



Full deployment of Telecom, IT and Security solutions

# ABOUT MARSH MX



Marsh Mx Ltd is run by two brothers Gareth and Anthony Marsh and was formed in April 2010 when we acquired the Former Bob Wilding Motorcycles shop in Merthyr Tydfil, a well-established business which had been trading for over 30 years. In taking over this business we inherited the Yamaha ATV (Utility) dealership and the rest of our business was made up of used off road Motocross/Enduro and Quad Bikes. Within a few months of trading we then became a TGB Main Dealer offering a full range of road legal quad bikes to our customers which became a very busy part of our business.

As the business was growing we then became a Honda Off Road Dealership in 2012 offering the new 2013 Range. This was a major step in our business to offer such a great and big range from the kids bikes to adults. Again pushing forward we then received the Kawasaki, Yamaha Off Road Motocross/Enduro and Yamaha Sports ATV Dealerships which then took the business to next level again. The business then became about selling new machines with a great range of used also available. With this in mind we then wanted to grow the business into a “one stop shop” so we then became a Gas Gas Enduro Dealership offering a Great Enduro machine alongside a great range of Motocross machines. In 2014 the business was growing at a high speed and the building we were trading from was now becoming full to its maximum capacity (basically bursting with bikes) so we decided to look for new premises. After months and months of searching, we finally decided to go with the purchase of our current premises which was purchased in November 2014 and was basically a bare shell and 30,000 Sq Foot in size, It was purposely designed to suit our requirements but this was a massive gamble for Gareth & Anthony and a totally different type of premises that they were directly working from in the town, This new premises was to offer great parking facilities, a very large one level showroom, fully stocked Parts/Accessories/Clothing counter, full workshop facilities, a full loading bay for our deliveries and most of all a very impressive First Impression for our customers. We invested heavily in the business and finally moved in April 2015 which was a totally new lease of life for all of the team here at Marsh Mx and could not wait to open the doors for all our customers to see what we created. Shortly after opening we then received the Sherco Enduro/Trials, TM Enduro and Motocross, Gas Gas Trials and finally Honda Montesa Dealership offering yet more great Enduro’s and Trial’s bikes to our range. We had coverage in the Trials Sector alongside with a great Motocross/Enduro and Quad presence. Now fully up and running in our new store, we have now proudly created “**The UK’s Largest Off Road Bike Centre**” with over 400 bikes in stock at any one time with our aim of becoming a one stop shop getting closer and closer and providing a very big range of stock to view for our New and Existing Customer base.

After a year Trading at the New Premises we then secured the Husqvarna Dealership in May 2016 to the business. Now being able to offer a massive range of Kids, Adult Motocross and Enduro, 2 Stroke and 4 Stroke bikes was now making the business even stronger being able to offer such a great range of bikes to suit everyone and every need, Last of all in December 2017 we then secured the Can-am Dealership opening up the very big range of Quality ATV’s and SSV to Marsh Mx, so big things to come here.

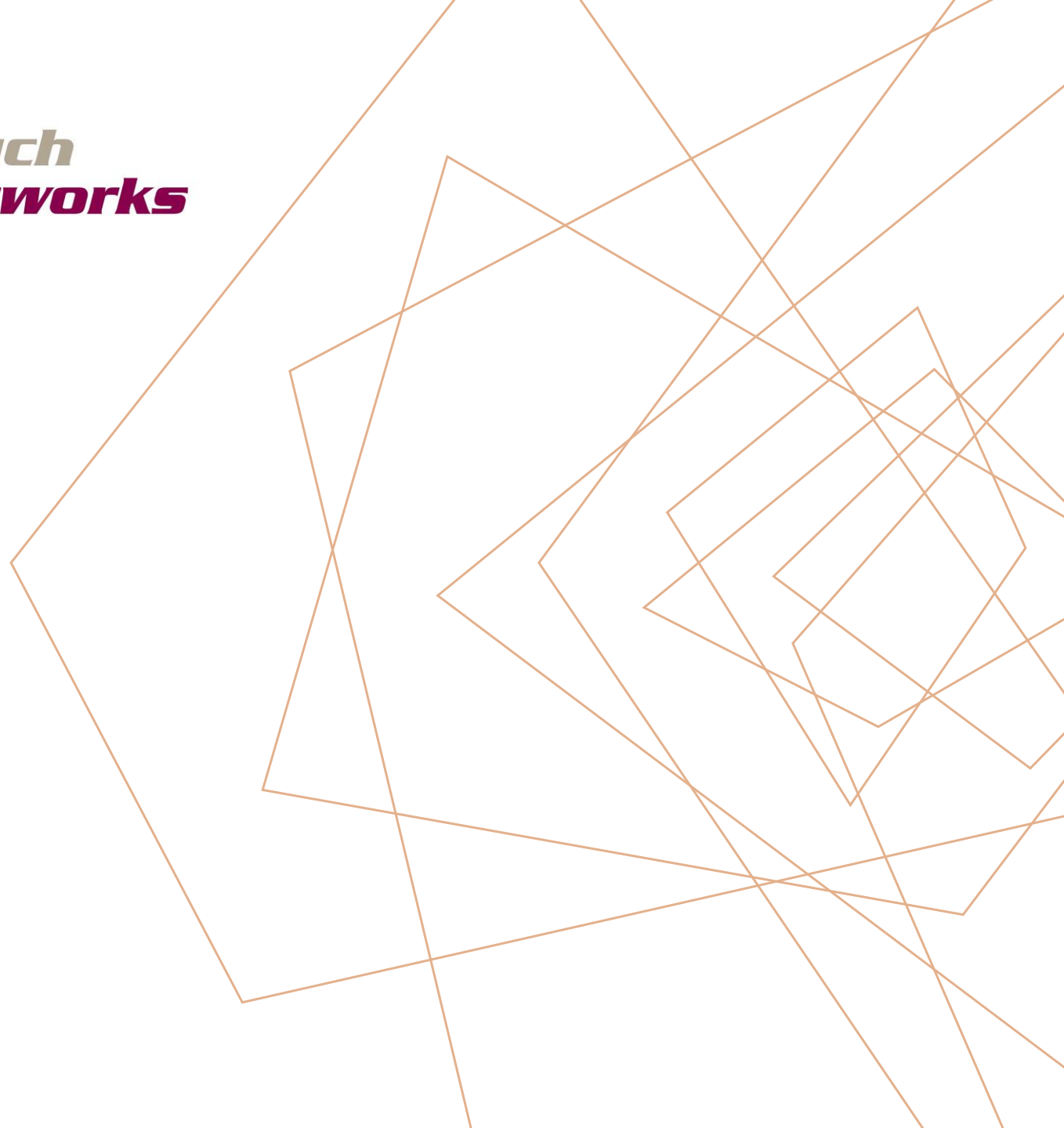
As you can see above we have come a long way since 2010 and our business has grown considerably with the dealerships and volume of bikes we are selling, We worked hard to give our customers a full range to choose from, achieving our goal of a “One Stop Shop” for all your needs under one roof from Sales to Parts and Accessories and Service.



## ABOUT TOUCH NETWORKS

Touch Networks are a solution provider that focus on bringing the expertise and latest technologies together to deliver the objectives of their clients and continuously seek to build in niche value-added features, by specialising in the key areas of Telecommunications, IT, and Security.

Touch Networks implement end-to-end solutions and take a partnership approach directly with the client. Our ability to deliver projects through design, consultancy, project management and engineering has been proven on large scale projects in the manufacturing, Aviation, Education and Retail industries.





# REQUIREMENT

Since incorporation Marsh MX have continued to grow rapidly and plans to become the largest off-road bike centre drove the decision to purchase a 30,000 square foot premises which was essentially a bare shell. As Marsh MX's incumbent telecom provider Touch Networks were engaged to assist in the relocation of telecoms equipment and design of the IT infrastructure. During the initial surveys and discussions surrounding the layout, purpose and aesthetics, Touch Networks were able to make recommendations on the solutions available and the design a solution which would deliver on all of the requirements.

The outline proposal included a full re-wire of the premises with structured cabling (Category 6), this would be the foundation that would support the IT, Telecom and CCTV systems. As part of the move an upgrade was required to the PC's, Printers, Telephones and CCTV system. A proposal was submitted covering all of the requirements, from design to commissioning, all through Touch Networks.

# SOLUTION

## Cabling Infrastructure

A whole new Category 6 structured cabling network was installed, all linking back to a central data cabinet in a secure comms room. Cables were installed to every desk, camera position, network device with points installed to positions where future expansion was possible.

## Information Technology

As part of the expansion new desktop PC's, Printers and Network Switches were supplied and installed. Marsh Mx email systems were also migrated to Office 365.

## Telephone System

Fibre broadband was installed by Touch Networks prior to the move. The existing telephone numbers were retained, and the migration was also managed by us. As part of the expansion new VoIP handsets were installed future proofing the business.

## IP CCTV

A 64 channel NVR was installed providing 30 days retention of recordings. Internal and External HD IP cameras were installed providing full coverage of premises and its perimeter. An ANPR camera was installed in the main car park. Viewing stations were supplied installed in the Directors offices.

## External Security

Both the front and rear yards were covered with dual-tech sensors and PTZ cameras. The system was linked to our partner Alarm Receiving Centre for 24x7x365 monitoring. The client also required remote access for viewing and audio challenges which was catered for by Touch Networks

# SOLUTION BENEFITS

## CCTV and External Security System

HD images across the site giving crystal clear images

ANPR technology to monitor vehicle movements

Versatile monitoring through directly connected devices or cloud access

IP solution, future proofing the security system

Scalability, room for expansion as the companies requirements continue to evolve.

100% coverage of the site with over 50 cameras

External detection, notifying owners and monitoring centre before any potential break in.

24x7x365 monitoring of the site perimeter for additional security

## Telephone System

VoIP handsets with full suite of features including:

Auto attendant, voicemail, remote working, bespoke professional front of house prompts, auto day/night switching with calendar, voicemail to email.

## Information Technology

To be completed



## SUMMARY

“We have worked with Marsh MX since our incorporation and regard them as friends as well as customers. To be involved in such an exciting project was a privilege, and to also be able to help steer them, with regard to the technology that would not only future proof them, but also create a more secure and efficient working environment was very rewarding for us. The project spanned months and was delivered in line and on time with Marsh MX’s project plan.

Neil Parry, Touch  
Networks