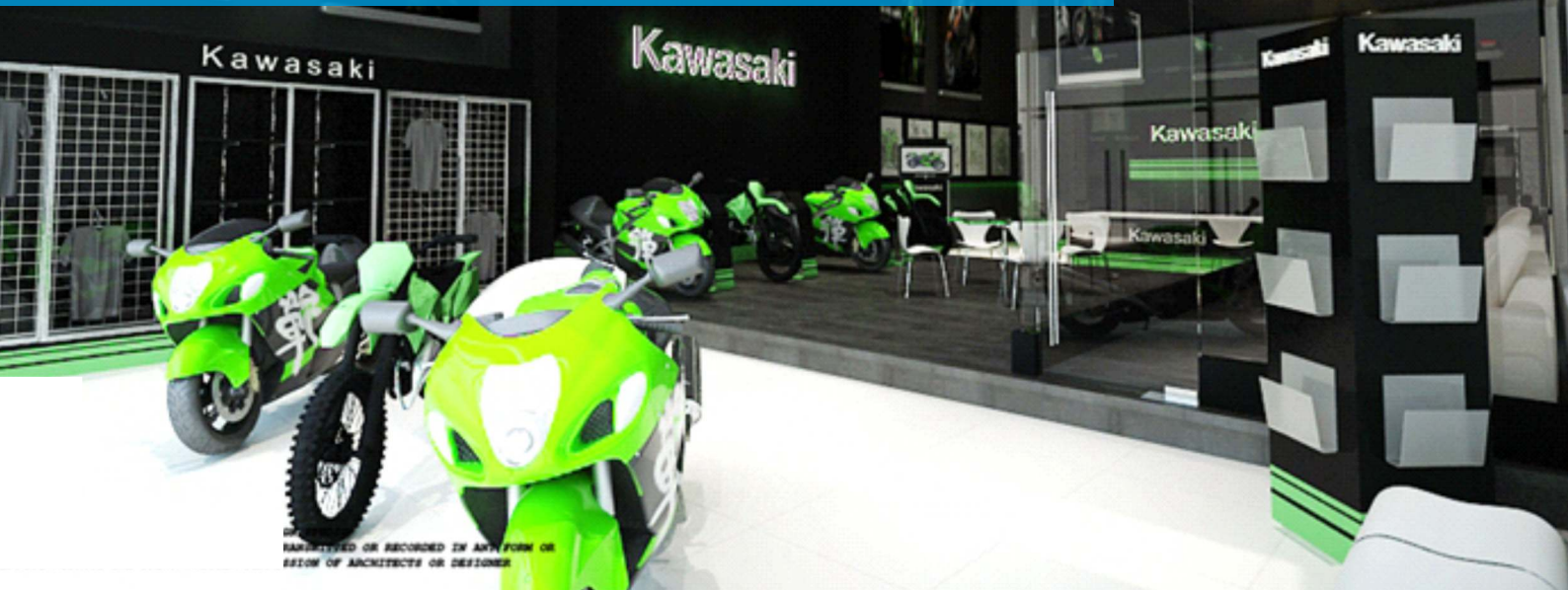


## KAWASAKI – THE FASTEST ON THE ROAD TRUSTS THE SHARPEST IN VIDEO SURVEILLANCE

SETTING AN IDEAL EXAMPLE FOR ENSURING PROCESS COMPLIANCE  
THROUGH VIDEO SURVEILLANCE

### Case Study



#### COMPANY PROFILE

Together with about 100 group companies in Japan and overseas, Kawasaki Heavy Industries oversees the formation of a technology corporate group.

Their technological capabilities, polished over a history that exceeds a century, send diverse products forth into wide-ranging fields that go beyond land, sea, and air, extending from the ocean depths to space. Company's aerospace division is active in products ranging from aircraft to satellites. The products that rolling stock division delivers to the world include Shinkansen and New York subway cars, while their ship and offshore structure division's products range from gas carriers and large tankers to submarines, and energy solutions division covers the spectrum from development and manufacturing of energy equipment to management systems.

#### PROJECT HIGHLIGHT:

- **Number of Locations:** 12
- **Major Use:** Centralized Monitoring
- **Why Matrix:** Pan India Presence and Service Support

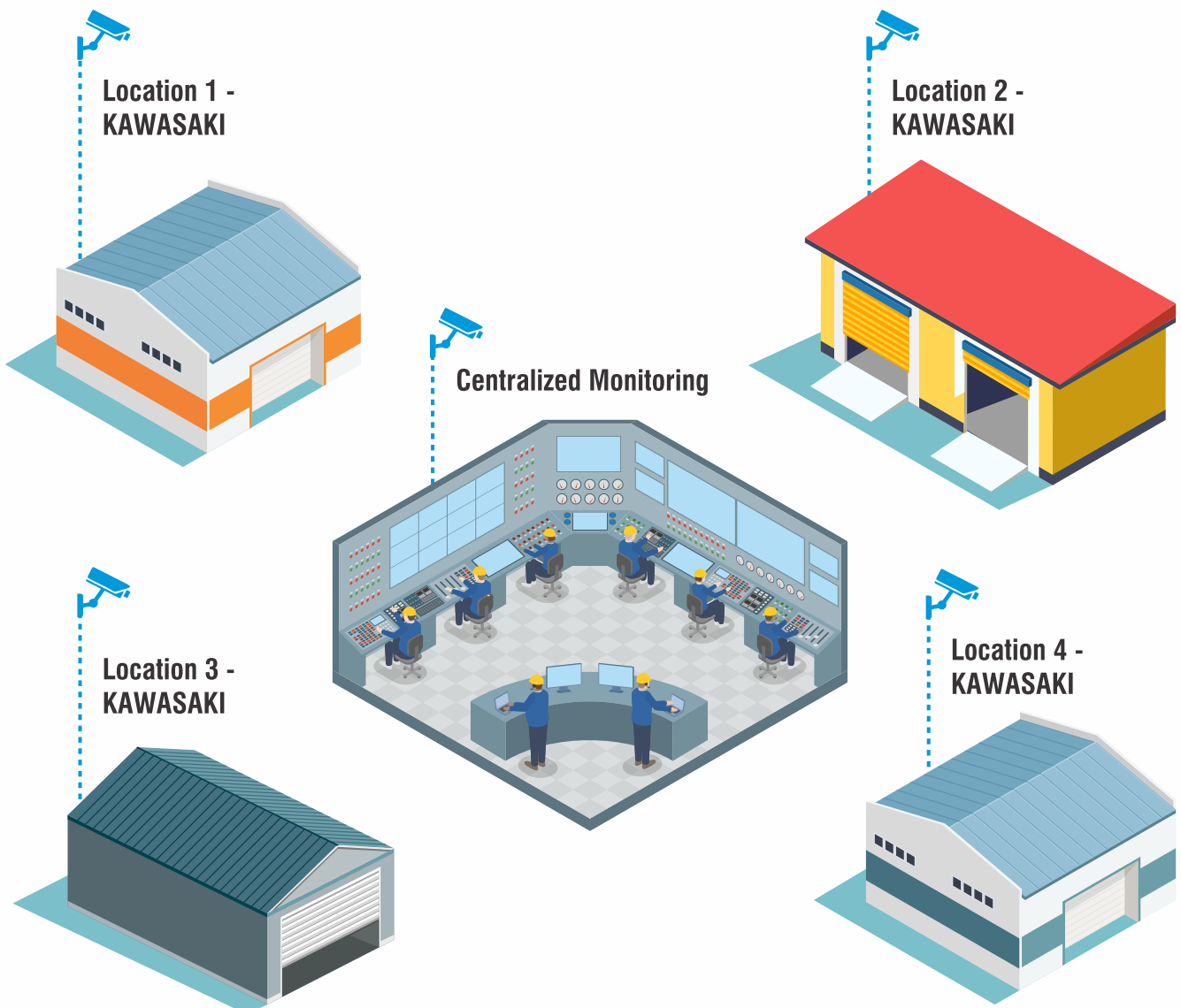
## BUSINESS CHALLENGE

Kawasaki, being a leading automobile company, had stores spread across the country. These stores were franchise stores operated by respective owners. Being the brand it is, Kawasaki was concerned about the consistency in branding and customer service across these stores. They wanted a solution that could enable them to view the stores from a central location, specially the front end where the premium bikes were kept. They also wanted to monitor how the employees interacted with customers, cleanliness of the premises, whether the products were displayed in the right order, branding in the store and other process compliances. But at the same time, they did not want to invest in recorders as the numbers of cameras at individual locations were very limited.

## MATRIX SOLUTION

Matrix provided the solution by installing high resolution IP cameras at each store. These cameras provided crystal clear images of every corner of the store. This enabled Kawasaki to monitor every aspect of brand management such as order of vehicles, customer service, cleanliness, behavior of employees, etc.

At every location, cameras were installed as per requirement and connected to network switch with the help of CAT6 cables. Since there was a private connectivity between all the geographically separated locations of Kawasaki, all cameras at various locations were configured locally with VPN functionality (same class of IP address), and were viewed at central location without port forwarding. A Matrix NVR was placed at the central location, and all the cameras from different locations were connected so that streams from all twelve locations could be viewed on a single screen. In this way, Matrix helped Kawasaki maintain process compliance in its stores throughout the country.



## BENEFITS

- Centralized Control
- Better Brand Management
- Compliance Check Costs Eliminated
- Enhanced Security
- Employee Discipline



## PRODUCTS

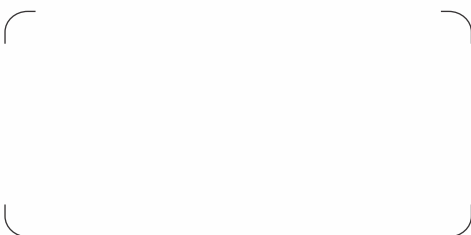
<b>SATATYA CIBR13FL40CW:</b>	1.3MP IP BULLET CAMERA
<b>SATATYA CIDR13FL40CW:</b>	1.3MP IP DOME CAMERA
<b>SATATYA NVR24P:</b>	24-CHANNEL NETWORK VIDEO RECORDER WITH 6TB STORAGE SUPPORT

## ABOUT MATRIX

Established in 1991, Matrix is a leader in Security and Telecom solutions for modern businesses and enterprises. As an innovative, technology-driven and customer-focused organization, the company is committed to keeping pace with the revolutions in the Security and Telecom industries. With around 40% of its human resources dedicated to the development of new products, Matrix has launched cutting-edge products like Video Surveillance Systems - Video Management System, Network Video Recorder and IP Camera, Access Control and Time-Attendance systems as well as Telecom solutions such as Unified Communications, IP-PBX, Universal Gateways, VoIP and GSM Gateways and Communication Endpoints. These solutions are feature-rich, reliable and conform to international standards. Having global footprints in Asia, Europe, North America, South America, and Africa through an extensive network of more than 2,500 channel partners, Matrix ensures that the products serve the needs of its customers faster and longer. Matrix has gained trust and admiration of customers representing the entire spectrum of industries. Matrix has won many international awards for its innovative products.



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