



Banking Giant Trusts NAVCO To Connect Their Security

The Challenge

In the spring of 2010, NAVCO began working with Wachovia Bank, a Wells Fargo company. NAVCO was initially awarded a small project that involved some alarm and CCTV work at one of their cash vaults in South Carolina. NAVCO completed the project successfully, leading to other projects which gained the attention of the company's Corporate Properties Group.

When the existing turnkey ATM vendor was struggling with the security portion of the project, NAVCO was asked to bid on 169 of the company's retail locations.

The Solution

NAVCO was awarded the project based on their technical expertise, competitive pricing and proven project management skills. NAVCO's role was to provide the technical "know-how" for connecting the new ATM alarm and CCTV equipment to the stores' existing security system, as well as test to certify that everything was operational.

The Results

The implementation of the ATM project rapidly expanded to almost 300 locations as Wells Fargo added another 5 states for NAVCO to oversee. NAVCO's success in managing this time-sensitive project allowed them the opportunity to work with Wells Fargo on a quickly expanding scale.

Highlights

- > NAVCO successfully forged relationships with Wells Fargo Bank, ultimately developing the business into a million dollar account in under 9 months.
- > NAVCO solidified their reputation within the Wells Fargo organization as possessing excellent project management skills and an ability to operate within a tight time frame.

If you're looking for a business security specialist with solutions prepared for today's and tomorrow's challenges, contact us today. NAVCO...Securing Your Future.



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