

Touch Wood



Onwatch Plc

Onwatch Plc (www.onwatch.com) is a CCTV surveillance company based in East Sussex in the United Kingdom. A March Networks certified solution partner, Onwatch designs, installs, monitors and maintains integrated systems for the management and security of customer sites and property throughout the United Kingdom. Launched in 1991, the company operates nationwide. It serves the Midlands, North England and Wales from an office in Newport, Shropshire and has working relationships with security systems integrators in mainland Europe, the U.S. and the Caribbean. Onwatch undertakes contracts of up to £1,000,000 in value across the full spectrum of CCTV applications.

“With the March Networks system, you can get straight to what you’re looking for. It’s phenomenal.”

Joe Alloway
Managing Director, Alloway Timber

UK BUILDING SUPPLIER TRIMS LOSSES

It didn't take long for a building supply chain serving the Southwest London and Surrey districts in the United Kingdom to begin recouping its investment in state-of-the-art March Networks™ video surveillance systems.

In the first few months of service, senior management at Alloway Timber had video evidence of several incidents that would have gone undetected by the retailer's outdated, tape-based CCTV system.

In one incident, the company's March Networks 4000 C Series NVRs provided a crystal clear image of a customer who mistakenly or otherwise drove off without paying for £500 (U.S. \$1,000) worth of building materials.

"There's a fair amount of theft in our industry, both internal and external," said Managing Director Joe Alloway. "It had been gradually increasing over the last three or four years and was excessive.

"I dropped in to see our security systems integrator, Onwatch Plc, and was taken aback by how far the technology and the March Networks system in particular had advanced."

Joe invited competitive bids and looked at other systems, but ultimately awarded the contract to Onwatch and March Networks.

A longstanding relationship with the security systems integrator and the latter's glowing assessment of March Networks technology – including its ease of use, reliability and long-term value – figured prominently in his decision.

"It was the system to go for. It's been installed now for four or five months and I'm very happy with it."

A family business founded in 1971, Alloway Timber sells a wide selection of building and home renovation products, from dimensional lumber and sheet material to doors, windows, flooring, roofing materials and tools. Putney Builders Merchants, a sister company supplying construction companies with bricks, blocks, sand and cement, has also been equipped with March Networks video surveillance systems.

The 4000 C Series NVRs deployed in each of the company's depots record video from up to 16 analog cameras installed at entrances and exits, and are strategically positioned to monitor merchandise deemed to be a higher risk for shrinkage. The NVRs are also able to accommodate up to eight IP cameras, offering Alloway

Timber the opportunity to expand coverage without having to acquire additional recorders.

Onboard storage equips the retailer with between six to 12 weeks of archived video, depending on the size of the depot and the number of cameras installed.

Joe finds it useful to monitor customer traffic, check on the appearance of the depots and keep an eye on potential health and safety risks on a 42-inch monitor in his office.

"It's simple for me to use," he said. "I can select the camera views and depots I want and mount them on the plasma monitor. It's all configured through my PC."

Depot managers have all been trained to retrieve video and investigate incidents of suspected theft. Personnel at Onwatch perform after hours monitoring and are able to access live or archived video to confirm an alarm or assess an incident before dispatching security or law enforcement staff to a site.

March Networks' state-of-the-art video surveillance system provides Alloway Timber with a much more powerful tool for controlling shrinkage.

"With our analog system, you might have to watch eight hours of videotape to find one tiny bit of evidence. With this system, you can retrieve video in a fraction of the time. That's the most impressive thing for me.

"If you have to sit there each time you think something's gone wrong and watch several hours of videotape, you're less likely to investigate because you just don't have the time," said Joe. "With the March Networks system, you can get straight to what you're looking for. It's phenomenal."

Based on his experience to date, he estimates that the company's investment will be fully recovered in 18 months.

Future enhancements to the building supply retailer's loss prevention capabilities may include integration with the company's point-of-sale system and additional cameras. ✨

Alloway Timber

Alloway Timber (www.allowaytimber.com) is a family-owned building supply chain serving Southwest London and Surrey in the United Kingdom. A sister company, Putney Builders Merchants (www.putneybuildersmerchants.com), supplies bricks, blocks, sand and cement to builders in the same trading area.