



Bethpage 

## BFCU Turns To NAVCO Security Solutions

### The Challenge

Bethpage Federal Credit Union (BFCU) is the largest Long Island credit union, with more than \$3 billion in assets and 23 branch locations. Over the years, BFCU became increasingly dissatisfied with the performance, unreliability and poor picture quality of their existing DVRs, provided through their partnership with another national security integrator.

### The Solution

NAVCO demonstrated to BFCU that the solution to their needs was available in a new DVR platform. NAVCO followed with a product demonstration; highlighting the new systems ease of use as well as its flexibility to enable high quality mega pixel cameras to be installed in selected positions inside each branch.

And in 2010, NAVCO was awarded a contract to install a CCTV system in a new branch that BFCU was building.

### The Results

NAVCO unseated the incumbent by showing BFCU the value of a maintenance agreement. To start, a technical visit was performed on all of their branches to get all systems up and fully operational. After these visits, CAD drawings were generated which showed their existing camera coverage along with specific recommendations for improvement. Furthermore, an annual maintenance agreement was drafted for all branches to help minimize ongoing service calls.

### Highlights

> NAVCO secured their success by offering a more cutting-edge DVR platform, the ability to use mega pixel cameras for critical areas, and an annual maintenance agreement that allowed them to develop a DVR upgrade plan over a 2-year period.

If you're looking for a business security specialist with solutions prepared for today's and tomorrow's challenges, contact us today. NAVCO...Securing Your Future.