



## March Networks Security Solutions for the Cannabis Industry

**Safeguard employees and profits, track inventory, and  
increase operational efficiency from seed to sale**

Whether it's a small dispensary, a large remote outdoor grow, or a state-of-the-art processing and extraction facility, security is one of the most important components in the rapidly-developing cannabis industry.

March Networks® — a global leader in intelligent IP video solutions — gives you the tools you need to enhance security, mitigate risk, and reduce losses from theft and fraud. We then deliver on the true power of video with applications that let you make informed decisions to improve performance and profitability.

 **MARCH**<sup>®</sup>  
networks  
An Infinova Company

# Use video and analytics to increase revenue and improve operations

Learn about instances of potential theft, reduce investigation time from hours to minutes, and gather valuable metrics on your operations, marketing and customer service.

## Identify issues based on transaction trends

- View report summaries (e.g., voids, refunds, discounts, etc.) from one store or a group of stores
- Compare report summaries in dashboard display to easily analyze results
- Determine trends such as high and low employee (or store) performance

## Investigate specific transactions

- Show all transactions, then filter by employee, transaction type (e.g., refunds), transaction amount, etc.
- Review receipts line item by line item, with synchronized video
- Find instances of internal theft
- Evaluate employee behavior at the POS (e.g., how well staff enters multi-item orders)

## Learn about customer behavior

- See how many customers are in your dispensary at any given time
- Identify the average number of people waiting in a line, and average amount of time they waited
- Learn how long people dwell in a particular area of your dispensary
- See which store turns more shoppers into buyers
- Know the time or day that most people are in a dispensary, and for how long (to implement possible staffing changes)

## Check in on your facilities

- Review snapshots and video taken from specific cameras at pre-determined time intervals
- Spot check your locations to discern operational issues, such as conditions at an outdoor grow, whether employees at a processing facility are properly dressed, and if the shelves at the dispensary are properly stocked and displayed

## Find suspect activity quickly

- Define rules based on certain types of transactions (e.g., exceeds a certain amount), analytics (e.g., transaction taking place when no customer is present), or a combination of both
- Review all instances of those rules being broken; filter by location or rule

## View and manage your alarms

- Review a list of all alarms, such as back door theft, customers loitering in front of high-value merchandise, and people entering sensitive areas
- Quickly filter by location and/or specific alarms, and view associated video from one or multiple cameras
- Export alarm details with relevant video/audio evidence

list of transactions



details of selected transaction

video of selected transaction

## Track and manage inventory more accurately

Before your product reaches its intended customer, it has been through an expansive supply chain, with many links along the way. The RFID tag verification process at each link of that chain assures that the integrity of the product has not been compromised, from seed to sale.

By incorporating video into your RFID tracking solution, you can actually see the circumstances surrounding each time a product is read by an RFID reader, giving you a comprehensive visual account as the item moved through the chain.

The integration of the powerful March Networks Searchlight™ software and RFID technology merges video with RFID, so you can:

- Quickly search for missing product using a myriad of parameters, e.g., date, time, brand, type, product code and serial number
- Play the associated video and see exactly when and how an item entered or left a location
- Resolve more systemic, and potentially costly patterns, such as multiple products reported missing from inventory at the end of each month
- Conduct searches centrally from any networked location, and simultaneously across multiple locations
- Set up reports in the easy-to-use Searchlight dashboard to analyze inventory flow over time and identify suspect incidents at-a-glance



# Protect employees, customers and facilities



Reassure employees and customers that you value their safety, and help discourage potential criminals from acting. Visible security measures can be an effective, yet unobtrusive visual reminder that all activity is being monitored and recorded.

## Smartphone app lets you check in on your business from anywhere

- The March Networks Command™ Mobile app lets you view live and recorded video of your facilities remotely, from outside the building
- Use your smartphone to see if someone is in your grow or dispensary before you enter, make sure employees get to their cars safely at night, and “be on-hand” during cash counting scenarios
- Keep watch over your outdoor grow, despite its remote location and multi-acre terrain
- Remotely conduct a “virtual patrol” to assess a situation in advance, prior to taking action

## Public view monitors remind shoppers they’re on record

- Installing a monitor at your dispensary’s check-in lets people know you have already recorded a good shot of their face
- Potential thieves scouting a location are less likely to act when they see a high-resolution image of themselves

## Advanced safety integrations enhance your total security solution

- **Access control.** Access control alarms display live video pop-ups, move cameras to a preset location, and send email notifications to key stakeholders. All alarms are logged in March Networks Searchlight software, and are searchable for future investigations.
- **License plate recognition.** Log license plates detected by a surveillance camera at your dispensary’s drive-thru. With March Networks Searchlight, you can search and sort through license plates, and match those plates with video snapshots for fast and easy investigations.

## March Networks cameras are built for the unique requirements of your business

- Cameras easily handle challenging lighting conditions, like intense backlighting and glare from reflective surfaces (e.g., windows, counters and floors)
- Low light technology lets you see in complete darkness
- Alarms notify you if a camera is blocked or moved
- Rugged housings protect the cameras from vandalism, extreme temperatures, high humidity, dust and water
- Motion detection triggers an alarm
- Two-way audio lets you scare off potential thieves and remind them they’re being watched

**Our systems meet or exceed regulatory compliance for your state or municipality, and they will remain compliant at all times, guaranteed.**

## Work with a team of experts to get the most out of your security solution

March Networks’ Managed Video Network Services save you time and resources; our team of trained professionals proactively monitors and troubleshoots your video network.

- Proactive monitoring of your cameras, recorders, and overall network connectivity
- Remote troubleshooting and issue resolution
- Remote software maintenance and updates, scheduled during off-peak hours
- Online access to your video installation information, including maps, support tickets, and device warranty and location information
- Daily reporting for service level agreement (SLA) tracking

**Contact your March Networks Sales Representative to request a demo or site visit.**