



EXPERT | SECURITY | ADVICE



DISCOVER THE ADVANTAGE...

✓ New Product Awareness

We keep you on the cutting edge! Whether it's Video over IP, security, fire or analog CCTV, fiber optics, technical furniture; Chesapeake & Midlantic will keep you ahead of the technology curve.



✓ State of the Art Demo Facilities

Chesapeake & Midlantic Marketing boast two well equipped Training Centers located in Chadds Ford, PA, and Abingdon, MD. We feature complete analog and IP video systems, functional intrusion alarm systems, WebEx connectivity, SmartBOARDS, and more!



✓ Total System Design Support

From matching items in specifications, to delivering demos and helping you put together bids; Chesapeake & Midlantic make it easy for you to focus on your core strengths.



✓ Specification Support

As a Chesapeake & Midlantic client, you'll always have access to information. We deliver printed and electronic specifications for you to include as part of your specification packages.



✓ Parts Lists

We will prepare a parts list for your project based on your final design, no matter how large or small.

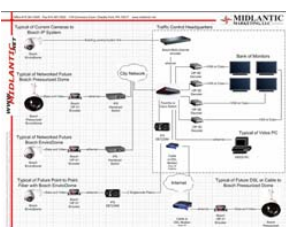
Part #	Description	QTY	Price	Total
1	...	1	\$1,000.00	\$1,000.00
2	...	2	\$1,000.00	\$2,000.00
3	...	1	\$1,000.00	\$1,000.00
4	...	1	\$1,000.00	\$1,000.00
5	...	1	\$1,000.00	\$1,000.00
6	...	1	\$1,000.00	\$1,000.00
7	...	1	\$1,000.00	\$1,000.00
8	...	1	\$1,000.00	\$1,000.00
9	...	1	\$1,000.00	\$1,000.00
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11	...	1	\$1,000.00	\$1,000.00
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13	...	1	\$1,000.00	\$1,000.00
14	...	1	\$1,000.00	\$1,000.00
15	...	1	\$1,000.00	\$1,000.00
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68	...	1	\$1,000.00	\$1,000.00
69	...	1	\$1,000.00	\$1,000.00
70	...	1	\$1,000.00	\$1,000.00
71	...	1	\$1,000.00	\$1,000.00
72	...	1	\$1,000.00	\$1,000.00
73	...	1	\$1,000.00	\$1,000.00
74	...	1	\$1,000.00	\$1,000.00
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83	...	1	\$1,000.00	\$1,000.00
84	...	1	\$1,000.00	\$1,000.00
85	...	1	\$1,000.00	\$1,000.00
86	...	1	\$1,000.00	\$1,000.00
87	...	1	\$1,000.00	\$1,000.00
88	...	1	\$1,000.00	\$1,000.00
89	...	1	\$1,000.00	\$1,000.00
90	...	1	\$1,000.00	\$1,000.00
91	...	1	\$1,000.00	\$1,000.00
92	...	1	\$1,000.00	\$1,000.00
93	...	1	\$1,000.00	\$1,000.00
94	...	1	\$1,000.00	\$1,000.00
95	...	1	\$1,000.00	\$1,000.00
96	...	1	\$1,000.00	\$1,000.00
97	...	1	\$1,000.00	\$1,000.00
98	...	1	\$1,000.00	\$1,000.00
99	...	1	\$1,000.00	\$1,000.00
100	...	1	\$1,000.00	\$1,000.00
Grand Total			\$17,000.00	\$17,000.00

✓ Fast Response & Customer Support

Our staff of nearly 15 people is accessible, responsive, and focused on your unique needs. We deliver quick turn around for answers to your questions. And provide fast response and help with your quote requests.

✓ System Diagram

We can provide a one-line diagram by request that will help to ensure that the design is going to meet your needs.



SOLUTIONS

for Integrators
for Distributors
for Dealers
for Specifiers
for End-users

✓ Demonstrations

Chesapeake & Midlantic Marketing maintain well equipped Training Centers located in Chadds Ford, PA, and Abingdon, MD.



Onsite Demonstrations We can provide onsite demonstrations at either your office or your client's facility.



Demonstrations at our Training Center Locations

For the most comprehensive demo or to see the largest variety of products available a visit to one of our facilities is highly recommended.



Trade Shows

We can support you by assisting with a variety of different exhibit displays.

Government Agency Relies on Chesapeake & Midlantic Marketing for Technology Update

A government agency with locations across the country came to Chesapeake and Midlantic Marketing to discuss how to migrate from analog to IP technologies. The gentlemen from this agency decided to make the trip to Chadds Ford, PA to see our demonstration and training center.

During this visit, many devices were presented to them for hands-on demonstration such as encoders, decoders, video management software, monitor wall software, IP cameras, Ethernet electrical/fiber switches, and more. Had this demo taken place at their location they would have not had the opportunity to get their hands (and brains) around as much information as they did in the short 2 ½ hour meeting.

Additionally we were able to take the concepts of various designs and utilize the SmartBOARD to capture key discussion points.

To top it off, they also had a need for access control in several facilities and they were able to meet this requirement as a result of the equipment and discussion at our demonstration and training facility.

The end result was that the client left the office with a much clearer understanding of the technologies available today and how to successfully migrate from the analog platform to the IP platform. They will also be able to use us for planning their final design.

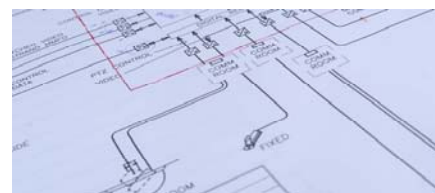
✓ Literature

We produce and stock a vast array of product literature. Quantities of this literature can be provided to you free of charge for use in presentations.



✓ Advice & Consulting

You can rely on us as your trusted advisor with answers to specific questions and guidance on important security issues.



✓ Needs Assessment

We evaluate your needs and recommend the best solution based on your unique situation and budgetary requirements.

✓ Contact Us

Office 610.361.0500
410.612.9640

Email support@midlantic.net

Web www.MidChes.com

In-person

118 Commons Court
Chadds Ford, PA 19317

1401 Abingdon Road
Abingdon, MD 21009



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