



Video Surveillance Upgrade

Manufacturer updates its new facility with the latest technology from March Networks

WHEN the leadership team at Hamilton Safe began planning a new 200,000 square foot state-of-the-art corporate headquarters in Milford, Ohio, the choice of a March Networks video surveillance system was a foregone conclusion.

Hamilton Safe, a global leader in security solutions for banks, credit unions and a wide range of other commercial, industrial, and institutional customers, manufactures safes, vaults and cash management systems. It also supplies both access control and video surveillance systems to its customer base, and is a March Networks certified solution distributor, selling March Networks and competing video surveillance systems through its extensive U.S. network of channel partners. With more than 600 banks and credit unions trusting March Networks video surveillance solutions to protect their assets, the partnership with Hamilton Safe makes perfect sense.

“It was the dependability of March Networks technology that drove our decision.”

— **Greg Hoop**,
Hamilton Safe’s Director of
Service and Support

The organization had been using March Networks video surveillance systems in three previous facilities in and around Cincinnati for the past seven years and was impressed with their performance. “In the years we’ve been using March Networks equipment, there were very, very few instances of downtime,” said Greg Hoop, Hamilton Safe’s Director of Service and Support. “It was the dependability of March Networks technology that drove our decision.”

The new facility consolidates all of the company’s operations, including R&D, manufacturing, product testing and customer support, in one location. Rather than relocate its previous March Networks cameras and recorders to its new facility, Hamilton Safe opted for a total refresh to take advantage of the latest advances in video surveillance technology.

Managing the entire enterprise video surveillance system behind the scenes is March Networks Command™ Enterprise Cloud. By choosing a cloud-managed deployment of the Command Enterprise Software, the company was able to avoid the overhead expense of purchasing a server, as well as the ongoing costs and resources required to maintain it.

Instead, March Networks hosts the Command Enterprise Server and takes care of all of the set-up. In addition to setting up the server and hosting it in the cloud, March Networks adds users to the system, ensures the system platform is appropriately sized with enough disk space for the company’s needs and also performs ongoing server maintenance. This enables Hamilton Safe to stay focused on what’s most important — its business.



the challenge

When Hamilton Safe, an Ohio-based leader in security solutions for banks, credit unions and a wide range of other commercial, industrial, and institutional customers, began planning for a new 200,000 square-foot corporate headquarters, ensuring the safety and security of its entire operation was a key consideration.

the solution

Having used March Networks video surveillance systems in three previous facilities in and around Cincinnati for the past seven years, senior management saw no reason to make a change, but decided to take advantage of the latest advances in video surveillance technology by acquiring a cloud-managed deployment of March Networks Command Enterprise Software to act as the powerhouse behind the scenes managing an assortment of March Networks' newest IP cameras and recorders.

the result

The March Networks video surveillance system provides Hamilton Safe with the same dependability and ease of use enjoyed at its previous facilities, ensuring a safe and secure environment for its 200 employees.

The solution Hamilton Safe opted for also comprises 48 new March Networks cameras, including the VA Series IP Cameras featuring powerful video analytics, the SE2 PTZ Cameras with built-in auto tracking, and some legacy March Networks IP cameras. Finally, the company selected two new NVRs: a 48-channel all-IP 9000 Series IP Recorder and an 8-channel 8000 Series Hybrid Recorder.

When considering the new video surveillance system, ensuring employee safety was at the top of the organization's priority list. The new March Networks system provides the 200 employees working in the corporate headquarters with a more secure environment.

For example, one of the cameras monitors a robotic laser-cutting machine that can be programmed to run evenings and weekends without an operator physically present, Hoop says. Using March Networks' Command Mobile app, which allows users to view their video remotely on a smartphone or tablet, Hamilton Safe staff members can check to ensure the laser cutter is operating properly from the comfort of their homes or anywhere else.

Similarly, a March Networks PTZ camera installed on a light pole outside of corporate headquarters is positioned to capture evidence of any vandalism or theft occurring in the employee parking lot and recreation area.

Cameras located around the periphery of the building have helped to provide evidence of vandalism or theft. Mike Soward, Hamilton Safe's Electronic Security Specialist, credits March Networks' cameras for capturing crystal clear images used as evidence against thieves who stole scrap steel stored in bins outside of the facilities.

Given Hamilton Safe's familiarity with the video surveillance market, its choice of a March Networks video surveillance system for its new corporate headquarters speaks volumes about the leadership team's high regard for the reliability and ease of use of March Networks technology. ◆

