

# Let Jenne Safeguard Your **PHYSICAL SECURITY SOLUTIONS PORTFOLIO**

Jenne is your value-added distributor for physical security product solutions, including video surveillance, emergency response, mass notification and alerting, and access control. We feature industry-leading product solutions from:



## What makes Jenne unique?

- No end-user sales. We do not compete with our partners by selling directly to end users.
- No house brand. We do not push house brands over our valued manufacturer brands.
- Full project registration and discounts passed along. We do not keep portions of project registration discounts.
- Hardware-as-a-Rental<sup>®</sup> (HaaR<sup>®</sup>). We offer flexible financing opportunities for partners and the customers.

### Video Surveillance



### VMS



### Wireless Video Surveillance



### Access Control



### Surveillance Platforms



## About Jenne, Inc.

Jenne, Inc. is a leading Cloud Services Brokerage and Value-Added Distributor serving agents and value-added resellers throughout the U.S. We focus on United Communications and Collaboration, Networking and Infrastructure, Physical Security, Video Conferencing and the Internet of Things (IoT).



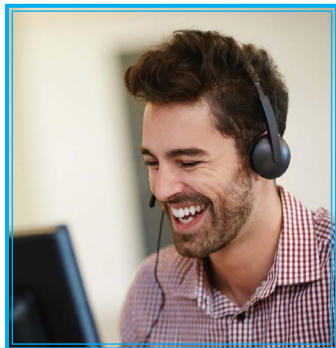
Since our founding in 1986, we have been dedicated to providing value added re-sellers, managed service providers, integrators and telephony service provider companies with a broad product selection, competitive pricing, on-time accurate delivery, outstanding technical support plus ongoing sales and technical training through Jenne University.

### Jenne offers:

- A broad product selection representing more than 180 leading technology companies.
- Outstanding sales and technical support, pre- and post-sale.
- Value-added web-based tools to enable resellers to be more effective and efficient, including design and configuration tools, job aids, service contract renewal and cloud solutions portals.
- Financing options including partnerships with leading financing and leasing companies.
- Distribution excellence with an industry-leading order accuracy rate and on-time shipment rate.
- Marketing consultation support.
- Sales and technical training through Jenne University.

## Engaged Sales Force

Every member of Jenne's inside and outside sales teams is certified with over 250 hours of rigorous product training each year. Our dedicated and knowledgeable sales professionals work closely with Jenne partners to help maintain your business and expand your portfolio—to become a more competitive and profitable company.



- **Inside sales team members** are available to assist with quotes, demo unit requests, order placing and general questions regarding security and surveillance solutions.
- **Territory business development directors** work with resellers to contribute to their business plan development and execution helping them to be more successful.
- **Product managers** assist resellers with quotes, deal registrations and solution configurations to ensure VARs are investing in the right solution sets to meet end user applications.
- **Security business development team** is available to present security and surveillance solutions to the end-user, in conjunction with the reseller. By having access to a professional presenter, VARs can customize the positioning of their presentations to meet the specific needs of the end-user customer.
- **Pipeline Management** provides the advantage of working directly with the customer to order equipment ahead of time based on pipeline close.

## Web Tools

Jenne's website is your central resource to access product information and transact business with over 180 manufacturers, whose products Jenne distributes.



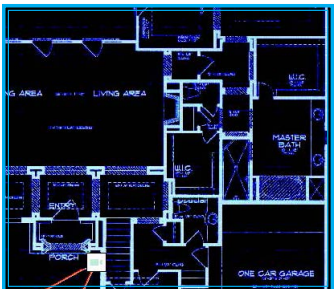
- Web-based resources available 24/7 at [www.jenne.com](http://www.jenne.com)
- View live inventory
- Discover custom pricing
- Wide array of order capabilities
- View and track your quotes
- Access current product promotions



## Financing

Modern business requires unique financing solutions to integrate and deploy multiple systems that work together. Jenne offers prime financing solutions to maximize your biggest revenue opportunities and overcome critical financing challenges.

- Net terms available
- Leasing options
- Floor planning
- Third party extended credit terms



## Pre-Sales Design Support

As a true value-added distributor, Jenne helps streamline your pre-sales design work process to enhance your security and surveillance revenue opportunities.

- Provide a quote based on a blue print provided
- Provide a quote based on aerial view of building
- Help with determining the optimal number of cameras needed
- Integration with other technology where applicable
- System demonstration capabilities



## Security Camera Staging

Jenne ensures that all preliminary configurations, licensing and labeling have been completed for product shipments—enabling you to rapidly install systems on your customers' networks, or as a stand alone unit to help save programming time and money upon delivery.

- Configure camera IP addresses, and populate spreadsheets
- Apply a name to cameras
- Label shipping boxes with appropriate locations
- Assign passwords to cameras
- Custom programming available



## Operational Support and Excellence

Jenne provides unparalleled operational support—as experts in distribution our logistics specialists quickly and efficiently process orders. Jenne has an industry-leading accuracy rate of 99.98% and an on time ship rate of 99.89%.

- Same day shipping from Jenne's large on-hand, in-stock inventory for orders placed before 7 p.m. (EST).
- Jenne maintains stock levels on most products at 45 to 60 days of inventory.
- Jenne offers custom branded delivery documents.
- Cut days and cost out of deliveries by utilizing Jenne's logistic capabilities—drop ship your customers' order directly to them.
- Shipping documents include your logo and the purchase order number to ensure ease of receipt.
- Serial number tracking available.

# Jenne Offers Your Complete **PHYSICAL SECURITY PRODUCT SOLUTION**



Jenne is committed to providing value-added resellers, integrators and service providers with:

- Complete IP solutions to fit customer needs.
- Network support to ensure functionality for you and your customers.
- Equipment staging and configuration.
- Quote and order assistance to ensure correct equipment is on hand for projects.
- System design assistance with RFP, camera selection, and infrastructure selection.
- Extended term financing options available.
- Training and education events for system design, configuration and operation.

Qualify for  
free custom  
camera staging  
and provisioning!

Contact  
**[security@jenne.com](mailto:security@jenne.com)**  
to find out how.

## **Contact Jenne's Security Team Today!**

Interested in growing your security business with Jenne?

Call Jenne at **1-800-422-6191**, or email **[security@jenne.com](mailto:security@jenne.com)** to have our security team contact you with more information on Jenne's physical security solutions.

  
**JENNE®**  
Cloud Services Brokerage  
Value-Added Distributor

