



## A Turnkey Solution Digital Signage and Cisco's DMS

# What does it take to successfully deploy Cisco DMS?

### One Stop Solution

A successful DMS deployment starts with a needs assessment and must provide an end-to-end solution that encompasses all aspects of a customer's video needs. **Sentinel Technologies**, a Cisco Gold DVAR, has developed a strategy that encompasses the entire value chain for providing Cisco DMS solutions. Sentinel has made the commitment to succeed by addressing the following key areas within our DMS practice:

- **Supplying the technical expertise to demonstrate, design, install and optimize Cisco's DMS**
- **Identifying the "real" return on investment**
- **Teaming with industry experts that can articulate the vision and value of digital media in the enterprise**

### Designing the DMS Network Solution

Understanding the DMS network is one important component of a DMS integration – Sentinel has both the technical certifications and field experience to position, design and deploy a holistic Cisco DMS network.

- Site Connectivity Survey
- Mounting/Installation
- Custom Content
- Site Physical Survey
- Integration
- Network Integration

### Providing Expert DMS Consulting



Sentinel has addressed a key need in the DMS sales continuum by partnering with Platt Retail Institute (PRI), a leading expert in DMS research and consulting to retailers, banking, and media companies. PRI fills a gap that exists by providing experienced-based strategic analysis and vision for a DMS strategy while also offering analytics for measuring the impact of DMS solutions.

### Success Stories - Sentinel DMS Solutions



**Retail** – Sentinel planned, designed, and installed a Cisco digital signage solution for a leading U.S. retailer as new paradigm at five of their new "transformation" stores.

**Manufacturing** – Sentinel planned, designed, and installed a DMS solution for a U.S. based manufacturer for critical company communication related to new ownership.

**Healthcare** – Sentinel deployed numerous screens in a healthcare facility for incurable diseases to display mission critical information for the patients and families.

The common denominator for all these organizations?  
Tremendous business value realized while all work was completed on time and on budget!

### **DMS: Extensive Product Portfolio!**



### The next step? Contact Sentinel



Engage Sentinel to help you assess what Cisco's DMS can provide to your organization. Sentinel brings all the expertise and experience required to implement DMS solutions. Sentinel also provides a state-of-the-art demonstration facility for live presentations of customer specific content.

### **CONTACT SENTINEL TODAY!**

Contact Sentinel's InfoSENter at [InfoSENter@sentinel.com](mailto:InfoSENter@sentinel.com) or by phone at 800-769-4343.

