Planning a Major Security Systems Retrofit
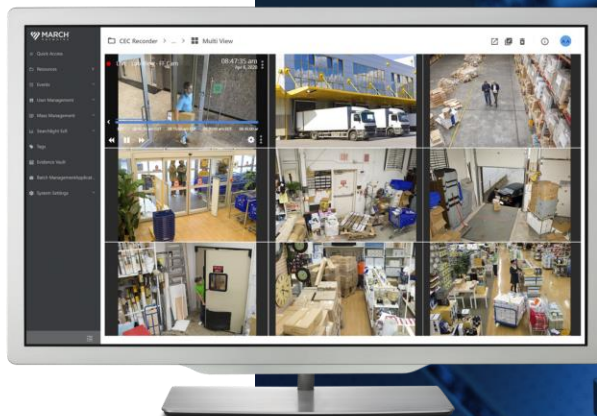
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Overview

Leading the Transformation of Enterprise Video Surveillance to the Cloud

March Networks is a global leader in video surveillance and video-based business intelligence applications for the financial, retail, and transit markets

Challenges of a Security System Retrofit

- Outdated infrastructure

- Compatibility issues and integration

- Unforeseen structural limitations

- Funding constraints and cost overruns

Challenges of a Security System Retrofit

Moving from analog-based systems to IP-based systems without disrupting daily operations.

- Analog systems require different cabling than IP systems and add more costs.

- Potential to disrupt daily operations.

Maintaining an existing system while implementing a new system.

- Costs money and time.

- Leads to user dissatisfaction.

Budget constraints quickly affect the completion of security system retrofits or migrations across ALL branches or locations.

Benefits of the March Networks Solution

- Avoid straddling two different systems, reducing costs and staff confusion.

- CRS supports up to 3,000 cameras on a single Linux server or 500 cameras on a Windows server.
  - CRS can also be set up as a Virtual Machine enabling the ultimate in flexibility and scalability

- CRS provides added redundancy across all locations.
  - Acts as a backup once the migration or retrofit is completed.

- Centralized management through CES reduces the need for additional training.

March Networks Case Study

1

A major financial client replaced 80 competitors' network video recorders and 5,000 cameras across 44 branches.

Competitors proposed a 3-year migration with two VMS systems concurrently, but the client opted for March Networks' solution.

2

Using the Command Recording Server (CRS), they stored 100 days of video during the NVR replacements.

Cameras connected to the central CRS via the network, allowing a gradual transition to March Networks NVRs.

This approach accommodates bandwidth and network limitations, making it suitable for enterprise banks and retailers.

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