



SIMPLE SECURITY SOLUTION TO KEEP STUDENTS SAFER

Making Your Security Vision a Reality



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Agenda

Company Overview

Cisco Meraki

Case Studies

Next Steps

Questions

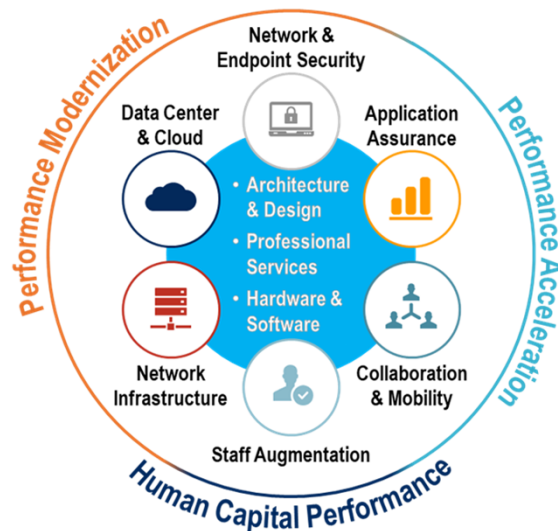


Networking For Future (NFF) offers a performance-focused approach to delivering transformational IT business solutions

Networking For Future, Inc. (NFF)

- Founded in 1996
- Headquartered in Washington, DC
- 130+ Employees
- 77% of workforce hold industry certifications

IT Business Solutions



Strategic Partners

- Cisco Gold Partner
- Riverbed Premier
- Splunk Partner
- NetApp Gold
- VMware Enterprise Partner
- Microsoft Certified Silver
- Gigamon
- F5 Networks
- CoreSite

Strategic Contract Vehicles

- GSA Schedule (GS-35F-0197L)
- District of Columbia Supply Schedule
 - MOBIS and ITES
- Maryland Education Enterprise Consortium (MEEC)
- Maryland Consulting and Technical Services (CATS+)
- Fairfax County Public Schools
- Maryland DoIT Hardware Master Contract

District of Columbia
Certified Business
Enterprise (CBE)



Clients

GOVERNMENT	EDUCATION	NON-PROFIT	COMMERCIAL	TRANSPORTATION AND UTILITIES	HEALTHCARE
<ul style="list-style-type: none"> ■ U.S. Census Bureau ■ U.S. Navy ■ U.S. Air Force ■ General Services Administration ■ United Services Organizations ■ DC Government Offices and Departments 	<ul style="list-style-type: none"> ■ Georgetown University ■ Montgomery College ■ Alexandria Public Schools ■ The Catholic University of America ■ University of the District of Columbia ■ DC Public Schools 	<ul style="list-style-type: none"> ■ Smithsonian Institution ■ Better Business Bureau ■ National Association of Convenience Stores ■ American Alliance of Museums ■ NeighborWorks America ■ National Association of College and University Attorneys 	<ul style="list-style-type: none"> ■ The MITRE Corporation ■ Cisco Systems ■ Contact Solutions ■ Perdue Farms, Inc ■ Hexaware / FREDDIE MAC ■ CSSI, Inc. ■ United Parcel Service ■ National Cooperative Bank ■ Smartronix ■ SpaceNet ■ Virginia Tech Applied Research Corp ■ Newseum 	<ul style="list-style-type: none"> ■ Washington Metropolitan Area Transit Authority ■ Metropolitan Washington Airports Authority ■ DC Water ■ Washington Suburban Sanitary Commission ■ DC Office of Cable Television 	<ul style="list-style-type: none"> ■ Novant Health Systems ■ Shady Grove Fertility ■ DC Health Benefit Exchange Authority ■ SureScripts



The Way We Work Has Changed

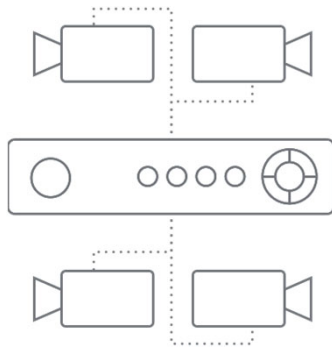


Goal

A security solution that provides built-in identification of and protection from:

- Trespassers
- Poor behavior
- Unforeseen incidents
- Theft
- High-risk areas

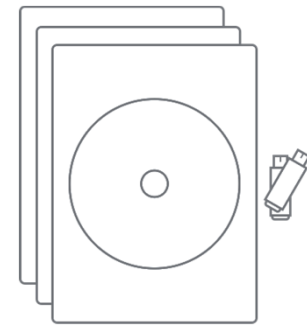
Your Challenges



Additional on-premises hardware (e.g., Network Video Recorder (NVR))



Standalone software packages, plug-ins, drivers, and IP configurations



DVDs, thumb drives, VHS, and other outdated sharing options

Our Solution

A video surveillance and management solution that:

- Needs no network video recorder (NVR) equipment
- Quickly notifies the security and IT teams when a person is where they shouldn't be
- Instantly permits the security and IT teams to view and analyze real-time and historic video of school activities from any location
- Directly identifies high-risk areas on campus using video analytics



Meraki MV Video Surveillance Camera



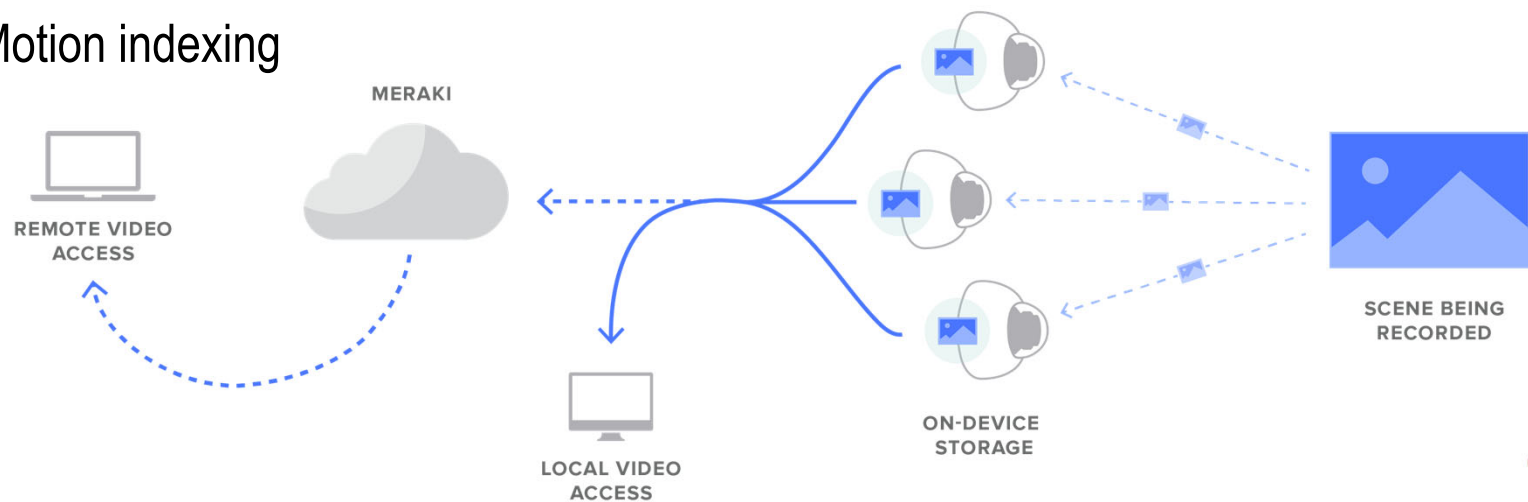
Feature Highlights

- Edge storage architecture eliminates NVR/VMS
- Motion search tool for isolation of motion events
- Built-in analytics – motion heatmaps and people counting
- Zero-touch smart camera deployment
- Award-winning cloud management architecture

Cutting Edge Architecture

For Each Camera:

- Less than 50 Kbps upstream bandwidth
- Thumbnails stored
- Motion indexing



Demonstration



Case Study: University of Maryland – Baltimore County

UMBC

Number of users and locations protected:

13,767 Students; 546 Faculty; 500 Acres

Challenge:

- Server infrastructure (Five video servers, huge storage required)
- Administrative (OS update, camera add, configuration changes)
- Small team to manage entire solution (Two person team)

Solution:

- Rollout of 400 Meraki MV cameras for coverage indoors and out

Impact:

- Reduced backend infrastructure and shifted money to cameras
- Simplified administrative overhead to make day-to-day easier
- Department chargeback costs are really easy to calculate
- With its low data use, plan to increase outdoor video surveillance



“Meraki is easy to use and manage. The web-based interface is intuitive and provides people access from any device and from anywhere.

We want to put cameras in 24-hour labs and look at the data, so we can determine equipment usage, identify peak times, and buy intelligently.”

Raymon Soellner, Jr.
Associate Director Telecommunications
University of Maryland - Baltimore County



Case Study: Sweet Briar College



Number of users and locations protected:

300+ Students; 3,250 Acres with Remote Facilities

Challenge:

- Staff unable to easily view video footage due to poor VMS
- Historic campus posed limitations on housing extra hardware
- Not knowing when cameras went offline or stopped recording

Solution:

70 Meraki MV cameras for full campus coverage indoors and out

Impact:

- Security team uses web-based app to look into remote areas
- Dashboard configures cameras and views saving time and effort
- Motion Search means quick identification of events on campus
- Receiving offline camera alerts before they miss a critical event



“The amount of time savings for your staff, the installation and management of the cameras, and the ease of use for your campus police or security office ... are all tremendous selling points for us.”

Aaron Mahler
Chief Technology Officer
Sweet Briar College



Case Study: Reading School District



Number of users and locations protected:

~ 17,800 Students; ~ 2,000 Employees; 19 Schools; 25 Buildings

Challenge:

- Small team to manage entire solution (one person)
- DVR video capture quality and each only supporting 20 cameras
- No centralized management leading to on-site configurations

Solution:

Roll out thousands of Meraki MV cameras district-wide

Impact:

- Superior video storage on the camera, so no need for DVR
- Dashboard permits anyone with access to manage the cameras
- Security guards use Motion Search to isolate incidents quickly
- Saved significant configuration, maintenance, and upgrade time



“We now have significantly better video quality and much better coverage. We are moving from something where we could say, ‘Yes there are people moving in that area doing something’ to saying, ‘I know exactly who that student is and I know exactly what they are doing.’ That is huge.”

CR Hiestand

Network and Systems Administrator
Reading School District



Real Customer Results

“The recording server OPEX for our 600 cameras is over \$100k a year.

With Meraki, the recording OPEX and CAPEX are \$0.”

Director of physical security for a property firm with a \$26 billion property portfolio

“Just plug it in and go straight to the dashboard.”

Camera administrator at a University

“The NVR is a cursed word around the office”

Owner of a security reseller



Keeping Students, Staff, and Faculty Safe

- No Network Video Recorder (NVR)
- Zero-Touch Deployment
- Motion Heatmap and Search
- Remote Management Dashboard
- Access Controls
- Built-In Analytics



Next Steps

- Discover the impact these solutions can have on your organization
- Contact Bryan Myers at 443-896-4688 and bmyers@nffinc.com
 - More Information
 - Demonstration
 - Proof of Value
- Share webinar recording with your friends
- Meet with us at the 11th Annual MEEC Conference on March 28

Questions?



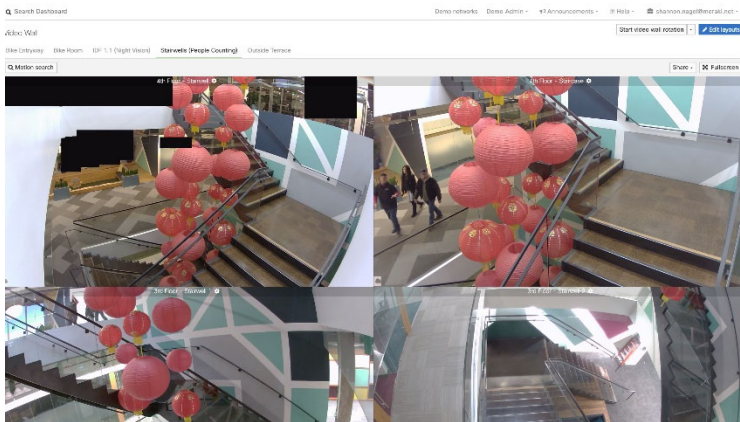
**Your performance improvement
is our measure of success.**

Thank You!

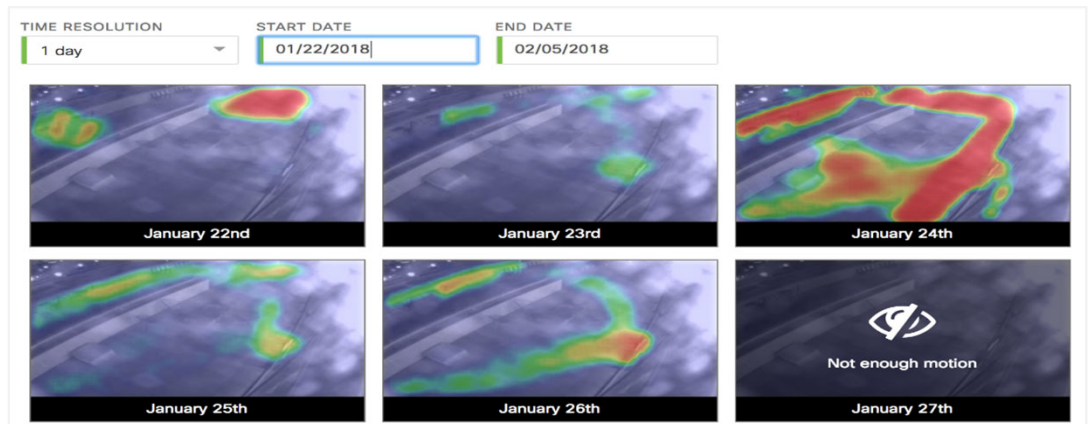


Award-Winning Management Architecture

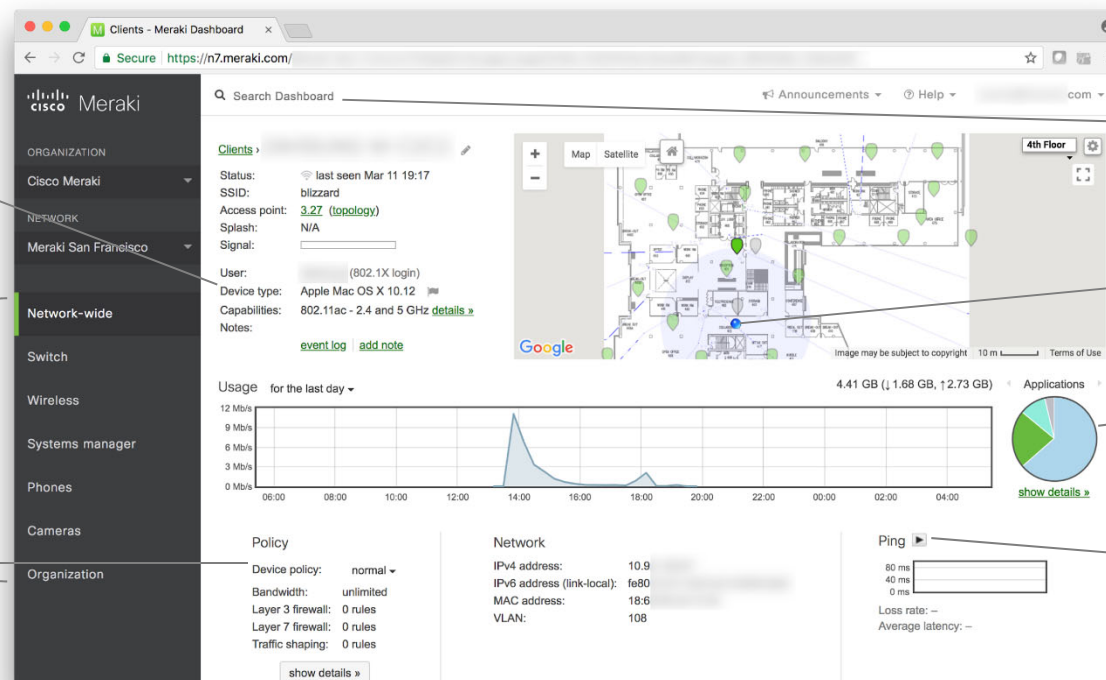
Video Wall



Motion Heatmap and Search



Intuitive Web-Based Dashboard



Client Fingerprints

Single Pane Of Glass IT Management

Real-Time Control

Site-Wide Search

Client Location

L7 Application Visibility

Remote Tools

