



NRF LOSS PREVENTION CONFERENCE & EXPO

NEW ORLEANS
CONFERENCE JUNE 20-22, 2012
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Transitioning from Analog to IP CCTV

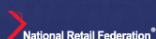
Moderator: **Chris Hackler**, Zale Corporation



Speakers: **Charles Delgado**, BJ's Wholesale Club



Randy Christian, The Kroger Co.

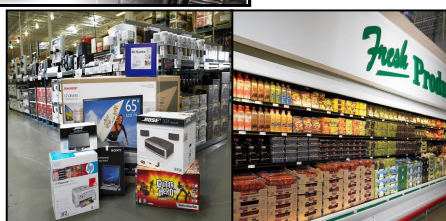



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- **Established in 1984**
- **\$11 Billion in Sales**
 - Fortune 500 ranking 239
- **190 Clubs / 15 States**
 - 119,000; 106,000; 85,000
- **103 Gas Stations**
 - Average 20,000 Gallons
- **3 Distribution Centers**
- **General Merch & Food**
 - 8200 SKUs
 - Supermarket & Bulk Sizes





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What IP-Based Video Offers Retailers?

- Operational Excellence
 - Quickly validate/identify operational breakdowns
 - Business Continuity
- Safety Training & Awareness
 - Utilization of video to mitigate the risk for future incidents
- Vendor Monitoring
 - Arrival/Departure times
 - Confirm and ensure performance is complete
- Investigations
 - Workmen's Compensation – General Liability Claims
 - Internal/External/ORC

Cost Savings: Capital & Expense



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How to migrate from Analog to IP?

- Leverage/Inform Business Partners
 - Internally & Externally
- Solutions/Options
 - Full IP vs. Encoder
- Change Management Plan
 - Communicate
 - Sr. Leaders & End Users
- Tiered Approach
 - Methodical – Early Adopters
- Training
 - Over-Train

Manage the Course & Process



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The Kroger Co.




Indicates 18 company Divisions covering 34 states

2461 supermarkets 784 convenience stores 379 jewelry stores 954 fuel centers

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QUESTIONS