

NSM Surveillance

Overview

NSM Surveillance has over 20 years' experience in providing turnkey command and control system to local and federal agencies, and to the Department of Defense (DOD). It started in microwave communications, specializing in sporting events – including the Tour de France and the Olympics. The 1996 Olympics in Atlanta gave them significant national exposure, prompting it to specialize in providing surveillance systems for cities and federal agencies.

Its systems are camera-based but involve system integration services to build out extensive surveillance capabilities using commercial-off-the-shelf sensors and wireless

communication components that naturally blend with the environment. One of its larger installations was for the Baltimore Police Department.

The largest project ever was for DOD to provide intelligence, surveillance, and reconnaissance (ISR) systems for the U.S. Army in Iraq and

Afghanistan, including security surveillance of Baghdad and also for Camp Victory, the main base camp for U.S. forces.

“Beyond Impact really understood what we needed, and simplified our migration to a new host. They managed the cutover in a matter of days and at lower cost than anyone else could. They have the skill set to support us and are very responsive when we need them.”

- Carlos Arnero
Chief Operating Officer
NSM Surveillance

**BEYOND
IMPACT**



NSM Surveillance

Client Challenge

Provides surveillance systems for local law enforcement, municipalities, and federal agencies; and intelligence, surveillance, and reconnaissance systems for the Department of Defense.

Microsoft's cloud version of Dynamics AX ERP hosted by Beyond Impact provides functional flexibility to tightly manage BTO/MTS hybrid production with reliable, responsive IT support from Beyond Impact.

NSM Surveillance (NSMS) needed robust functionality to handle its complex production environment, with the capability to easily scale as

the business grows. A cloud-hosted solution ensures they could take maximum advantage of a full-featured system in the most cost-effective manner – without needing an IT staff of its own.

Benefits

- Strong solution fit for hybrid production
- Project management and accounting for BTO
- Highly scalable solution
- Rapid cutover at low cost
- Full complement of IT services
- Responsive service

**BEYOND
IMPACT**



Solution

Microsoft Dynamics combines a rich set of core capabilities with an innovative approach to ERP. It offers a full enterprise suite of applications for running manufacturing enterprises, including financial management, procurement and supply chain management, sales order and customer service management, inventory and warehouse management, production and manufacturing management, project management and accounting, among others.

“The system is made for much larger organizations, but it is a flexible platform and meets our unique needs well,” Arnero says. “Beyond Impact really understood what we needed, and simplified our migration to a new host. They managed the

cutover in a matter of days and at lower cost than anyone else could. They have the skill set to support us and are very responsive when we need them,” he says.

Results

“We’re fairly complicated in what we build and how we build it. We do low volume/high variability production,” Arnero states. “We design and build to order – and the flexible system platform allows us to run the business the way we need to.”

Customer orders require detailed product tracking and accounting.

“It’s as important as the manufacturing piece,” he says. “And as we continue to grow, it can scale with us.”

NSMS went live on the system in April 2010. “The whole process was

fairly uneventful,” Arnero states. “We encountered few issues. And most were on the application side. On the hosting side, Beyond Impact was extremely responsive. They clearly understood our needs. We’ve been quite pleased with the service they have provided.”



**BEYOND
IMPACT**