



J E N N E®

Excellence in Distribution  
Experts in Technology



# Jenne is your VAD for Security and Surveillance Solutions

Jenne is your Value-Added Distributor (VAD) for premise security product solutions, including video surveillance, emergency response, mass notification and alerting, and access control. We offer the industry's top surveillance cameras with networking capabilities that can monitor multiple sites simultaneously. We feature product solutions from Panasonic, Hanwha Techwin, Video Insight, Razberi Technologies, Extreme Networks, Isonas, Accutech Security, ViewZ, Westinghouse and more.



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, including configuring IP addresses, updating firmware, and populating spreadsheets
- Quote and order assistance to ensure correct equipment is on hand for projects
- System design assistance with RFP, camera selection, and infrastructure selection
- Training and education events for system design, configuration and operation

## Video Surveillance



## VMS



## Access Control



## Networking



## About Jenne, Inc.

Founded in 1986, Jenne is a national value added distributor of technology products and solutions focused on security, voice, video, data networking and the cloud, including equipment and software for the enterprise and SMB markets. Our 'high touch, fast response' model helps Jenne partners to be more effective, efficient and profitable. The company is headquartered near Cleveland, Ohio.

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 and support, including turnkey campaigns available through Jenne Marketing Pro.
- 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.

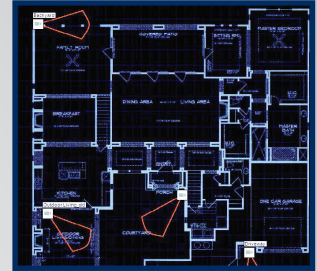
- Net terms available
- Leasing options
- Floor planning
- Third party extended credit terms



## 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.

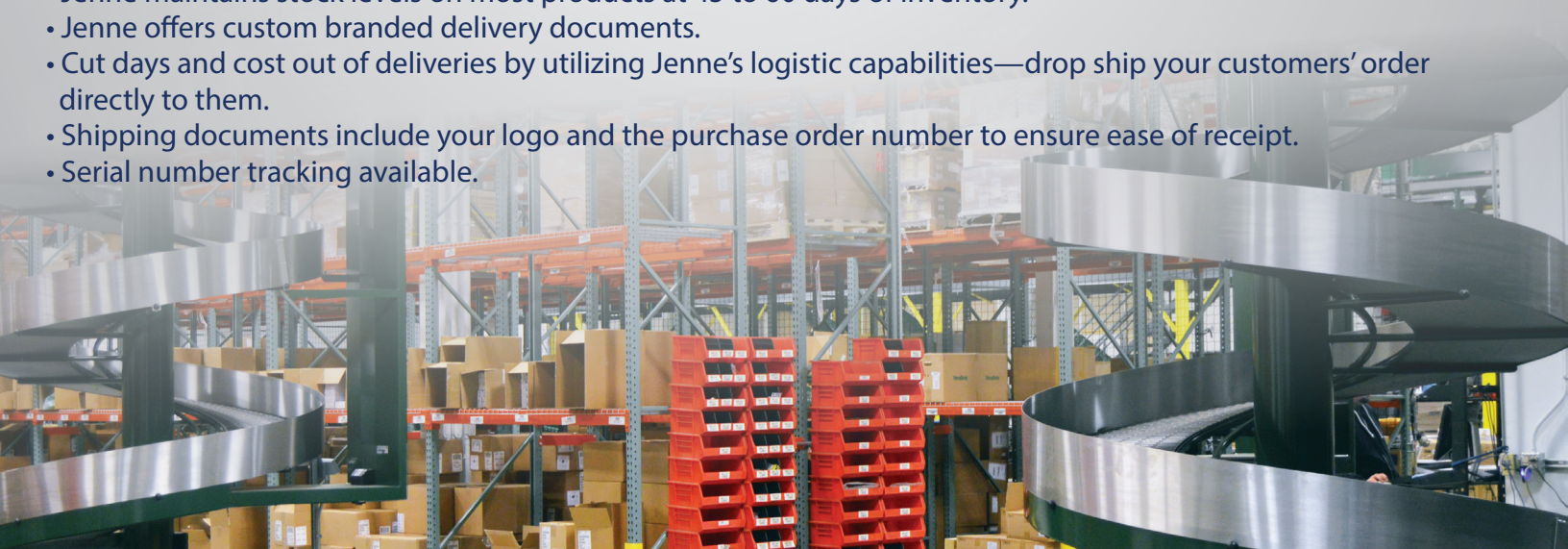
- Configure camera IP addresses, and populate spreadsheets
- Apply a name to cameras
- Label shipping boxes with appropriate locations
- Assign passwords to cameras
- Custom programming available



## 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.



# Security Solutions are Needed Everywhere

## Rock n' Roll Hall of Fame

Cleveland is the birthplace of rock and that legacy lives on in the Rock Hall. The treasured musical artifacts in the Hall need to be protected, as do the thousands of guests who visit the exhibits.

## Terminal Tower

Originally the fourth-tallest tower in the world, Terminal Tower continues to be a highly visible landmark on Public Square in downtown Cleveland. As part of the Tower City Center, thousands of people pass through the tower every day.

## City Hall

As the seat of local government in Cleveland, City Hall is home to many powerful and influential people every day. To protect the government officials and everyone who passes through the halls of power every day, City Hall needs to be thoroughly secured.

## Key Bank

People think of banks as some of the most secure locations on the planet. And they are, thanks to state-of-the-art security products and solutions.

## Cleveland Clinic

The safety and security of a hospital's patients is of utmost importance to any hospital staff. To protect patients and staff, the Cleveland Clinic requires most advanced security solutions.

## JACK Cleveland Casino

Thousands of dollars are changing hands on a daily basis at the casino. Surveillance cameras are a must to help staff keep the games fair and to protect the guests.

## Burke Lakefront Airport

Thousands of planes pass through the Burke Lakefront Airport each year, including many charter planes for Cleveland's professional sport teams. With federal regulations and other security concerns, the airport has specific security and surveillance needs.

## Progressive Field

Everyone loves the Cleveland Indians. But the Indians need to be conscious of the safety of the thousands of fans who attend their ball games each year.

## Cleveland State University

Student safety is paramount on a college campus. Emergency phones are a great way to help students feel safer as they walk across dark campuses at night.



Jenne, Inc. is proud to be headquartered near Cleveland, Ohio.

## 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 security and surveillance solutions.



**JENNE**<sup>®</sup>  
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