Intelligent Video Management

Corporate Profile

At March Networks®, we focus on delivering intelligent video management solutions that help our customers realize the true business value of networked video.

For close to a decade, leading commercial and government organizations worldwide have used our digital video and business analysis applications to reduce losses, mitigate risks, improve security and work more efficiently.

One of the first manufacturers to introduce networked and hybrid surveillance platforms to the market, today our diversified VideoSphere™ portfolio delivers complete IP video solutions with products ranging from megapixel cameras and embedded analytics to Video Management System software running on industry-standard servers.

This end-to-end solution strategy gives our customers the flexibility to deploy all-IP video today, or transition to an open, IP video environment through the selective adoption of advanced technologies. It also supports the common management of both IP and hybrid IP/analog systems across a large-scale enterprise with hundreds, or thousands, of locations.

VideoSphere Intelligent Video Management

Video surveillance has never been used more extensively or strategically than in today's marketplace. Organizations that have relied on video to help maintain effective security are now moving to more advanced applications that help protect profits and deliver valuable business intelligence to multiple groups across their enterprise.

The emergence of these new applications is driven in part by recent advances in IP-based video technologies. This has left many organizations searching for the best networking environments to support and manage them. All-IP video infrastructures can offer considerable cabling, integration and administration cost-savings. Over time they will inevitably become the solution of choice for most organizations. The challenge for many companies is how to evolve logically and affordably from the video systems they have in place today to those they want – and will need – in the future.

VideoSphere from March Networks is an intelligent video management solution that enables organizations to move to IP video systems immediately, or to maximize their existing CCTV investments as they make the transition to next-generation technology. The VideoSphere portfolio includes integrated video management, analytics and system management software that interoperates with best-in-class March Networks IP cameras, encoders and networked recorders, as well as industry-standard host and storage servers.

We complete the solution with a range of managed and technical services that help our customers maintain optimum video system performance and leave them free to focus on their core business.

VideoSphere
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Market-Specific Focus

March Networks continues to focus on market-specific applications that enable organizations to realize the full potential of their systems and benefit from sophisticated security, loss prevention, risk management, and customer service intelligence.

Our IP platforms support video wall displays of 2 to 200 monitors and feature embedded analytic applications that immediately alert security personnel to suspicious activity, such as a bag left unattended in an airport. They include automated teller machine and point-of-sale transaction data integration for the financial and retail markets, and a portfolio of cross-industry applications for advanced security, monitoring and operational analysis.

We also offer a suite of robust mobile systems to ensure comprehensive surveillance coverage across public transportation vehicles and facilities.
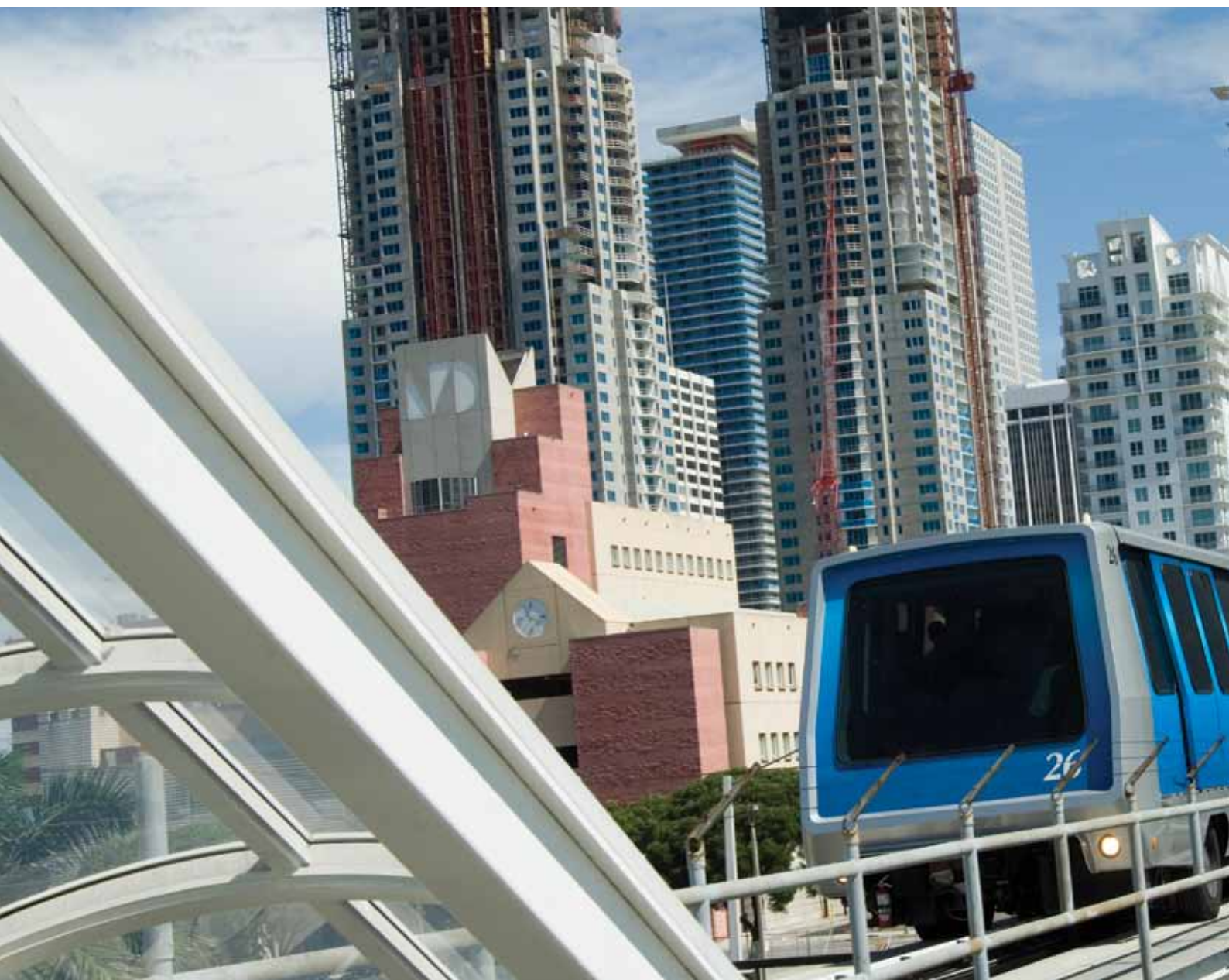
Product Innovation

Our company is committed to delivering innovation and value to customers. With two primary R&D centers in Milan, Italy, and Ottawa, Canada, we are constantly evolving our products to ensure that they not only perform to the highest standards, but can also be deployed, managed and maintained more efficiently – saving organizations and systems integrators both time and expense.

We are proud of our reputation for innovation, which started with our Linux-based networked recording systems, unique docking-station hardware design and efficient management software for large, multi-site installations. Today, our portfolio also includes the industry's first IP PTZ camera with Power over Ethernet; HD megapixel cameras that support H.264 compression for optimum bandwidth and storage efficiency; and a portfolio of intelligent video analytics for a wide range of applications.

Our Enterprise Service Manager software also continues to deliver unparalleled configuration, maintenance and user rights management to our larger customers, who oversee systems ranging from several hundred to hundreds of thousands of video channels.

Our market-specific applications enable organizations to realize the full potential of their systems and benefit from sophisticated security, loss prevention, risk management, and customer service intelligence.

Our networked video solutions are ideal for:

Financial Institutions

From large, nation-wide institutions to community banks, including retail branches, cash centers, ATM kiosks, corporate offices and other facilities.

Transportation Authorities

Public bus and rail agencies, air and seaports, and municipalities tasked with street and road-side surveillance.

Government & Educational Facilities

Government offices and research facilities, colleges and universities, tourist sites, hydro electric dams, water treatment centers and other critical infrastructure.

Commercial-Industrial Organizations

Corporate offices, hotel and resort complexes, health care facilities, stadiums, museums and other public venues.

Retail Businesses

General and specialty merchandisers, grocery store chains, convenience store operators and quick service restaurants.

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- A March Networks customer since 2004, Singapore Mass Rapid Transit (SMRT) has evolved its networked surveillance system over time from internal recording platforms to an open, server-based IP video environment. With its recent adoption of a VideoSphere video management system, it plans to grow its installed 2,000-analog camera footprint to approximately 6,000 cameras.

- After integrating powerful VideoSphere transaction investigation software with its existing March Networks video surveillance system, one top-tiered U.S. financial institution tripled its annual fraud recovery target, saving the organization millions of dollars in otherwise lost revenue.

- A large, international hospitality group is using our VideoSphere solution across five of its premier properties in the United Arab Emirates, including one of the region's most prestigious hotels. The solution consists of more than 800 IP cameras, video analytics and a comprehensive video wall application for centralized, real-time video monitoring.

- HSBC Mexico recognized March Networks with its annual Top Security Products Supplier award, stating that our company provided the reliability, functionality, innovation and prompt service it required to deter crime and protect its customers and staff.

- The police service in Florence, Italy, relies on its hybrid video surveillance system from March Networks to monitor traffic, fine-tune signal lights and respond quickly to accidents. Its national counterpart, the Carabinieri, also take advantage of the system to safeguard the city's many historic sites. A 120-kilometre (75-mile) fiber network connects more than 100 surveillance cameras and links the city's state, national and police monitoring centers together to enable a coordinated response in crisis situations.

With March Networks, public and private organizations can take advantage of the latest video applications regardless of their position on the IP technology adoption curve, and benefit from common management software that unifies IP and analog environments. Our VideoSphere solution includes:

- **Video Management System (VMS)** – high-performance server software for open, scalable and fully distributed IP video architectures

- **Application Software** – advanced software that ensures the efficient programming and control of all networked cameras, encoders, recorders and analytic applications

- **Analytic Software** - intelligent video and data analytics that alert organizations to suspicious activity and provide valuable insight into operations

- **IP Cameras** – award-winning fixed and PTZ dome IP cameras that deliver high-quality standard and HD video, as well as outstanding bandwidth and storage efficiency

- **Encoders/Decoders** – a family of standalone and blade encoders and decoders for the seamless integration of analog cameras and display monitors

- **Networked Video Recorders** – highly reliable hybrid recorders that provide outstanding video capture, storage and output

- **Mobile Portfolio** – ruggedized video surveillance systems and software for bus, passenger rail and other fleet operators, as part of an integrated solution for mobile and fixed environments

- **Managed Services** – A services portfolio that enables customers to outsource the health monitoring and maintenance of their surveillance network to our fully-staffed Network Operations Center, or take advantage of hosted retail applications by subscribing to our unique Software-as-a-Service (SaaS) offering

- **Technical Services** – A 24/7 Customer Care Center staffed by a team of experienced, multilingual specialists ready to assist customers with any question or technical issue

March Networks is a leading provider of intelligent IP video and business analysis applications that enable organizations to reduce losses, mitigate risks and improve security and operational efficiency.

Working with outstanding business and technology partners, we currently deliver our high performance systems to organizations in more than 50 countries.

Our company is led by experienced technology and security industry veterans committed to innovation and customer-service excellence. We are ISO-certified and publicly traded on the Toronto Stock Exchange (symbol: MN).

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