



**The Right Integrator –
Yesterday's Security Won't Safeguard Tomorrow's Risks!**

Launch 2024 NAVCO®



The Integrator and Project






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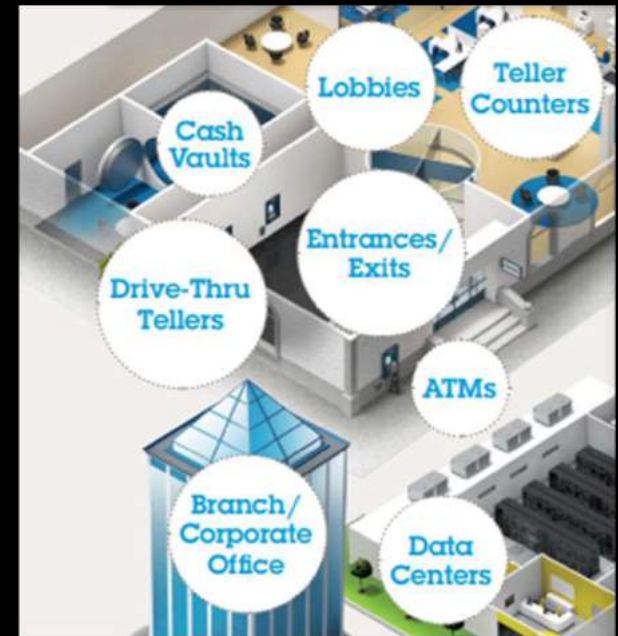
 Phone: (475) 228-0529

www.NAVCO.com

NAVCO Credit Union Customers

OUR TOP 10 CREDIT UNION & FINANCIAL CUSTOMER'S

- BRANCH LOCATIONS = +19,000
- TOTAL WITH ATMs = +40,000



*THREE OF OUR TOP 10 CUSTOMERS
ARE FINANCIAL INSTITUTIONS*

NAVCO Credit Union Customers

**BETHPAGE FCU
COMMUNITY HEALTHCARE CU
CREDIT HUMAN FCU
ESL FCU
FIRST FINANCIAL CU
GESA CU
JOVIA FINANCIAL CU
KINECTA FCU
LA LOMA FCU**

**LOWER EAST SIDE PEOPLE'S FCU
METRO CU
MILLBURY FCU
NORTHEAST CU
NUMARK CU
OCEAN FINANCIAL FCU
PREMIER COMMUNITY CU
TUSCON FCU
VELOCITY CU**

Federal Trade Commission

2021

- 2.8 million fraud reports from consumers
- \$5.8 billion in total losses

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NAVCO CCTV

So advanced, it's simple.

1 NAVCO's high resolution CCD video camera keep constant watch over your business, even when you're not there. Using advanced chip technology, NAVCO's 3600 and 3700 cameras offer complete flexibility to provide the protection your customers, employees, and profits deserve.

2 The 1600 Interflex video system controller provides programmable control of video cameras, monitors, and VCR operations. Interfacing with your alarm system, access control system, personal computer, ATM, or PDS cash register are just a few Interflex options. Standard readouts and optional interface data transmitted by the 1600 are recorded and displayed on selected monitors.

3 NAVCO's 2500 Digital time-lapse VCR is your information source. Unmatched with 452 lines of resolution, the 2500 offers the most accurate, comprehensive search features in the industry. This means better identification, faster. The 2500's convenient features allow you to choose variable time speeds and custom alarm programs to optimize video surveillance when and where you need it most.

4 With 1,000 line resolution, NAVCO's 9412V video monitor gives you a crisp picture of what's going on at all times. Its unique modular design increases picture stability and reliability. Within seconds, you can make hard copy photographs of any recorded incident, including display information.

NAVCO's proprietary CCTV systems offer superior performance and are backed by quality service. With direct offices, nationwide and in Canada, NAVCO can meet virtually any surveillance requirement. Whether you lease or purchase, a NAVCO system will pay for itself many times over.

To deter crime, recover losses and reduce shrinkage while protecting your customers and employees, call Toll-Free (800) 221-0809. In CA call (800) 537-9411. In Canada call (416) 475-2280. We make advanced video surveillance as simple as 1-2-3-4.

NAVCO
NORTH AMERICAN VIDEO CORPORATION
SECURITY SYSTEMS
1300 Lehigh Drive, Bldg. A, Anaheim, California 92707

American Banking Journal

For every \$1 in loss to fraud the bank sees \$4 in cost

NOT factoring in the loss to reputation


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Fraudsters Adapt

- Phishing/Posing as their financial institution
- Identity Theft
- Credential Theft
- Wire Fraud
- Money laundering
- Application Fraud
- Fraud as a Service (FaaS)

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MAIN BRANCH ATM#1
WUL 222-1684
07/28/92 000000142

**Now is not the time
to wonder if you bought the
right video system.**

A lot of video systems claim to be designed for bank security. So how do you know which one to buy? Start by learning how to compare the value of each system.

Ask a few critical questions: How good is the picture quality? How flexible is the system? What kind of information does it provide? Can you retrieve the information easily?

We know how tempting it is to buy something simply because it's a "bargain." But it's no bargain at all if the system doesn't do the job right.

To help you sort through the facts, NAVCO would like to offer you our free buying guide, "What to look for in a video system." Call 800-221-0819 (in Calif. 800-537-5413) and ask for your guide. We'd like to help you make your decision. Before a mistake stores you right in the face.

NAVCO
SECURITY SYSTEMS
1300 Nohog Drive, Daly, A. Anaheim, California 92817

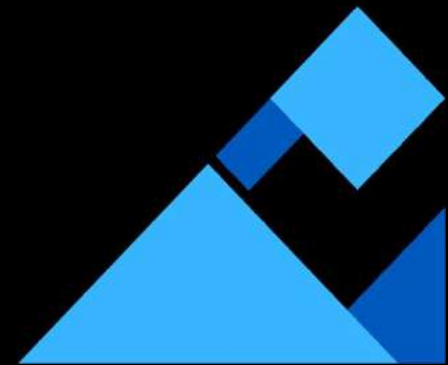
On the Inside

“It is no exaggeration to say that the greatest fraud risk that financial institutions face walks through their doors every morning and sits down to work!”

... Robert Owusu, Chartered Institute of Bankers

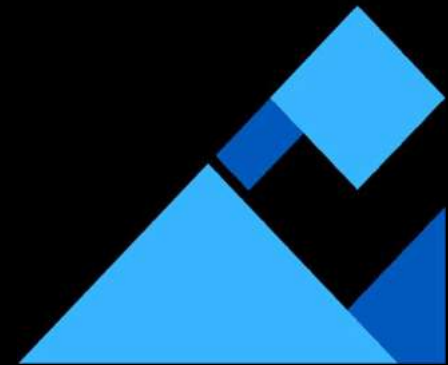
**2,504 internal fraud cases assessed by ACFE
accounted for an estimated \$3.6 billion in losses**

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New Challenges...

1. Organizational change can't keep up with Security Risks
2. Flexible work arrangements make it harder to track who's on-premise
3. Cyberattacks are taking advantage of connected physical digital devices
4. Labor shortages make adequate staffing difficult
5. Increased crime rates due to economic uncertainty

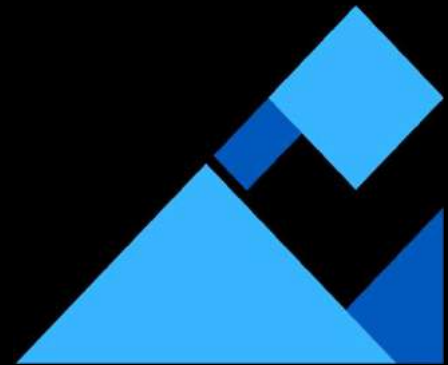


Major Technologies

Access Control

CCTV

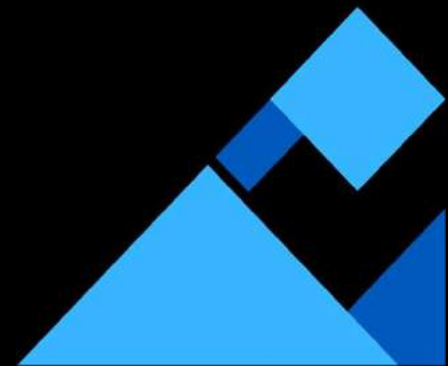
Intrusion Detection



Access Control

Top 6 drivers to upgrade Access Control

1. User Convenience
2. Improving security profile with new technology
3. Moving to touchless solutions
4. The need to comply with new regulations
5. Current system is near End-of-Life
6. Better integration with enterprise systems



Access Control Tech Trends

Mobile access/apps

Touchless entry

Smart Building integration

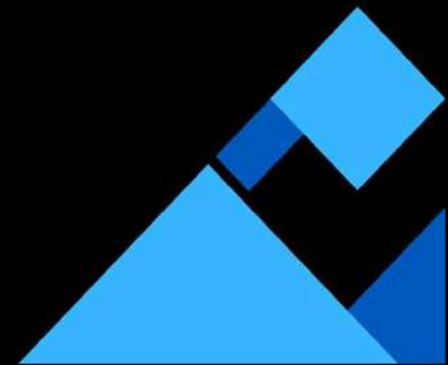
Cloud hosted

Biometrics

Access Control as a Service

Indoor Identity Positioning

Energy Savings



CCTV

Top 6 drivers to upgrade CCTV

1. Minimize banking fraud by employees
2. Support with crime investigations
3. Remote access to footage
4. Reduce ATM thefts, vandalism, and loitering
5. Booster customer confidence
6. Digital data storage on prem and cloud

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Two Brains are Better than One

As Security Officer for your bank, you've got a real picnic, right? You get to investigate all kinds of fun ... Like bad checks, holdups, dishonest employees, etc. And since these events are so commonplace nowadays you've got plenty to do. That's good because "busy, busy, busy," is the President's motto!?

Chances are you've got a lot on your mind. That's why you need NAVCO's "Brain"™ (to be specific, our *Source Identifier System*). It helps you do your job better. When combined with our **IDENTI-VISION** Closed Circuit TV System, the *Brain*™ can a.) Review a teller's activity for an entire day in 12 minutes. b.) Snatch any picture recorded in your bank off the tape and hold it indefinitely (even if you turn the system off overnight).

c.) Make reviewing surveillance tapes child's play.

The *Brain*™ remembers. That's because as each picture is recorded on your video tape recorder, it is coded by the Special Frame Encoder. So that if you have a 4-camera system, you only



need watch the replay of the camera you want to see. The *Brain*™ skips the unwanted frames, but remembers them, in case you want to see them later. And because the *Brain*™ is equipped with a solid state memory, replay is perfect, and can be accelerated.

Think of it—no more watching the screen for hours looking for the right picture. No more sweaty palms while the police moan about "What's taking so long".

NAVCO's *Brain*™ *Source Identifier System* can be added to any existing video system. No matter how old, or how new. By adding a simple NAVCO component to your system, you can have an assistant that takes

a lot of drudgery out of your job—and makes your surveillance system more effective. And unlike many assistants, the *Brain*™ never asks for a raise.

The *Brain*™ *Source Identifier System* is another first from North American Video Corporation and another exclusive **IDENTI-VISION** Systems accessory. Have we got you interested? Imagine how excited you'll be when you find out the price! (About \$20 per month, per branch.)*

Call collect or write today for the particulars.



IDENTI-VISION™ SYSTEMS

NORTH AMERICAN VIDEO CORPORATION
710 Chelmsford Street Lowell, Massachusetts Tel. 617-458-1491

OFFICES IN PRINCIPAL CITIES

*Estimated cost based on 3 or more branches.

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CCTV

Artificial Intelligence

Mobile access/apps

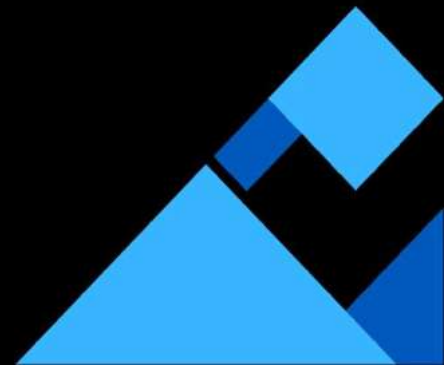
Edge Computing / Analytics

Cloud hosted

Physical security and cybersecurity are merging

CCTV as a Service

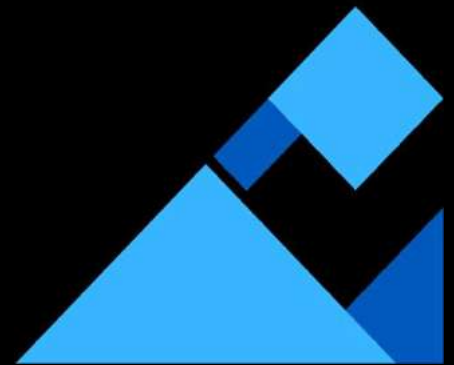
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Intrusion

Top 6 drivers to upgrade Intrusion system

1. Regulatory Compliance
2. Leverage wireless technology
3. Enhanced integration with other systems
4. Remote configuration options
5. Current system is near End-of-Life
6. Ease of use



Intrusion Tech Trends

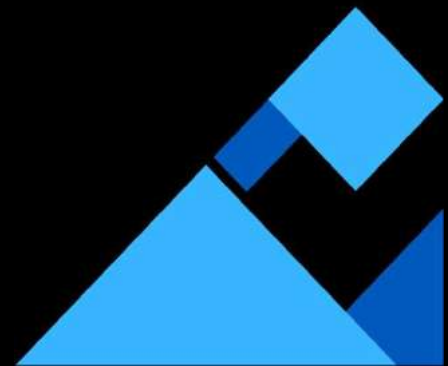
Manufacturers are moving to a service focused model

Growing connectivity - IoT

Smart Building integration

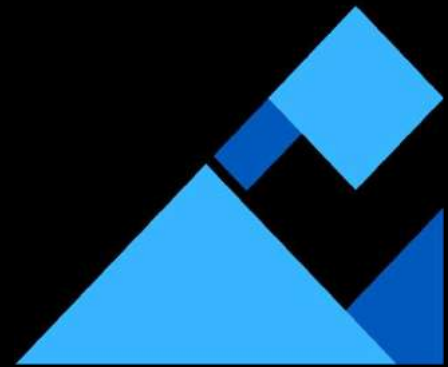
Cloud centric product development

Wireless, two-way communication



What is YOUR Technology Roadmap?

- What are your top 3 security goals as a company?
- Maintain Existing Infrastructure?
- Build an infrastructure?
- Justify a Cost to update and replace



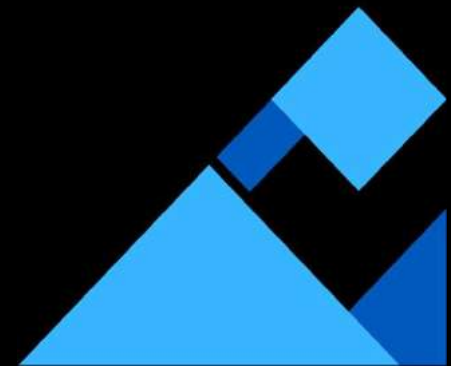
What is an Electronic Security Integrator

An outsourced security expert whose sole focus is to be your trusted advisor on how to keep your employees safe and assets secure

Top benefits of a quality Security Integrator

- Discovery to implementation plan
- Expert product knowledge and integration capabilities
- Expert Project Management and Installation Teams
- Expert programming and commissioning ability
- Uses technology to lower maintenance cost
- Lower total cost of ownership
- Coverage in your geography
- Vetted, reliable, subcontractor network

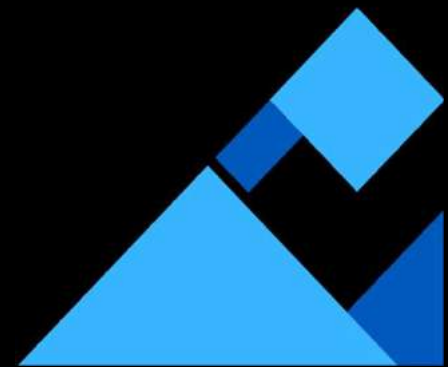
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NAVCO's Seven Step Process

1. Assess YOUR needs
2. Develop a strategy with YOUR team
3. Develop a 1-3-5 year vision with YOUR team
4. Ensure every solution is future minded
5. Design, Manage, and Implement YOUR solution
6. Train YOUR team
7. Develop and provide ongoing support

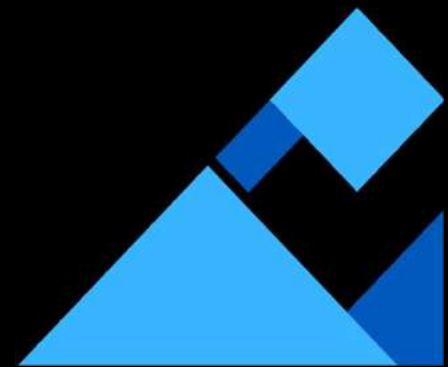
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NAVCO Project Management

Streamline your projects for cost savings & efficiencies

- ✓ Eliminate unnecessary expenditures while maximizing protection
- ✓ Minimize impact of unforeseen events, enhance project resilience and success
- ✓ Regular updates, status reports, & clear communication channels
- ✓ Quality assurance to meet & exceed standards
- ✓ Customized communications to meet your specific needs



Remote Admin Services



Video

Monitor Health Alerts
Check Hard Drive Retention
Auto-Dispatch for Required Visits
Add/Remove/Modify User Groups
1 Evidence Retrieval Per Month
Manage NVR Software Updates Annually
Camera License Mgmt. Renewal - Billing

Provide Quarterly Standard Efficiency ROI Reports
(remote fix rate/dispatch report)

**Customer IT Support REQUIRED
Maximum of 32 Cameras per Server



Alarm

Walk / Test all Zones
Check all Battery Levels
Replace Wireless Batteries
Train Customer on Use
Check all Communication Paths



Access Control

Database Accuracy
Verify Customer Door Schedules
Check all Locking Hardware & Clean / Adjust
Check all Card Reader Functionality
Check all Door Alignment & Recommend
Adjustments

Site Audit Evaluation Services



Video

Clean all Cameras

Check all Connections at Switch & DVR

Verify all Camera Views are Correct

Check & Clean DVR

Take photos of DVR Installation & Network Rack

Customer Refresher Training (2 times per year)

Make Repairs / Recommendations/Password

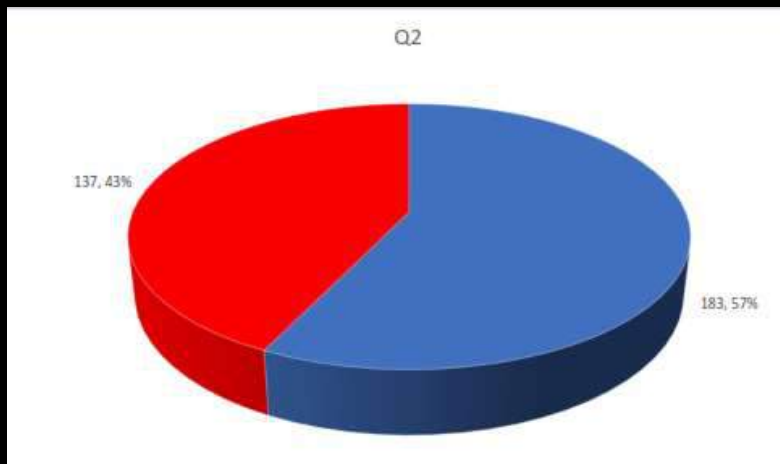
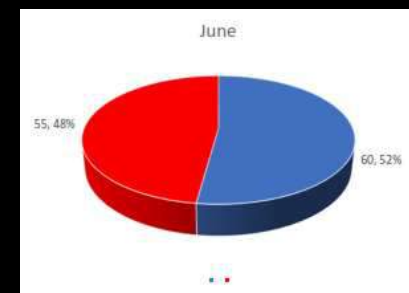
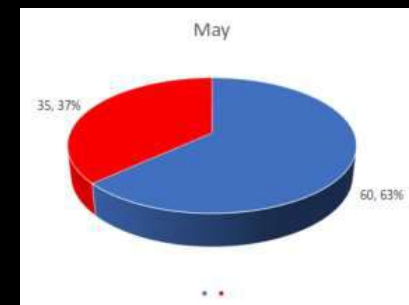
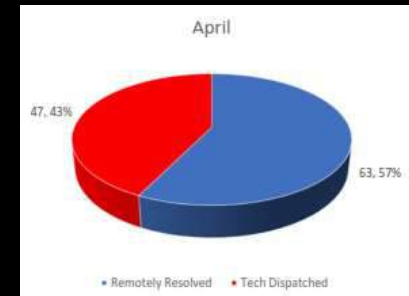
Updates and ADMIN

- Receive a detailed, multipage site report with photos of your system components and recommendations
- **NAVCO Certified professionals** will keep your security system running smoothly
- Free up your employees to focus on the **business of your business**

Significantly lower costly and disruptive failures by planning upgrades with onsite intelligence

Remote Admin Services Compared with Traditional Service

Month	Total Alerts	Remotely Resolved	Tech Dispatched	% Remotely Resolved	Managed Services Invoiced	Total Service Invoiced	Est. Savings VS. 100% Disptached
April	110	63	47	57.27%	\$680.00	\$10,754.77	\$34,620.23
May	95	60	35	63.16%	\$616.25	\$8,630.84	\$30,556.66
June	115	60	55	52.17%	\$759.00	\$16,826.56	\$30,610.94
Ttl	320	183	137	57.19%	\$2,055.25	\$36,212.17	\$95,787.83





We Can Help You....

Down the Stretch

- Define YOUR challenges
- Outline and implement a well-designed solution
- Define and track tangible results
- Celebrate!

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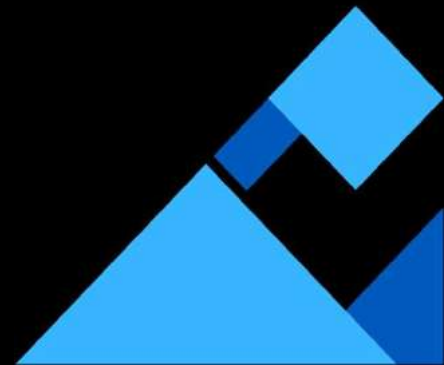




WHY NAVCO?...

-
- 52 YEARS AGO...WE GOT OUR START IN THE FINANCIAL INDUSTRY
 - WE KNOW CREDIT UNIONS AND THEIR CHALLENGES
 - WE ARE LOOKING FOR LONG TERM PARTNERSHIPS WHERE WE CAN ADD VALUE
 - WE ARE THE INTEGRATOR THAT THE BANKING GIANTS USE

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The Recipe...

Garden Marsh Blueberry Muffins
375°
1/2 c butter
2 c flour
1 c sugar
2 tsp Baking Pwd.
2 eggs NOTE
1/2 c milk berry
2 1/2 c blueberries
2 tsp sugar, for
1 tsp vanilla

On low speed cream butter
+ sugar until fluffy. Add
eggs, at a time mix until
blended. Add flour, bkg powder
alternately with milk.
Flour blueberries stir by
hand. Grease tin. Sprinkle
sugar on top.

Email me for the Recipe!



Bob Allan

VP of Sales – East Region

Email: ballan@navco.com

Phone: (475) 228-0529

www.NAVCO.com

Visit **booth 100** at
the **Launch Credit
Union Show**
tomorrow or contact
me for more
information on how
NAVCO can help
secure your future!

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