field

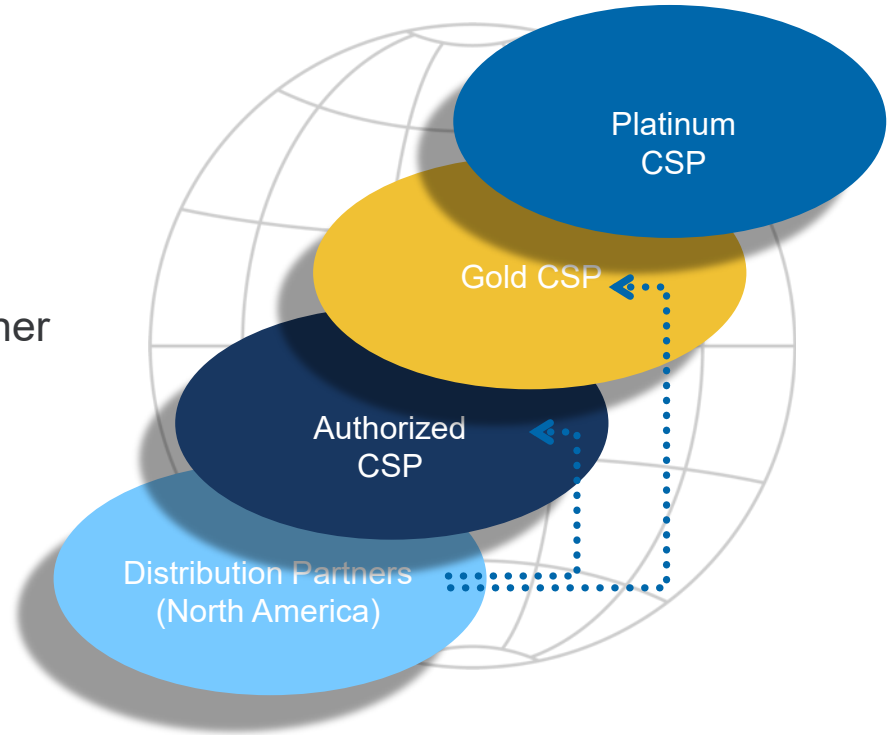
# More than 600 Certified Partners Worldwide

## Partner Designations

Internationally, our partners are all Certified Solution Partners (CSPs)

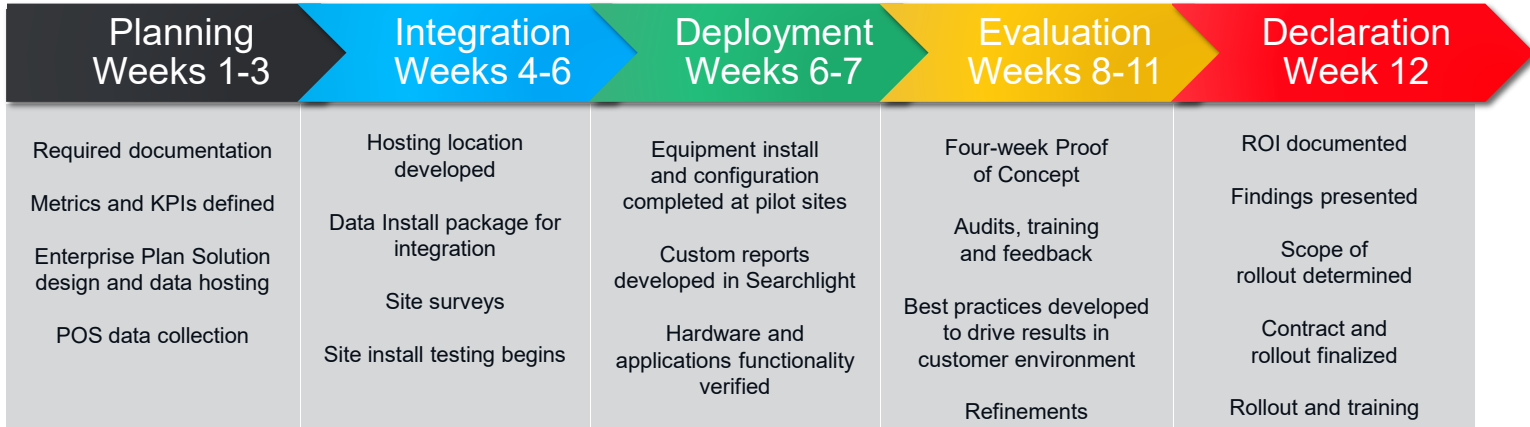
In North America, we have two partner families:

- CSPs
- Distribution Partners



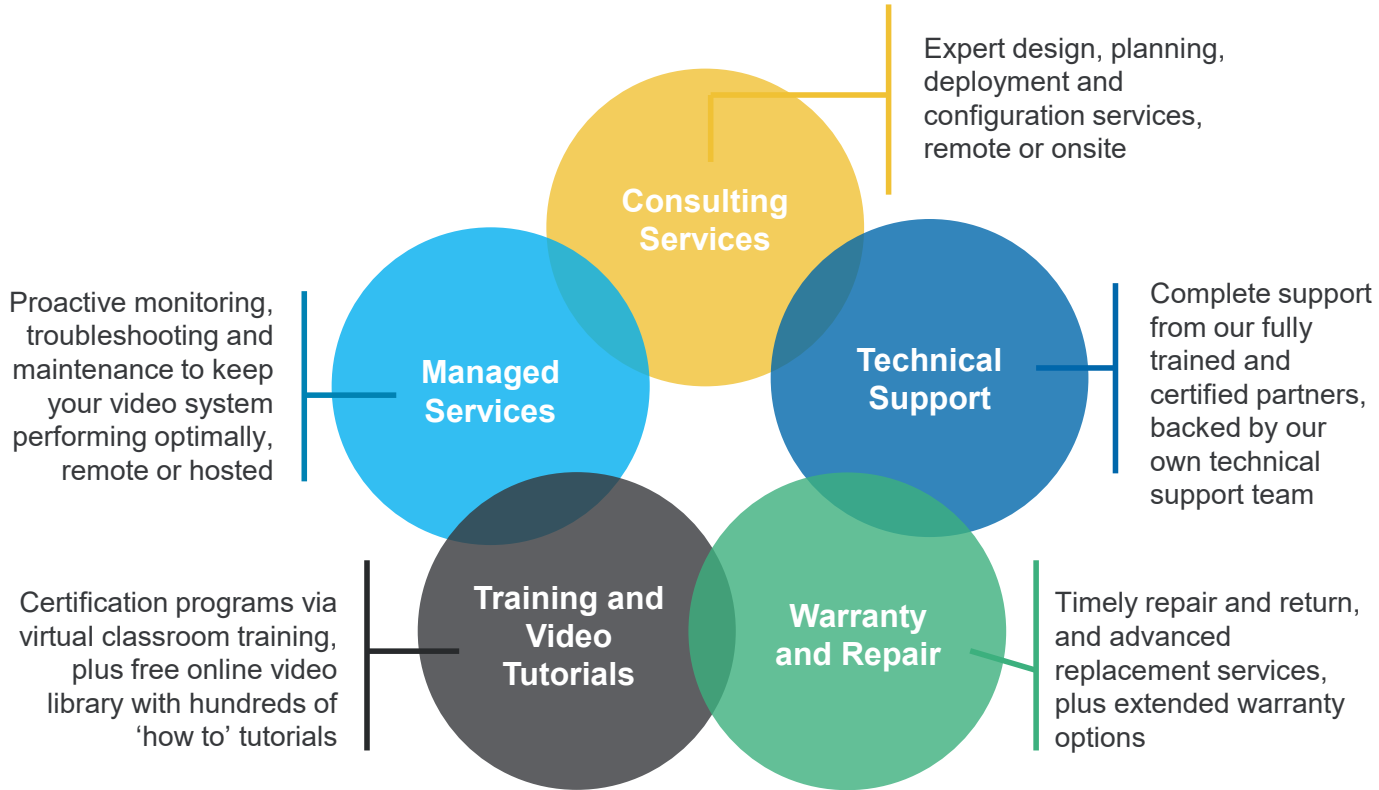
# Proof of Concept Process to Accelerate Decision Cycle

- 5-phase process over 12 weeks to prove ROI of March Networks solution
- Led by 30+ year retail and banking industry veteran
- Customer presented with report and ROI analysis using their KPIs
- Best-practices, hand-off at conclusion



# Support & Professional Services

# Support and Professional Services



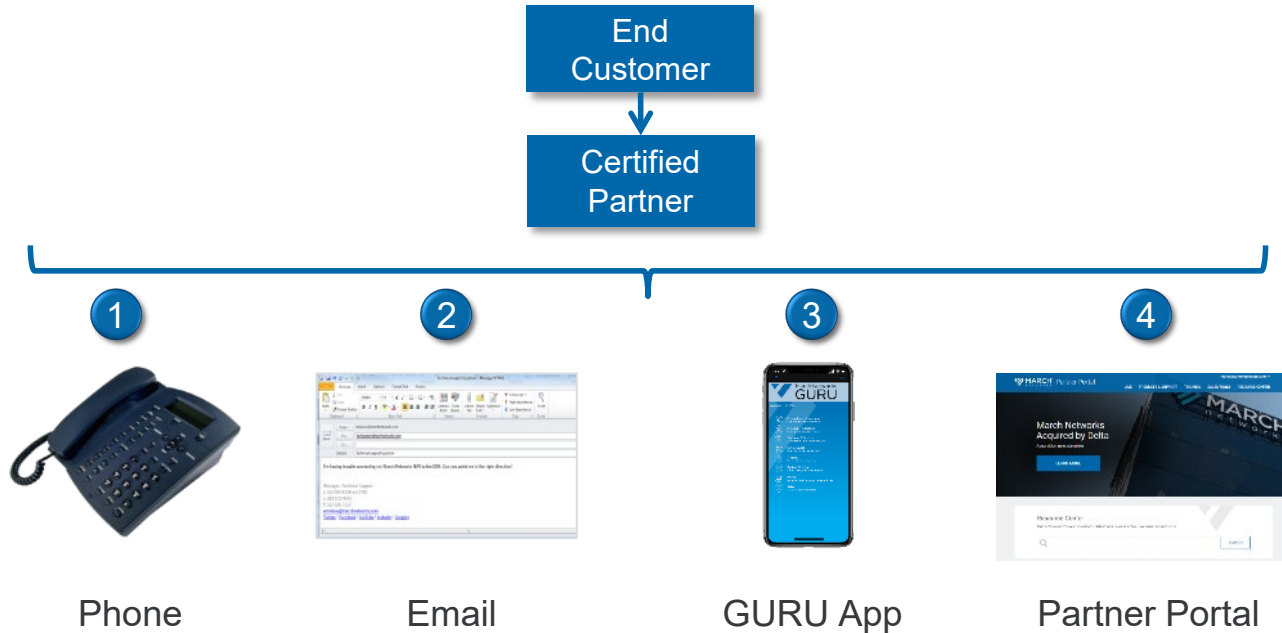
# Technical Support At-A-Glance



Regular business hours and 24/7 emergency support

- Technical Support teams located in Ottawa and Milan
- Providing 1<sup>st</sup> and 2<sup>nd</sup> level support for channels
- Leveraging local system engineers when required
- Supporting products across fixed and transit / mobile environments
- Annually:
  - 20,000+ support tickets
  - 20,000+ phone calls

# Convenient Technical Support Access





# Exceptional Warranty and Advance Replacement Program

- Three-year warranty on all 8000 Series, 9000 Series and X-Series recorders
- Five-year warranty on March Networks and Oncam-branded IP Cameras
- Includes the following benefits:
  - Option for repair & return or advance replacement
  - No need to issue a Purchase Order (PO) prior to receiving the replacement
  - March Networks incurs all shipping costs *both ways* for advance replacements
  - Out-of-box failures covered for 30 days
  - All recorder components are covered under this program, including hard-drives
  - Advance replacement option available for supported recorders, even if they are out of warranty



# Wireless Technical Support for Certified Partners

## GURU Smartphone Application

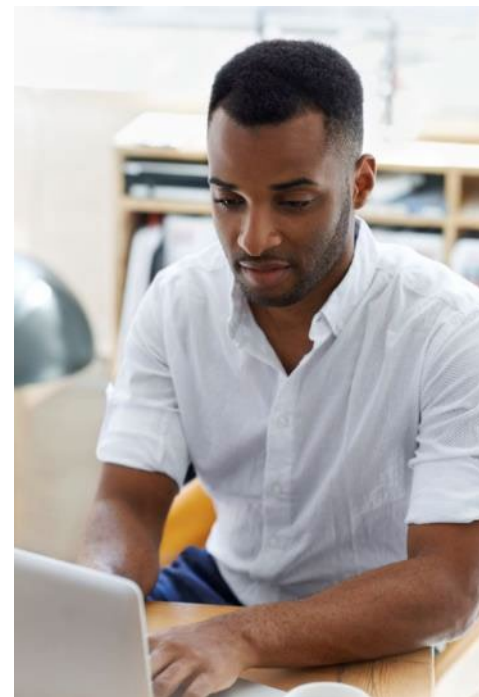
- Free download that saves technicians time and money in the field
- Wireless tech support on the go:
  - Installation audit report
  - Security audit report
  - Troubleshooting
  - Product warranty status
  - Express RMA and return shipment status
  - Known issues search
  - Video tutorials and product manuals
  - Wireless putty access and configuration changes
  - Mobile asset tracking
  - Bandwidth and storage calculator, third-party integration lookups and other planning tools



# Technical Product Certifications

Free and online

- No cost to our partners
- Available 24 hours/day, 7 days/week
- Recertification available
- Staff training status reports available
- Accelerator Program enables technicians to:
  - Earn points and badges, including Priority Caller
  - Track their training status via company and global leaderboards



# Why March Networks?

- True enterprise-class video management and recording reliability
- Intelligent, video-driven applications that solve real business problems and increase ROI
- End-to-end solutions for financial, retail and transportation markets
- Proven in thousands of locations, including some of the world's largest organizations
- Global sales, distribution and support capacity
- A proven track record on video surveillance cybersecurity
- Network of experienced certified partners, backed by March Networks best-in-class technical support, training and resources





# Additional Slides for Use

# High-Performance Hybrid Video Platform

## 8000 Series Hybrid NVRs

- Move from analog, to hybrid, to 100% IP on the same platform
- Enterprise-class features for immediate and future applications:
  - 4, 8, 16, 24 and 32-channel rack or stack models
  - 2, 3, 4, 6, 8, 10, 12, 14 and 18 TB drive options (72 TB total)
  - 24-channel model supports HD analog, traditional analog and IP cameras
  - Built-in PoE (16 and 24-channel models)
  - Centralized video management
  - Local display of both analog and IP cameras
  - Fully licensed for all video channels, no software licenses / SMA required
  - Backward compatible
- Embedded Linux operating system
- Industry-first docking station design and unique QR codes that work with free GURU Smartphone App to installation, service and return authorization



# High-Throughput, All-IP Video Platform

## 9000 Series IP Recorders

- Purpose-built IP video recorders ideal for mid-sized or highly-distributed organizations with no analog requirements
- Enterprise-class features:
  - 16, 24, 32, 48, and 64-channel models. RAID 5 models available
  - Up to 400 Mbps total throughput
  - Up to 8 hard-drive bays and 144 TB total storage
  - Centralized video management
  - Fully licensed for all video channels, no software licenses / SMA required
  - Integrate seamlessly with March Networks 8000 Series recorder and Command Recording Software (CRS) environments
- Embedded Linux operating system
- Unique QR codes that work with March Networks' free GURU Smartphone App to speed installation, service and return authorization





# High-Performance IP, Analog and HD Analog Platform

## 8724 V Tribrid NVR

- Supports HD analog, standard analog and IP video
  - no need to ‘rip and replace’ existing coaxial cables
- Delivers innovative, enterprise-class features:
  - Up to 24 channels in modular, 8-port combinations
    - 16 HD analog + 8 IP; or
    - 8 HD analog + 8 IP + 8 analog; etc.
  - 2, 4, 6, 8, 10, 12, 14 and 18 TB drive options (36 TB total)
  - Space-saving wall-mount design
  - Built-in camera power
  - Centralized video management
  - Local display, up to 4x4
  - Fully licensed for all video channels, no software licenses / SMA required
  - Backward compatible
  - Unique QR codes that work with free GURU Smartphone App to installation, service and return authorization



# Secure Mobile Access to Video via Smartphones and Tablets

March Networks Command Mobile and Command Mobile Plus

- View live and recorded video on your smartphone or tablet
- Free download from App Store or Google Play
- Convenient features including Oncam 360° camera de-warping, 'pinch to zoom', PTZ camera control and integrated fingerprint access
- Command Mobile Plus enhanced features:
  - App is synched with Searchlight's Transactions Report, Operations Audit feature and Security Audits
  - Get instant alerts about alarms with push notifications
  - View voids, discounts or any other transactions from the app
  - Navigation view with multiple cameras on screen



Command Mobile



Command Mobile Plus



# Integrations with Leading Third-Party Products

Including these brands and many more

## IP Cameras and Encoders



## Access Control Systems



## Analytics, RFID & More



## Point-of-Sale Systems



# Integrations with Leading Third-Party Products

Including these brands and many more

## IP Cameras and Encoders



## Automated Teller Machines



## Access Control Systems



## Analytics, RFID & More



# The Cannabis Market Leader

Extensive customer relationships across North America



# Extensive Retail Customer Relationships

Including Global Fortune 500 companies



# Extensive Retail Customer Relationships

Including leading QSRs, fast casual restaurants and c-stores





# Searchlight for Retail Customers

Including leading QSRs, c-stores, superstores and more



# More Than 600 Financial Customers Worldwide



5 of 10 Largest Banks



7 of 10 Largest Banks



2 of 5 Largest Banks



Largest Bank



4 of 5 Largest Banks



Largest Bank



Largest Bank



Largest Bank



# Some of our Other Many Banking Customers

## Tier 1 Banks



## Credit Unions & Community Banks



# Hosted Video Solution for C-Stores

## Searchlight for Retail - As a Service

- All the benefits of our retail solution for about \$4 a day
- Leaves c-store owners free to focus on their business – no servers to purchase or maintain!
- All application and equipment monitoring, upgrades, regular backups, and administration (including User Management in certain cases) are performed by March Networks and your integrator

Including the  
world's largest  
NVR  
deployment

