

# Loss Prevention is Key to Your Growth

It's time to start improving operations and driving profit for your business with the March Networks video surveillance solution.

**Here are some of the key steps you can look forward to as you anticipate the delivery and deployment of your new solution.**

## PHASE 1: SITE SURVEY



Within the next few days, you'll be contacted by an integrator in your area who will work with you to schedule a site survey. The site survey will be conducted at your location, and will allow the integrator to better understand your store layout, current equipment setup, requirements, and goals...and ultimately make recommendations on the solution that will work best for you.

In order to ensure you have remote access to your site going forward, we recommend that you have a technical resource or an IT person on-hand for the site survey. This individual should be familiar with your internet connectivity and policies, as your integrator will need to know things like:

- IP address policies (e.g., your provider, bandwidth requirements, static vs. non-static, etc.)
- POS type (e.g., Verifone, Gilbarco, Radiant, other)
- POS types at other locations, if you are multi-branded (e.g., Shell and Valero)
- Quantity, type and physical location of all system components (e.g., cameras, recorder, local control HDMI monitor, cabling, etc.)

Having the correct technical resource available—along with his or her contact information (business card)—will ensure the site survey runs smoothly and your requirements are heard.

## PHASE 2: GET QUOTE AND SCHEDULE INSTALLATION

Based on the site survey, your integrator will be able to make recommendations for which surveillance solution best meets your requirements—including specific IP cameras and where to install them based on your potential vulnerabilities—and they will give you the best price for installation, set-up and on-going support. Then it's time to schedule your installation.



## PHASE 3: INSTALLATION AND SETUP

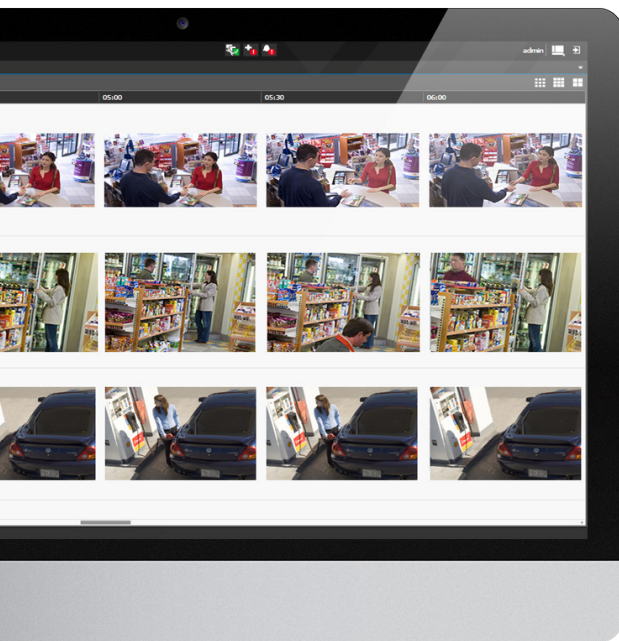


Per the agreed-to time and date, your integrator will be on site to install your customized solution. This includes setting up your NVRs, connecting them to your server, and configuring your equipment for your unique requirements, e.g., getting the best possible views from your cameras and assigning camera names that are meaningful to you.

While there, your integrator will also do some on-site training to ensure you're comfortable using your system. For example, you will learn things like:

- How to log in
- How to see video
- How to conduct searches

## PHASE 4: POST-INSTALLATION



After you are up and running, you can rest assured that your integrator will receive daily "health reports" about your system and will notify you if there are any unexpected issues...and will help you rectify them. Your integrator will continue to provide ongoing training, as needed.

As you get more comfortable with your March Networks solution, you may find that your needs change and your capabilities expand. Please remember that your integrator will always be available to fine tune your system as necessary to accommodate your changing requirements.

## IMPORTANT CONTACTS

Here are some helpful resources and points of contact along the way:

- For all questions prior to install (Phase 1 and Phase 2), we encourage you to work directly with your March Networks consultant:  
[DiamondDeal@MarchNetworks.com](mailto:DiamondDeal@MarchNetworks.com).
- For all questions after install (Phase 3 and Phase 4), you can contact your integrator directly; however, March Networks is always available as a resource for you as well.
- For on-line end-user training, please refer to the variety of courses available at <http://onlinetraining.marchnetworks.com/>.

*You have a whole team of resources behind you to help you integrate high-quality surveillance video with your POS, to minimize loss and shrinkage, improve operations, enhance the customer experience, and increase revenue.*