Seneca

ENTERPRISE INFRASTRUCTURE SECURITY PROGRAM

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WHAT IS THE ENTERPRISE INFRASTRUCTURE SECURITY PROGRAM?

The Seneca Enterprise Infrastructure Security Program (EISP) is a services suite tailored to the security and surveillance industry, born out of the partnership between Seneca and Dell Technologies.

:Seneca + — POWERED BY — DELLTechnologies

Designed to empower the enterprise security professional, the Seneca EISP combines consultation, technology, installation, support and financial services to simplify and streamline complex projects.

CONSULTATION

TECHNOLOGY

INSTALLATION

SUPPORT

FINANCE

WHY IS IT IMPORTANT TO THE SECURITY INTEGRATOR?

Today's security professionals are faced with mounting complexities and responsibilities. In addition to life safety, security and regulatory requirements, there exists an ever-advancing path of technologies which the security professional must be familiar with. The Seneca Enterprise Infrastructure Security Program team of Solution Architects help to simplify technology, guiding the best proposal forward, allowing the security professional to focus on what they do best ... security.

Our solutions offer flexible architecture spanning complex infrastructure from camera to cloud, supporting demanding data sources like video, audio, biometrics and more. These solutions combine enterprise-grade compute, storage and networking as optimized converged and hyperconverged systems.

With the Seneca EISP team's assistance, best practices for long-term technology and financial strategies are considered throughout the entirety of your project.

• **Executing the correct solution**

• **Installation and rollout**

• **Field sustainability**

• **Rapid support/maximum uptime**

WHEN SHOULD A PARTNER LOOK TO LEVERAGE EISP?

Seneca EISP is ideal for any security firm looking to enhance their offerings and empower their technicians. The EISP allows security professionals to confidently engage any size project through an alliance of technology and industry experts, guaranteeing a properly sized solution, designed to scale, sensitive to schedule and budget, and optimized for performance.

- **Complex Technology**
  - AI
  - Analytics
  - Virtualization
- **Airports**
- **Casinos**
- **Government**
- **Defense**

WHAT TECHNOLOGIES ENHANCE THE SENECA EISP?

- **Data Storage**
- **Servers**
- **Hyperconverged Infrastructure**
- **Converged Infrastructure**
- **Data Protection**
- **Virtualization**
- **Cloud**
- **Networking**
- **PCs and Displays**
- **Services**

HOW DOES EISP SOLVE FOR CHALLENGES IN THE SECURITY INDUSTRY?

Lack of Technical Staff/Training

- Security professionals can focus on business development, life safety and regulatory awareness while leveraging the EISP to assist with technical and IT requirements.

Economic Conditions

- With large scale projects, there are inherent financial risks an integrator takes. Accurate scoping, scheduling and cost estimating are necessary to mitigate these risks. EISP consultation services ensure the right solution, at the right price ... on schedule.

- In addition, Seneca EISP offers Arrow Capital Services, which can extend terms and credit, project-based financing, as well as capital and operational based expense models so your customers have the flexibility that best suits their finances.

Setup, Configuration, Integration and Compatibility

- Seneca and Dell partner to provide tested and certified solutions, configured for optimal performance and reliability.

- Tools like VMWare vRealize Orchestrator make scaled deployments of VMS simple and consistent.

- Solutions are installed and configured via white glove service, guaranteeing optimal integration with deployed systems, hardware and peripherals.

- Our team will work closely to align schedules and timelines with integrators, technicians and contractors for efficient deployment.

- Elevated warranty options ensure maximum uptime.

— POWERED BY —
DELLTechnologies

Let us help you design, finance and implement your client's next project.

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