

# NAV Company Overview

North American Video (“NAV”) was founded in 1995 and has served the Gaming Market for over 20 years. We are deeply rooted in the Gaming industry and our business is built on long-term relationships with our customers, employees and technology partners. To date, we have installed over 500,000 channels of video – more than any other systems integrator.

Throughout our history we have repeatedly demonstrated the ability to deliver complex projects with the highest levels of service and security technology on time and on budget.

Our team prides itself on delivering the same outstanding customer service to all of our clients, from a single camera sale to a multimillion dollar integrated surveillance and security system.

We have grown to become the leading Security & Surveillance Integrator serving the US Gaming Market and one of the largest independent security integrators in the world. Our talented team of long-term employees is located throughout the USA and we have offices in New Jersey, New York, Florida, Las Vegas, and Washington State. We invest heavily in training, which ensures that that our team is the best trained in the industry, and we hold certifications with the worlds’ leading security and IT companies. Our team is the backbone of NAV and we stand behind their ability to deliver the highest levels of service and support.

NAV holds gaming licenses in multiple geographical and tribal jurisdictions in order to support our long-term Tribal and Corporate Gaming customers. Our customers rely on NAV to meet all of their surveillance and security technology needs. This includes IP and analog video, access control, point-of-sale, license plate recognition, intrusion detection, emergency call, intercom, and visitor management solutions all coupled with a premier reputation for outstanding customer service.

Over the years we have built an extensive repeat client list, and over three quarters of our business comes from long-term repeat clients including MGM, Isle of Capri, Seminole Gaming, The Eastern Band of the Cherokee Nation, The Ho-Chunk Tribal Nation, Caesars Entertainment Group, and many others.

Our longevity and reputation in the gaming industry has allowed North American Video to establish close relationships with the industry’s leading manufacturers of security, surveillance, and IT equipment. These relationships provide us with the ability to implement and integrate solutions to our clients’ specific security and surveillance needs. Our relationships also help us ensure that we have products and partner personnel on-site when we need them to meet installation deadlines and to rapidly address emergency situations if and when they arise.



North American Video is a world renowned Systems Integration company with extensive experience and specialization in delivering integrated surveillance and security solutions for the Gaming and Commercial Markets. Our unique combination of technical expertise, extreme customer service and support, intricate knowledge of customers’ diverse needs, and ability to deliver on time and on budget continues to drive our success and maintain a longstanding list of legacy clients. Regardless of the scale and scope of your systems needs, NAV will be at home in your house.



## We’re game



# NAV Leadership Team



**Jason Oakley, President and CEO**, joined NAV in 2008 and has continued to earn long-term clients by delivering superior technology coupled with fanatical customer service. Over his career, Jason has held leadership positions in Finance, Sales and General Management in the USA and Europe at Arthur Andersen, BICC Plc and the UPF Group Plc and Ingersoll Rand (IR). While at IR, Jason served as VP Finance for the \$1.2B Americas Security Technology Business and as Director and General Manager of the US Security Integration Division. Jason holds a BSc in Business Administration from the University of Bath in the United Kingdom and an MBA from the Kellogg School of Management. He is a Chartered Management Accountant and a former Chair of the Security Integration Industry Group within the Security Industry Association (SIA).



**Laurie Smock, Vice President**, is responsible for large systems, gaming sales, and integration projects, along with the management and continued expansion of NAV’s sales team. As a member of NAV’s Senior Leadership Team, Laurie is instrumental in directing strategic vision, reviewing new technologies, and managing NAV’s portfolio of manufacturer partners. Laurie’s keen ability to coordinate and balance customer expectations, budgets, regulation compliance and new technology offerings continues to help drive NAV’s integration business. Laurie has worked on many of the largest gaming and commercial projects in the world. In 2013, Laurie was named one of Security Systems News’ “20 under 40”, an annual honor given to a select group of talented individuals who have proven leadership skills.



**Dan Scroggins, Director of Sales & Marketing**, is responsible for managing NAV’s West Coast sales team and all marketing activity for the company. Before joining NAV in early 2013, Dan held positions in several different areas of the video security industry. During his 8 year tenure at Pelco, Dan served as the Director of Gaming Segment Sales, where he was responsible for the company’s relationships in the US gaming business. Dan also held the position of Senior Product Manager for Pelco’s highly successful \$200M positioning systems product line. Prior to Pelco, Dan held positions as a commercial integrator, a manufacturer’s sales representative, and as a project manager focused on network distribution. Dan holds two bachelor’s degrees from San Diego State University, as well as several industry certifications.



**Jason Woodward, Director of Operations**, is responsible for overseeing all operations and engineering across the country and ensuring all projects are delivered on or ahead of schedule, and to the quality standards that NAV customers expect. He also leads NAV operational training process in order to ensure that the NAV team remains at the leading edge of security and surveillance technology. Prior to joining NAV, Jason served four years in the United States Air Force. He has been involved in hundreds of casino projects that range from system retrofits to new construction. Jason has a bachelor’s degree from American Military University, is a Certified Security Project Manager (CSPM), and holds several industry certifications.



# Our History of Success

