



# Net2 and Dedicated Micros

The integration of best selling access control and CCTV



**Made simple**

Useful integration now practical for sites of all sizes



**Convenient for your customers**

View video footage directly from Net2



**Offer customers more**

Increase your business by installing the complete package



**Free Software**

Integration is included in the standard version of Net2

See how to claim your copy of the Net2 software inside

# Perfectly Integrated Security

The Integration of Dedicated Micros' (DM) NetVu Connected, Digital Video Recorders (DVR's) with Net2 access control is great news for security installers and their customers. While Net2 logs each access event, all associated CCTV images are saved to a DVR.

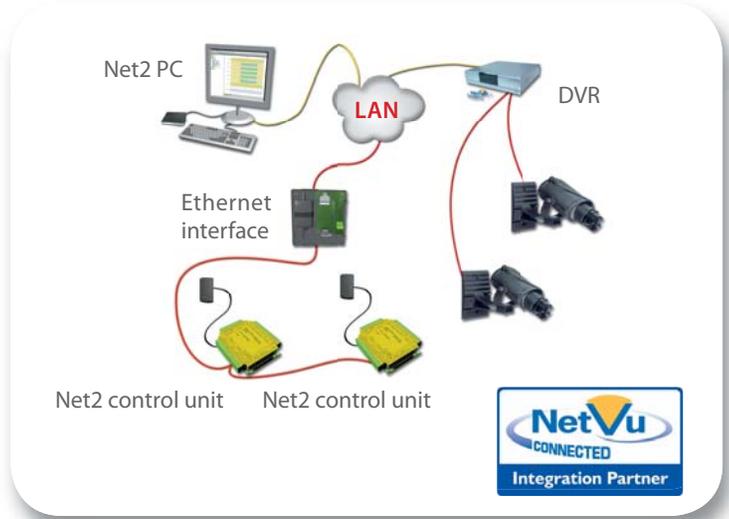
Events with supporting video footage have a camera icon next to them. If a person wants to watch the footage all they have to do is click on the icon. This brings up a separate window with the CCTV footage. Video footage of an authorised event is displayed with the user's photo next to it.

Integration removes the need to run two separate software packages. Without it an administrator would firstly need to find the event in Net2, and then use the event information (door, date and time) to locate the images saved in the DVR; a time consuming and laborious exercise. With integration the process is hassle free; images are viewed instantly!

The combination of Net2 and Dedicated Micros' DVR's means you can confidently offer your customers a combined answer to both their access control and CCTV needs. The integration of the two pieces of software work seamlessly. The customer benefits from access control and CCTV, but with only one piece of software to monitor. Dedicated Micros integration is available in the Standard version of Net2 software, which is FREE.

Because Net2 access control and Dedicated Micros' DVR's can be fitted retrospectively, opportunities for repeat business abound; offering your customers a fully integrated system has never been so easy!

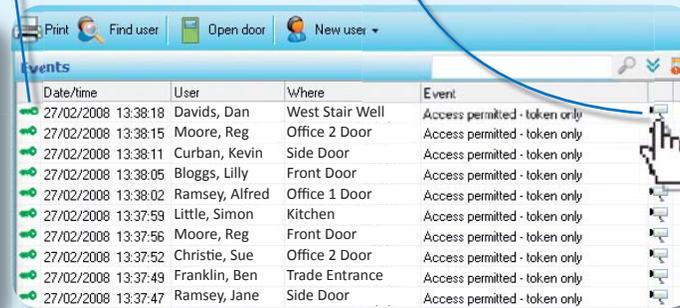
Net2 access control readily integrates with any DVR loaded with NetVu software.



1 An authorised user presents their token to open the front door

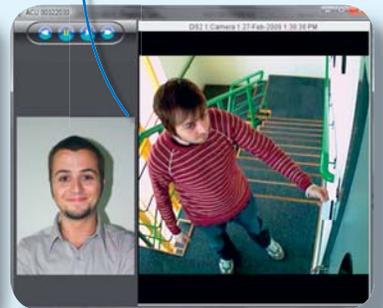


2 'Access permitted' appears in the event log



3 The administrator clicks on the camera icon to view the supporting footage

4 The user's photo appears next to the CCTV images - the user's identity can be checked



Claim your **FREE** copy of the latest version of Net2 software today!

Call us now on **01273 811011** or emails us at [support@paxton.co.uk](mailto:support@paxton.co.uk)



## Paxton Access equipment

Sales Code	Description	Retail Price
930-001	Net2 standard software	FREE
Other Net2 related products		
695-644	Net2 proximity keyfobs, box of 10	£30.00
353-110	PROXIMITY P50 reader	£99.00
411-501	Net2 1 door ACU with 2A PSU in plastic cabinet	£290.00

Want to know more? Contact Paxton Access today: Tel: **01273 811011** / Email: [support@paxton.co.uk](mailto:support@paxton.co.uk)

# Paxton Access Free Product Training

Although equipment from Paxton Access is renowned for being easy to install, our free product training will help to ensure that each of your installations runs as smoothly as possible. Training is held at Paxton House and includes refreshments throughout the day and a complimentary lunch. All materials, tools and equipment required for the day are provided. You will also be issued with a Technical Training Certificate for the course you have completed.

We currently run three different training courses; Standalone, an introduction to Net2 and Net2 advanced. Each day is split into a morning session and an optional afternoon workshop.



## The afternoon: An optional extra

The afternoon session is an optional workshop. It's open to companies and installers who require additional hands-on experience or specific guidance not covered in the standard course. The direction of training is dictated by the group.

You can learn about a particular product, take a look at the latest software, troubleshoot problems relevant to your work or look at the systems not featured in the morning session.

## We're flexible: We can come to you

If you're located too far away, or are simply too busy to travel to us, then we can arrange for your local field sales engineer to visit your work premises for an informal training session.

To arrange training for Compact and Switch2 standalone systems or Net2 networked access control please email us at:

[support@paxton.co.uk](mailto:support@paxton.co.uk) or call us on **01273 811011**



## The morning: A choice of three courses

### Standalone product training

This covers the installation and commissioning of Easyprox compact, Compact and Switch2 systems. The session is held every Wednesday morning between 09:30 and 13:00.

### Net2 introductory training

This course covers Net2 hardware installation and commissioning the system using Net2 Standard software. The session is held every Thursday morning between 09:30 and 13:00.

### Net2 advanced training

Aimed at regular installers of Net2. The course covers the advanced features of the Net2 Professional software, installation of remote sites and troubleshooting. The session is held on Friday mornings between 09:30 and 13:00.



## From the blog

The blog gives an informal look into what's happening at Paxton Access. Updated weekly, there are articles on product development, case studies and much more.

We welcome installers comments – it's an easy way for you to tell us what you think about new products and developments.

Your comments on the Blog help us to provide the products and the service that you want.

**'Installer tools' - Mark Thompson 14/02/08**

"You'll be pleased to hear that we can now supply three new installer tools directly from our website..."



Visit the Paxton Access blog at: <http://www.paxton.co.uk/blog>

# Where to buy

Our six UK distributors are listed below. We regularly review their stock and make sure that it is up-to-date, correctly stored and free from defects. If there is a product recall, we manage this only with these franchised distributors. We authorise our distributors to sell to professional security installers who will supply and fit our products. Unauthorised selling of our products voids all manufacturer's warranties. To ensure the quality of your Paxton Access system, we advise that you purchase only through a franchised distributor. Also, please check that the void label is present and sealed on the box before you accept the goods.

## ADI-GARDINER

### ADI-Gardiner

Commercial Centre  
Chatsworth House  
Unit 4 Hollins Brook, Roach Bank Road  
Bury BL9 8RN  
0161 767 2900  
<http://www.adi-gardiner.co.uk>



### Advanced Access Ltd

Unit 1B Spinney View  
Stone Circle Road  
Round Spinney  
Northampton, NN3 8RF  
01604 647555  
<http://www.advanced-access.co.uk>

## ALDRIDGE

### Aldridge Security Ltd

Silca House  
30-34 Eagle Wharf Road  
London  
N1 7EB  
08444 125101  
<http://www.aldridgesecurity.co.uk>

## GB LOCKING SYSTEMS LTD

### G B Locking Systems

1st Floor, Redburn House  
Redburn Road, Westerhope  
Newcastle upon Tyne  
Tyne & Wear, NE5 1NB  
01912 716344  
<http://www.gblockingsystems.co.uk>



## NORBAIN

### Norbain Security

Norbain House, Eskdale Road  
Winnersh Triangle  
Wokingham  
Berkshire, RG41 5TS  
North: 01253 894488  
Midlands: 01925 247200  
South: 01189 440123  
<http://www.norbain.co.uk>

## Tate Colson

### Tate Colson

Queen Anne House  
18 Eastbank St  
Southport  
Merseyside, PR8 1DT  
01704 502800  
<http://www.tatecolson.net>



### From the Front

March 2008

In business, it's so easy to be distracted. I rang to book a table recently in a small restaurant and was greeted with an electronic voice that enjoined me in metallic tones to "listen carefully to the following options". I put the phone down. Evidently, the meeting that had convened to buy the phone system did not have "This restaurant must make money:" at the top of the agenda. I expect they had great fun setting up their call flows and designing their reports. (I hope the Missed Call Report was designed to be multi-paged.)

It's not unusual for restaurants to innovate in this way. Actually, "innovate" is the wrong word; I really mean "copy". I have noticed that copying is endemic in the working world, and it is a real profit killer. Individuals ape the behaviour of those they think are "professional". Whenever I am given the reason "because it looks professional" for doing something, I know that mindless copying is behind it somewhere rather than clear thinking. The trouble with mindless copying is that what works in one place will not necessarily work somewhere else, because circumstances will be different.

For me, being professional is not defined as acting in a certain manner, wearing particular clothes or using words like "yerself" instead of "you". I try not to wear a tie if I can avoid it, and yet I would secretly answer "yes" to "Are you a professional?"

As far as I am concerned, it means really knowing your job and really doing it. On time. Unfortunately, the copiers have moved in and corrupted the word so completely, that I can no longer bring myself to use it.

Sometimes the copying is so bonkers, it makes me laugh. If you eat in some pubs, they give you a wooden spoon with a number on it. I look at the spoon, and then look at the person behind the bar quizzically whenever it happens. They are usually ready with a frozen expression which I interpret as "I only work here, mate." I have detected that the food always arrives without further need for the spoon. I know this because I deliberately hide it. The spoon is never mentioned again. In hopeful little stabs at innovation, sometimes the spoon may be painted with a cheerful face. The other day, I was given something radically different to take to my table. It was a green vase containing a woolly sunflower. Adorning the face of the sunflower was a number. The food arrived at our table despite the fact that the sunflower was happily decorating the other bar.

The point is, I don't want a spoon or a sunflower if I go out to lunch, I want a meal and I expect to be able to chat. I don't want to be shoved around holding a ridiculous object. I don't want to queue at a special dining pay point. Why should I leave my name at a bar? I expect soon to be asked to cook my own meal, a spotty youth will take my money first and then point me at the freezers.

I do know that almost anywhere you go to eat in France, they seem to have worked things out, and I'm not just talking about chi-chi eateries in the heart of Paris. Eating out in France involves

choosing a table, being asked what you want and paying from your table when you are ready. Bizarrely, all the wooden spoons are numberless, undecorated, and are constrained to the kitchen. The food is also better and cheaper.

I often think of Paxton Access as being a bit like a restaurant. Whether we are answering a support call, or writing instructions, it would be so easy for us to hand you a recipe book, show you to aisle six and tell you to get on with it. Instead, I would like our waiters to be friendly and obliging, I would like the food to be good and for you to tell your friends all about us.

All this translates into some real tough nuts to crack for us. For example, we have to make sure that even our hyperintelligent support people don't look down their nose at a valuable customer who asks a simple question. If they were allowed to copy the habits of the profession, they would do what other support teams do, and snootily refer callers to the manual. How do we improve on instructions "just containing the information" to being an absolute pleasure to follow and use? Are the products any good? What about the menu?

To find out if we succeed, call us and we will find a nice comfortable little table for you by the window.

Drew Hoggatt  
Managing Director  
[fromthefront@paxton.co.uk](mailto:fromthefront@paxton.co.uk)



Andy's knowledge was good and he responded well to our requirements and those of the customer's - I expect sales to follow shortly



Would you like to comment on this mailshot? <http://paxton.info/573>

