

A man with a grey beard and hair, wearing a light blue button-down shirt, is pointing with a black marker at a whiteboard. The background is a blurred office environment with blue lighting. The word "NORTH" is overlaid in large white letters, with a blue triangle pointing upwards inside the letter 'O'.

# NORTH

Smarter  
Workplaces

Integrated technology solutions that  
create seamless, secure and efficient  
working environments

Stronger networks, smarter places

# We make your world a smarter, safer place.

We design, deliver and manage secure integrated systems that improve people's lives – keeping them better connected, safer, more secure and healthier.

We build stronger, more efficient, robust and reliable networks from the ground up. This allows us to deploy our smarter space technologies, which can dramatically reduce your operating costs and improve your efficiency and security, whilst also helping you meet sustainability goals. And we provide specialist, knowledgeable guidance and support, end-to-end, across the whole process.

Our people are industrious and inventive, and we take great pride in what we build. We work closely with our clients as part of their team, to better understand their sectors, their environments and their challenges. However complex the places we work in may be, we use technology to make them simpler to manage, safer to be in and more efficient to run.

# Introducing the Smarter Workplace

North helps make workplaces smarter, more efficient, more secure, and safer to be in. With the latest futureproofed technologies and our customised smarter space solutions, we can optimise productivity, increase security and enhance communications within any office, business or enterprise environment.

From comprehensive Audio Visual (AV) fit-outs and intelligent video conferencing, to smart IoT solutions such as access control, intelligent CCTV and environmental monitoring, we leverage technology to enhance the overall user experience for your employees, customers and other visitors.

It's not just about creating smarter buildings; we can also support you in developing smarter approaches to both your operations and your management decisions by using data analytics to pinpoint inefficiencies.

All of this is underpinned by our stronger networks, which are built on the principle of zero trust, and allow you to maximise uptime and deliver consistent security across your entire operation. Everything we design is optimised specifically to meet your business objectives.

## Interoperability

Many workplaces operate multiple networked systems – corporate IT, PA systems, CCTV and BMS – but we can supercharge and simplify these disparate networks and converge multiple services on one common securely segmented network. This reduces complexity, on-going maintenance and support costs, it also enhances system automation, visibility and control.

## Data-driven insights

By implementing sensor-led devices, you can gain actionable insights from the data they provide, allowing you to make more informed and impactful decisions. You can monitor environmental factors, energy use, people and asset movement, room access and occupancy – and the resulting efficiencies will bring you significant operational savings.

## Enhanced security

Our strategies and tools for safeguarding buildings, assets and data are tried and tested over many years, regularly checked and continually enhanced. We're here to help keep your company operational, whatever the threat may be.

# Stronger networks

North are experts in the design, installation and management of structured cabling, fibre and network infrastructure at a large scale – building the foundations that your connectivity rests upon. Our integrated secure network solutions bring immediate operational benefits to any workplace environment.

Whether it's wired or wireless, we deliver flexible, fast, resilient and secure networks that we can support remotely 24/7/365, keeping your critical systems not just running, but constantly optimised.

We can develop a network strategy that supports on- or off-site working and delivers connectivity everywhere, be it online, in-person, or hybrid. This helps you to deliver modern, flexible working at pace, at scale, and at every touchpoint providing a consistent secure user experience regardless of user or application location.

## Environment agnostic

We have extensive experience of working in complex environments, of integrating old and new systems, and connecting everything from office areas to meeting rooms to public spaces. The technology that we implement is flexible, interoperable, and will work seamlessly across all your physical environments, helping to increase efficiency and boost productivity. Even if your site is vastly distributed with multiple buildings, or a heritage location with listed buildings, we have the expertise to make it work.

## Futureproofed solutions

From seamless employee roaming, to steady Wi-Fi connections in every space, to private 5G networks for secure operations – the opportunities you have are endless. All of our network solutions are flexible and scalable, which means we can continue to improve and build upon your initial setup based on your evolving needs and developing technology trends.

## Network segmentation

When designing and building a network to support multiple, high-demand technologies, like AV, CCTV and Access Control it's important to know that your setup is going to meet the necessary requirements. We will assess your needs and, if needed, can split your network into isolated segments in order to limit broadcast traffic and reduce congestion, ensuring faster responses and better overall performance of all your systems at all times.

## Secure OT

Our extensive experience in physical security, building systems, AV and PA, IT networks and IoT means we can develop a comprehensive security policy for your converged IT/OT networks and assets, providing the visibility, control and reporting capabilities that are now essential.

Knowing your network and your vulnerabilities is key, and so a Network Security Threat and Operational Technology Assessment is just one of the tools North offers to support our customers in an evolving threat landscape. Our approach identifies security risks, threats, attacks, malware and which devices and users are at risk, with guidance on how to make improvements.



# Smarter Workplace solutions

## Smart AV Systems

North delivers comprehensive Audio Visual solutions and fit-outs to leading organisations worldwide. Our offering includes intelligent meeting room video conferencing and presentation systems, event space and Town Hall systems, IPTV that allows you to stream real time events, digital signage and large format displays, unified communications, and public address voice alarm.

We can also centralise the control and distributions systems, even incorporating sound masking, hearing induction, and ambient lighting control.

Our experienced teams make these solutions appear simple, from multiple site systems to large single divisible spaces. Our collaborative approach starts with a site survey to understand your individual business requirements. We provide operational and support documentation, we offer training, and we can also offer a long-term, fully managed service including remote, nationwide 24/7 support.

### Intelligent Video Conferencing

Video calling has become part of everyday life, whether it's virtual meetings, remote job interviews, or simply agile and collaborative day-to-day working. North works with you to deliver Unified Communications and Collaboration (UCC) technology that is tailored to you and your challenges.

We provide the ability to run native Microsoft Teams®, Zoom Room™ and Bring Your Own Device (BYOD) easily in one place. Across boardrooms, meeting rooms, huddle spaces and home offices, we provide video conferencing that works with what you have in place and supports your organisation to flex and be futureproofed to grow.

### Central Building Network

Supports the centralised management and setup of multiple systems and devices, in multiple rooms, even across multiple buildings. This allows for easier monitoring, control and automation of an AV setup, easier onsite or remote management of the systems and can even be fully integrated to a Building Management System in order to control air-con, lighting, security and more.

### Automated Room Setup

Streamlines meeting space management, factoring in calendar integration for scheduling and availability, automated setup of AV equipment, automated environment control for lighting and temperature, simplified connectivity for external devices, smart check-ins for attendees, and the collation of post-meeting feedback. Enhances productivity and the visitor experience, allowing them to turn up with only their device and have it be fully integrated into the room setup.

### Virtual Receptionist

AI-driven service that manages appointments, scheduling, intuitive desk and room bookings, check-ins and calendars, as well as incoming calls. Available 24/7, providing support outside of regular business hours to ensure a constant presence for employees and visitors.





### Smart Access Control

Allows the use of mobile credentials to gain (or deny) entry into buildings, specified rooms, meeting spaces, smart lifts, canteen charging systems and more. This streamlines processes, enhances safety and security, and gives you a clearer picture of building and room occupancy, whilst also improving the overall user experience. Reducing the number of access cards required can also cut costs and improve sustainability.

### Intelligent CCTV

Uses AI-powered CCTV and analytics to protect employee and visitor safety, track demographics and movement patterns, influence building design and layout, all resulting in improved efficiency and a better user experience.



### Environmental Monitoring

Uses connected IoT devices to improve the management and monitoring of CO2 levels, air quality, damp, temperature, waste management, noise pollution and more, all in real-time. Allowing you to optimise working environments, improve building efficiency and monitor building safety.

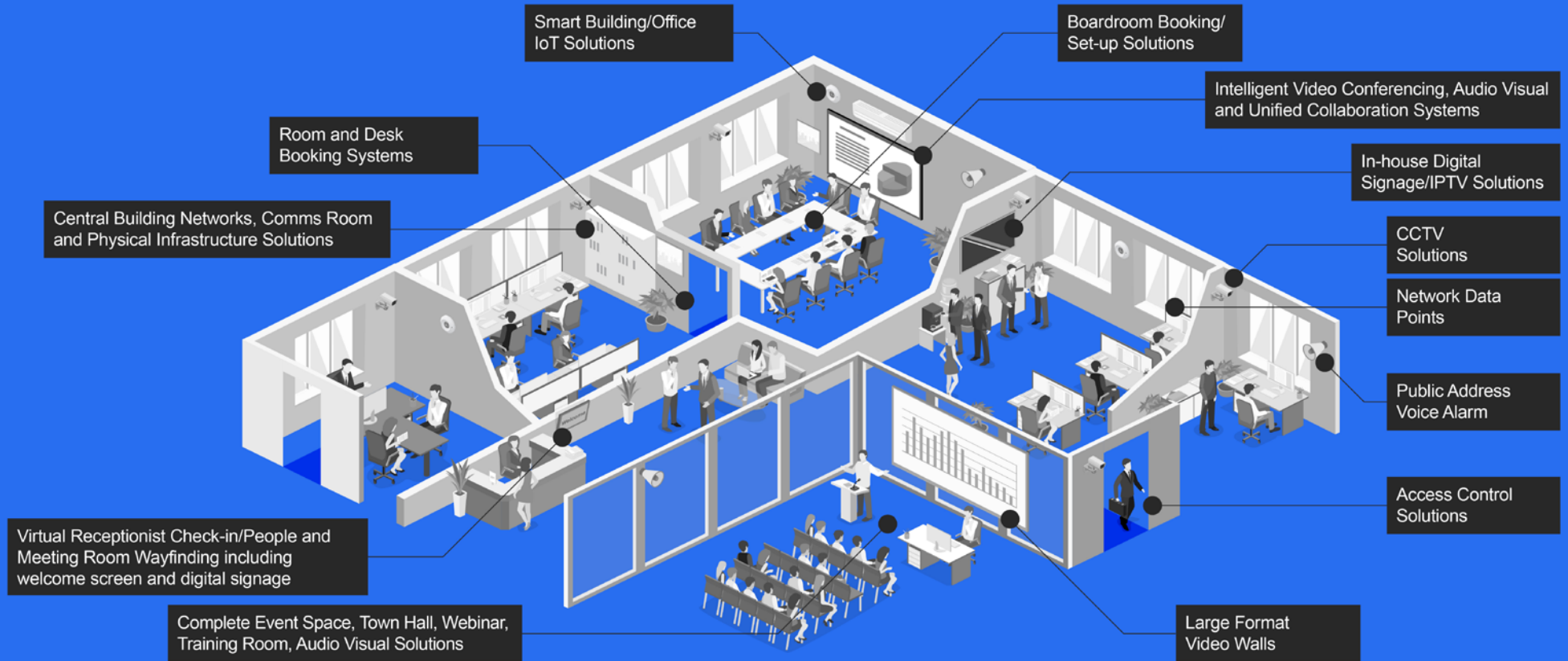
### Asset Management

Accurate tracking of important or high-value assets as they move from one destination to another reduces the time to locate assets and simplifies inventory management. Real-time data from connected IoT devices provides insights that allow you to improve day-to-day operations and ultimately cut costs.

### Motion and Proximity Sensors

Allows for the wake-up and shutdown of devices, screens and lighting systems to ensure they are only switched on when in use. Contributes to cost and energy savings and improves your sustainability metrics.

## Smarter Workplaces



# Benefits – at a glance

## **Seamless user experience**

The combination of our stronger networks, integrated Wi-Fi connectivity, and smarter workplace solutions allows us to deliver a fluent and immersive user experience. Automated setups can also create a standardised experience in different rooms across office floors, even different offices around the world.

## **Convenience and efficiency**

The use of smart systems and connected devices and sensors to improve things like security and safety, asset tracking, air quality and lighting, both enhances and streamlines working life and creates a better overall experience.

## **Better informed decisions**

The data that is collected and analysed can help organisations understand how their workplace is used day-to-day and point to potential efficiencies, or be used in real-time to identify and intervene in situations where employees may require assistance.

## **Better connected people and places**

Smart infrastructures built on the latest Wi-Fi and wired networking standards and common Zero Trust Network Access security policies, as well as Intelligent Videoconferencing solutions, create a far better connected workplace. Management and monitoring can also be centralised and conducted remotely.

## **Maximised uptime**

Keeping your systems running smoothly correlates with keeping your customers happy. Our secure, robust, reliable networks, and our 24/7 management and support, help to ensure your workplace is always-on, always-connected, and operating as it should.

## **Protect what matters**

Secure networks and technologies can bolster every aspect of a business. Our proven secure-by-design approach enables increased protection and control at every layer, both physical and digital, ensuring you can keep your people, places and data safe.

### **Improved sustainability**

Smarter infrastructure, technologies and sensors help to create more sustainable and energy-efficient buildings and to improve air quality – all of which appeals to environmentally conscious customers and employees.

### **Control over compliance**

Smarter technologies can assist with reporting on building condition to ensure compliance with building standards. They can also improve safety standards by identifying attendance and occupancy within buildings and, where required, restricting and managing access.

### **Competitive advantage**

Businesses that invest in smarter approaches and intelligent technologies can use this to differentiate themselves and demonstrate their commitment to innovation and progressive techniques. It can help you attract new clients and recruit and retain top talent.



# End-to-end expertise

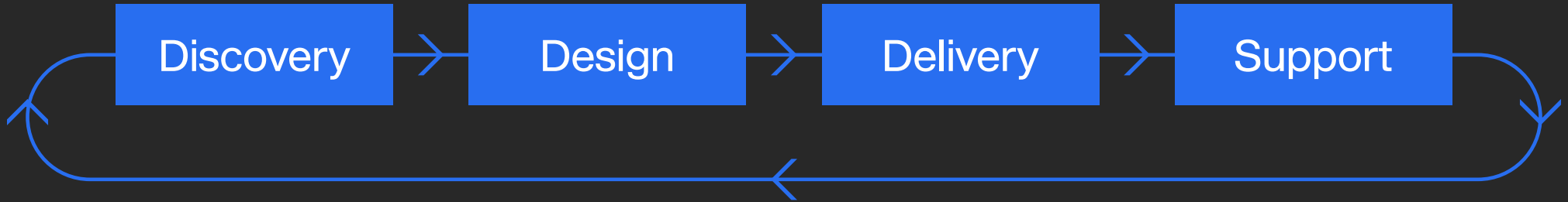
North is uniquely positioned to deliver and manage every single aspect of a Smarter Workplace deployment – the infrastructure design and network delivery, Smart AV fit-out and UCC technology implementation, 24/7 remote management and support.

We are the one and only provider you need, offering one streamlined service from beginning to end. Our team have industry-leading expertise across every department and can fit every piece of the puzzle together, always to the highest standard. No challenge is too difficult, nor environment too complex.

At each stage, we bring innovation to the table, whilst keeping disruption to a minimum throughout the delivery. What's more, we can seamlessly scale your systems over time to accommodate for your evolving needs and requirements.



# North's four-stage service



Our extensive discovery service is designed to provide you with a deeper understanding of your networks, systems, and estates. We build each project on robust research, real customer understanding, and a collaborative agreement of needs and expectations.

Our expert design teams work alongside you to plan integrated solutions that deliver clear benefits and enhanced security. We bring over 20 years' experience in bespoke network and project design – informed equally by our partnerships with leading tech vendors and our wealth of experience in practical delivery.

We pride ourselves on smooth, efficient delivery of even the most complex combined technologies. From construction to fit out and installation, we're the safest pair of hands you can find. Your critical operations keep running smoothly, and your projects are delivered on time and to budget.

Our flexible support solutions and managed services are here to help you 24/7/365 as an extension of your own teams, onsite or on-demand. Our proactive approach maximises network uptime and keeps your places running optimally. Customised support solutions are designed to meet your exact needs.

# Delivering AV excellence for a Financial Service powerhouse

North successfully completed a comprehensive AV integration project at the new Paris office of a leading financial services company, which spanned an impressive area of 4700 m<sup>2</sup>. The project was divided into three phases that were spread across two floors, with each phase having specific AV requirements.

The AV integration involved implementing a centralized room booking system, digitally managed signage throughout the premises, 1- and 2-person meeting booths, and various meeting rooms which ranged from 4- to 12-person spaces. Additionally, we created custom game rooms, boardrooms, and a shared dedicated Event Space, all of which feature either Zoom Rooms or Microsoft Teams Rooms (MTR) based on the customer's preferred Unified Communication (UC) platform.

To create a seamless AV experience, all custom rooms and the main Event Space were integrated into one powerful Q-Sys ecosystem. Q-Sys is a leading cloud-manageable audio, video, and control platform designed with a modern, standards-based IT architecture. The system operates using Power over Ethernet (POE) for peripheral connections and allows for future expansion as needs evolve.

The Event Space, a high-impact area accommodating up to 80 people, has been equipped with leading-edge AV solutions. It features a 3.6 x 2m (1.9mm pitch) LED Wall, PTZ cameras, an automatic dynamic beamforming ceiling microphone, two premium full-range column loudspeakers, and a quad-channel digital wireless microphone system for top-quality sound reinforcement. The space offers native Zoom Room video conferencing capabilities, Town Hall webinars, BYOD (bring your own device) input for third-party usage, digital signage, and even a games console feed from the Games Room, all controllable through a user-friendly iPad with a custom-designed interface.

By seamlessly integrating a range of AV technologies and platforms, North has been able to provide exceptional video and audio quality, ensuring clear communication during virtual meetings, video conferences and presentations.

North's leading-edge AV solution is already delivering multiple benefits for the client, greatly enhancing communication, collaboration, and the overall user experience for team members, by ensuring seamless connection across their various locations and technologies.

# Creating the recipe for a smarter, safer workplace

"Through the upgraded CCTV systems and enhanced security coverage, we're prioritising the safety and wellbeing of our staff. This advancement allows us to quickly respond to incidents and improve our security management capabilities. Furthermore, the implementation of smarter CCTV technology not only ensures current safety standards but also positions us to expand security coverage across multiple facilities in the future. Ultimately, this investment plays a pivotal role in safeguarding our teams' health, safety, and overall wellbeing."

**Mike Hellier**  
Logistics Project Manager  
pladis Global

pladis is one of the world's fastest growing snacking companies and home to much-loved brands including McVitie's, Jacobs, Carr's and GODIVA. With 27 bakeries in 11 countries, pladis serves 150 countries and is a staple in billions of homes, producing national favourites such as Jaffa Cakes, Digestives, Hobnobs and more.

pladis partnered with North to deliver an expansive upgrade of their CCTV systems across three McVitie's sites in the UK to enhance security coverage, safeguard facilities and ensure the ongoing safety and wellbeing of employees, visitors and communities.

The initial project saw North upgrade CCTV systems at Harlesden in North London, home to Europe's largest biscuit production site. The next phase saw 120 cameras upgraded from analogue to intelligent HD IP technology and a new Milestone cloud-based Video Management Software (VMS) deployed to improve operational efficiency and warehouse management across sites, including Harlesden, Stockport, and Carlisle.

The transition to Milestone XProtect™ Expert has revolutionised how pladis operates. Deployed on AWS (Amazon Web Services), the cloud-based VMS provides pladis with a flexible platform for multi-site coverage that streamlines and maintains operations, without the need for on-premise hardware.

Harnessing advanced technology has enabled pladis to work smarter. Operators can now search, manage and analyse footage across all sites from a centralised web-based platform, which has greatly enhanced situational awareness and optimised incident response.

Leveraging cutting-edge technology has also guaranteed future-proofing through enhanced integration capabilities for applications including Artificial Intelligence (AI), which will enable pladis to gain valuable insights from data-driven decision-making and unlock additional operational efficiencies.

The logo for pladis, featuring the word "pladis" in a lowercase, sans-serif font. A thin, curved line arches over the letters "i" and "s", ending in a small star-like shape.

# north.tech

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