

March Networks delivers IP video surveillance and monitoring that makes the world a safer place

With a record \$94.4 million in fiscal year 2008, March Networks is expanding its offering for airports, hospitals, schools, hotels and other commercial/industrial markets

Fast facts

Corporate profile

Leading financial institutions, retailers, transportation authorities, commercial/industrial organizations and government security agencies use March Networks systems in more than 50 countries. The systems take advantage of an advanced software suite that combines intelligent video and data mining with advanced video network management that runs on either new or existing platforms for wireless and wireline Internet Protocol (IP) networks.

Why Ontario

Ottawa, Ontario technology entrepreneur Sir Terence Matthews is the founding CEO and current Chairman of March Networks. Prior to joining March Networks, Matthews served as CEO and Chairman of Newbridge Networks, a company he founded in 1986. Providing leadership and vision for 14 years, he helped Newbridge become a leader in the worldwide data networking industry.

Business advantage

March Networks draws upon a rich heritage in IP-based networking and video processing technologies to design, implement and support networked digital video systems. These solutions help businesses enhance security, work more effectively and protect themselves against theft and fraud.

From bank card fraud and retail shop-lifting to security applications in large public settings, March Networks' IP video surveillance and monitoring technology is making the world a safer place in which to live, work and play. Leading financial institutions, retailers, transportation authorities, commercial/industrial organizations and government security agencies use the company's systems in more than 50 countries. They take advantage of an advanced software suite that combines intelligent video and data mining with advanced video network management that runs on either new or existing platforms for wireless and wireline Internet Protocol (IP) networks.

Listed on the Toronto Stock Exchange (TSX) since 2005, March Networks earned a record \$94.4 million in 2008.

The company's products cover four main application areas:

- Video management software offers scalable management, investigation and reporting tools for use in all-IP and hybrid video networking environments with an unlimited number of cameras
- Video analytics software alerts user to unusual events and delivers valuable intelligence for loss prevention, risk management and other applications
- Business intelligence software integrates retail and banking transaction data with synchronized video evidence and applies sophisticated mining and reporting capabilities to help investigators dramatically improve risk, performance management and return on investment
- IP cameras, encoders and network recorders deliver advanced capabilities and support March Networks' powerful analytic applications

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March Networks launched VideoSphere — its intelligent video management solution — in April 2008. What differentiates the portfolio from competitors' is its ability to deliver all IP video immediately, or help organizations extend investments in existing CCTV infrastructure as they transition to next-generation technology.

Why Ontario

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Networks. Prior to joining March Networks, he served as CEO and Chairman of Newbridge Networks, a company he founded in 1986. Providing leadership and vision for 14 years, Matthews helped Newbridge become a leader in the worldwide data networking industry. When France-based Alcatel acquired Newbridge in 2000 for \$7.1 billion, the company employed more than 6,500 employees and enjoyed \$1.8 billion in revenue.

In addition to March Networks, Matthews has founded more than 60 technology companies on both sides of the Atlantic.

Business advantage

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The company's VideoSphere software portfolio enables organizations to dramatically improve their loss prevention, risk management, and surveillance programs and to gather business intelligence with applications such as video analytics, and retail and financial transaction investigation.

Its VideoSphere IP cameras, encoders and networked video recorders provide scalable recording and real-time monitoring over wireless and wireline networks. March Networks offer customers a range of cross-industry platforms and are managed with powerful software that unifies IP and hybrid networking environments.

Future growth plans

March Networks recently expanded its geographic presence and strengthened its offering for airports, hospitals, schools, hotels and other commercial/industrial markets through the 2008 acquisition of Italy's Cieffe S.p.A. and its related company, Insignis Technologies S.r.l.

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