

Security Project 2023

# Securing your business with March Networks

ANDREA DI ODOARDO –SALES ENGINEERING EUROPE



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



Founded in 2000 by Terry Matthews (Mitel, Newbridge Networks).  
Headquartered in Ottawa. Part of Delta Group since 2022.

# Significant Presence and Industry Experience



#1

hardware NVR  
supplier in the  
Americas, and top 10  
globally\*



#1

supplier of video  
surveillance  
equipment to  
banks in the  
Americas



Supplier to the  
**WORLD'S  
LARGEST**  
video  
installation



More than  
**206,000**  
video surveillance  
systems sold

\* Source: IHS Markit, Video Surveillance Intelligence Service

# Why Customers and Partners Choose March Networks

- Proven, end-to-end video solutions for the world's most demanding customers (GDPR, NDAA, independent penetration tests, internal committee for cybersecurity)
- Industry's most reliable, secure and serviceable products (internal battery, docking station, redundancy, end to end encryption)
- Enterprise-class management capabilities (LDAP user management, recorders and cameras mass management and health monitoring)
- Video-based business intelligence software to improve performance and profitability (integrations with state of the art analytics/data providers)
- Network of talented and certified partners to support demanding installations



# Peace of Mind and a Superior Total Cost of Ownership

Thousands of NVRs Still Operating After More than 10 years in Service



One-time investment spread over the life of the unit

All camera licenses included

No SMA or recurring costs

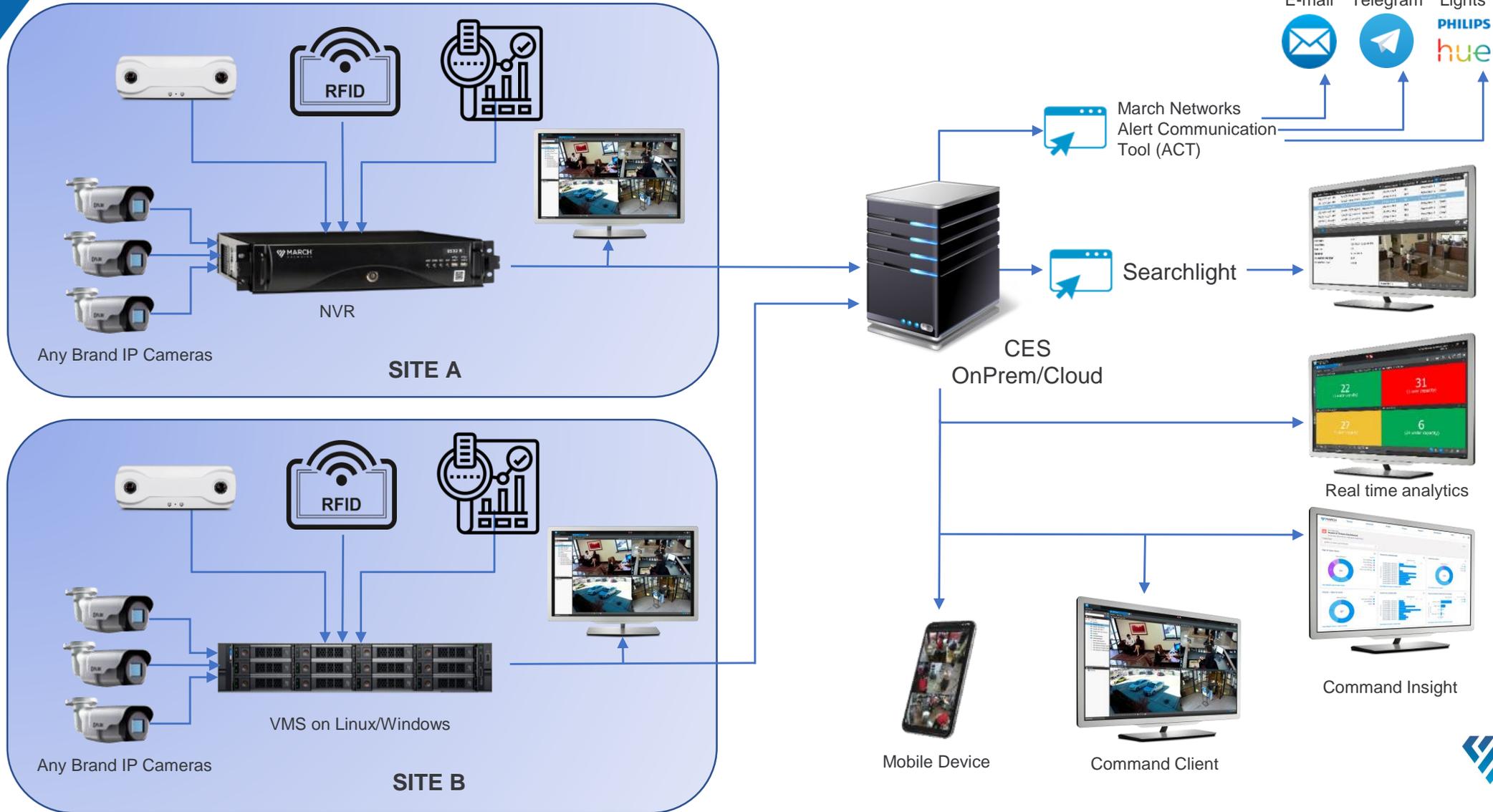
Less than 1% failure rate

Field serviceable parts lower cost & downtime

GURU Smartphone app for increased efficiency

*March Networks has the flexibility to offer both CAPEX or OPEX models to suite your needs*

# March Networks Solution for Multiple Distributed Sites



Thank you!

