



## Large Oil Retailer Moves To HD Cameras

### The Challenge

A large oil retailer, recognized globally through various brand names, offers marketing support to approximately 22,000 branded service stations and over 5,000 franchised stores nationwide.

Their in-store security systems were not measuring up to the company's need for reliability, efficiency, ease-of-use, and remote access to video footage.

### The Solution

Starting in 2006, NAVCO conducted quarterly meetings with their senior management to evaluate the client's system design and performance needs. NAVCO ultimately deployed a long-term solution to update existing video systems across the oil retailer's U.S.-based network while enhancing remote visibility of all stores' activity.

March Network's Digital Recording System was selected as a bridge to High Definition cameras that provide a long-term solution. Simultaneously, NAVCO recommended an easy-to-use software platform that synchronized POS data to video clips, allowing management to see and confirm every transaction in every network store.

To ensure a successful transition to the upgraded solution and minimize disruption, NAVCO dedicated a team to quickly respond to issues with older equipment that had not yet been upgraded.

### The Results

This major oil retailer now has a video security system that provides remote access and management to each store, while allowing robust POS searches and exceptions. And NAVCO put in place a platform that paves the way for a future all-IP solution across their entire network.

The new systems are expected to reduce inventory shrink by over 1% of gross sales at problem stores and cut management travel costs in half.

### Highlights

- > Since late 2009, NAVCO has installed over 90 units and provided service to all 450 of the oil retailer's major brand name sites.
- > NAVCO's solutions include NVR (Network Video Recorder) with POS Interface, Remote User Management, and new IP camera technology.
- > This oil retailer recently selected NAVCO as its sole provider for video, service and installation for all company operated sites.
- > The oil retailer chose NAVCO over multiple existing vendors because of our forward-thinking vision and customer-focused solutions.

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.



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