

# Cannabis Customer Growth Recognized

March Networks was proud to receive the Best Performance Sales award at the 2019 Best Ottawa Business Awards.

Our company won the award for its record-setting revenue and profitability in 2019, accomplished in part by the sale of its video surveillance solutions to the cannabis market. Capitalizing on the cannabis industry's rapid growth in both Canada and the United States, March Networks® secured two of the world's largest cannabis companies, in addition to over 100 other cannabis customers. Our company's video systems now safeguard all stages of the cannabis supply chain including cultivation, testing, retail sales and secure delivery.

"As an established high-tech company, March Networks plays a vital role in the local economy," said

Sueling Ching, Interim President and CEO of the Ottawa Board of Trade, which hosts the awards along with the Ottawa Business Journal. "We are pleased to recognize them with this award and we wish them continued success in 2020 and beyond."

The March Networks solution for cannabis includes its Searchlight for Retail software, which helps with both loss prevention and business optimization by integrating surveillance video with point-of-sale (POS) transaction data and analytics. The software also integrates with Radio Frequency Identification (RFID) data. In states like Colorado, where RFID tagging from seed to sale is mandated by law for cannabis companies, Searchlight delivers an enhanced level of tracking and compliance by allowing operators to keep a visual record of the movement of plants.

"March Networks recognized early on the unique security requirements of the cannabis market," said Net Payne, Chief Sales & Marketing Officer for March Networks. "This

highly-regulated industry requires total reliability, as well as full compliance with government-mandated rules for video surveillance. As a leading supplier of video-based business intelligence solutions to many Fortune 500 companies, March Networks' products meet and exceed the regulations for cannabis security while delivering the business intelligence needed to increase revenue and profitability."

March Networks' President & CEO Peter Strom congratulated the team on its accomplishments.

"We are very pleased to accept this award," said Strom. "Our strong sales performance would not be possible without the hard work and dedication of our employees, and of course, our many loyal customers. On behalf of everyone at March Networks, I want to thank our customers for trusting us with their video surveillance needs and choosing our solutions for enhanced security, profitability and customer satisfaction." ♦



*Jeff Corral, March Networks Director of Strategic Partnerships and Integrations, right, accepts the Best Performance Sales award on behalf of March Networks at the 2019 Best Ottawa Business Awards.*