

# Banorte Selects Proven Video Surveillance System

## Large Mexican Bank Installing New DVRs in 1,200 Branches

Mexico's fourth largest bank, Grupo Financiero Banorte, has selected March Networks™ digital video systems and management software for deployment at approximately 1,200 branches across the country.

Banorte was already using DVR systems at its branches when the Mexican government passed a law requiring banks to adopt the technology, but the systems weren't in compliance with Ministry of Finance requirements.

Banorte's security management team began looking for a more robust system in 2004 and quickly came to the conclusion that March Networks' DVRs could best meet its requirements.

Security department staff researched the market and talked to colleagues at other banks who were using March Networks systems. After the technical problems they had with the first system they purchased, they were determined to select a product with a proven track record.

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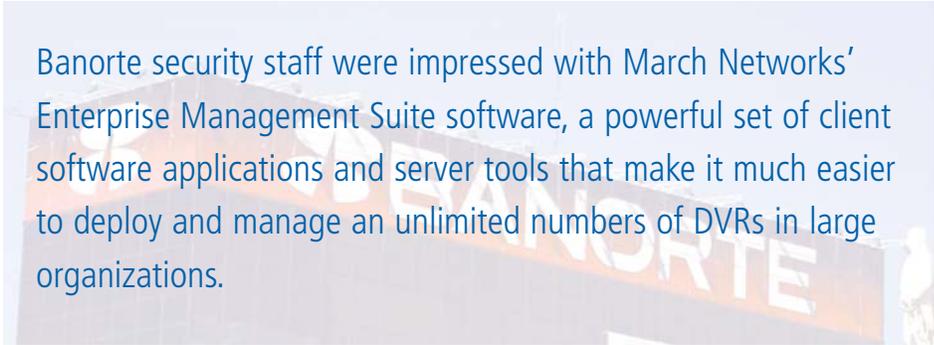
an unlimited numbers of DVRs in large organizations.

### Interface

They also liked March Networks' Spanish-language user interfaces and the docking station architecture that allows technicians to service a unit without having to disassemble all of the cabling inputs.

video surveillance units. This, in turn, will mean enhanced security for the bank's customers and employees as well as a cost-savings through improved efficiencies.

Prior to embarking on an aggressive acquisition spree of other banks in 1992, Banorte had 125 branches concentrated in the north of Mexico and only three percent market share of the country's loan portfolios.



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The compatibility of the March Networks DVRs with the bank's existing alarm system, as well as with new alarm-monitoring software it is planning to acquire, also helped Banorte make its decision.

Banorte began deploying March Networks 3000 and 4000 Series DVRs in January 2005 and plans to have 600 units installed by the end of the year. That will leave approximately 600 units to be installed next year.

Equipping the bank's corporate locations and 2,500 ATMs with video surveillance systems will be addressed as part of a future project.

According to security department staff, the bottom line for Banorte is that the March Networks DVR systems will be easier to manage and more reliable than its previous

With the absorption of Bancentro, Banpaís and Bancreer since that time, it has expanded beyond its northern base and today boasts a market share of more than 15 percent. ✨

### Grupo Financiero Banorte

Grupo Financiero Banorte ([www.banorte.com](http://www.banorte.com)) was founded in 1899 as Banco Mercantil. Based in Monterrey, it served Mexico's northern region before embarking on an aggressive acquisition strategy beginning in 1992. Today, it ranks as Mexico's fourth largest bank and boasts more than 1,200 branches across the country.

