Winter Symposium 2019

HOWARD™
TECHNOLOGY SOLUTIONS
a Division of Howard Industries, Inc.

Welcome!

Sales 411

Thank You

All About Howard

Did You Know?

Sales 411

Thank You

All About Howard

Did You Know?

Howard HQ

Howard Industries' corporate office is nestled within the 504 acre Howard Technology Park in Ellisville, Mississippi, that houses Howard's executive offices, as well as the offices and production facility for Howard Technology Solutions.

Our Story

Our Divisions

Howard Technology Solutions

The Howard Story

In 1968, a young Billy W. Howard, Sr. left his successful career at General Electric to return to his native Mississippi and create his own company – Howard Industries.

Over the next four decades and with the assistance of his wife, Linda, Howard Industries has grown to become a billion dollar company consisting of four separate divisions and a wholly-owned subsidiary, Howard Transportation.

Our Divisions

HOWARD™ POWER SOLUTIONS

Howard Power Solutions is the nation's leading producer of distribution transformers. Howard Power Solutions also produces medium-power transformers, substation transformers, voltage regulators, junction enclosures, pad-mounted sectionalizing equipment, dry-type transformers, and OEM transformer components.

HOWARD TRANSPORTATION, INC.

Howard Transportation is a wholly-owned subsidiary of Howard Industries that operates a fleet of 200+ trucks that transport goods throughout the U.S. as a long-haul, flat-bed common carrier truck line and brokerage operation.

HOWARD™ LIGHTING PRODUCTS

Howard Lighting designs and manufactures safe, energy-efficient lighting products that minimize impact on the environment. We offer a full line of LED, fluorescent, and halogen lighting fixtures; electronic, magnetic fluorescent, and HID ballasts; and lamps for indoor/outdoor, residential and commercial applications.

Transformer Facilities

The Distribution Transformer Facility in Laurel, Mississippi is the largest transformer manufacturing facility in the world – over 2 million square feet. We are the #1 producer of oil-filled distribution transformers in the United States.

The Power Transformer facility in Ellisville is over 400,000 square feet and was custom designed for the production of medium power transformers.

Transportation Facility

Howard Transportation is located off I-59 in Ellisville, Mississippi. Howard Transportation also operates a drop-yard and recruiting office in North Carolina.

Lighting Facilities

Howard Lighting operates two facilities one in Sandersville and one in Mendenhall, Mississippi.

Technology Facilities

Howard Technology Solutions is housed within our Corporate Headquarters building, which is a 5-Story structure wrapped in two tones of blue glass and includes

- **60,000 sq. ft. of office space**
- **112,000 sq. ft. of manufacturing space for technology products**

Recent Expansion

Future Expansion

Recent Expansion at HTS

New Bays

Previous Production Facility Square Footage: 76,000
Expanded Production Facility Square Footage: 112,000

Future Expansions

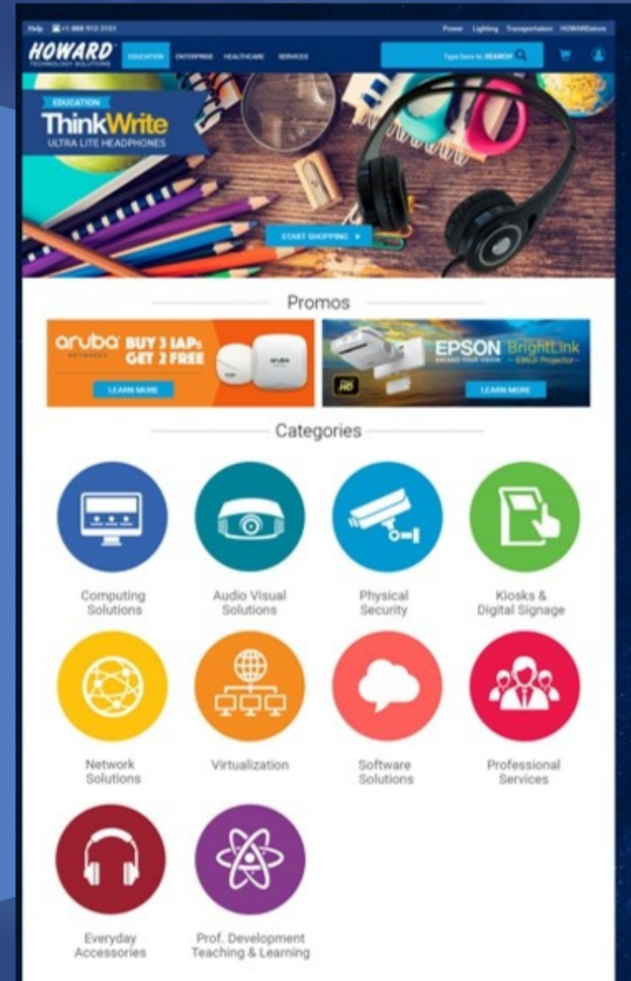Additional Office Buildings
- Tower I
- Tower II

THE ONE-STOP-SHOP

A | COMPUTING SOLUTIONS

B | AUDIO VISUAL SOLUTIONS

C | PHYSICAL SECURITY

D | KIOSKS & DIGITAL SIGNAGE

E | NETWORK INFRASTRUCTURE SOLUTIONS

F | VIRTUALIZATION

G | SOFTWARE

H | PROFESSIONAL SERVICES

I | E-COMMERCE & ACCESSORIES

J | PROFESSIONAL DEVELOPMENT | TEACHING & LEARNING

Choose from over 500,000 different products at our newly revamped website: wwww.howardcomputers.com

Sales 411

Thank You

All About Howard

Did You Know?

Your HTS Sales Teams

We have reorganized our HTS sales teams. Howard Education, Business, and Government are now under one structure. Howard Medical remains under a separate organizational structure.

HOWARDedu

HOWARD BUSINESS & GOVERNMENT

HOWARD med

Pro Services

HOWARDedu

Focuses solely on assisting K12 schools and higher education to create and maintain optimum learning environments.

Our Team

EDU Territories

Team Members

Josh Jefcoat

Southeast K12 Manager

Woody Rust

West/Northeast K12 Manager

Shana Neely

West/North Higher Education Manager

Rusty Thoms

Southeast Higher Education Manager

Erin Miller

K12 Inside Manager

Chris Lyman

Higher Education Inside Manager

Tania Keyes

Operations Manager

Sales Force
2019

- Named = Current
- Unnamed = Open

Sales Force 2021

2019
2020
2021

2021
- 1 K12 & HE Regional Manager- Inside & Outside
- 15-25 Sales Reps
  - 10-15 K12
  - 5-10 HE

HOWARD
BUSINESS & GOVERNMENT

Focuses on technology needs for federal, state, and local government: business and utility companies.
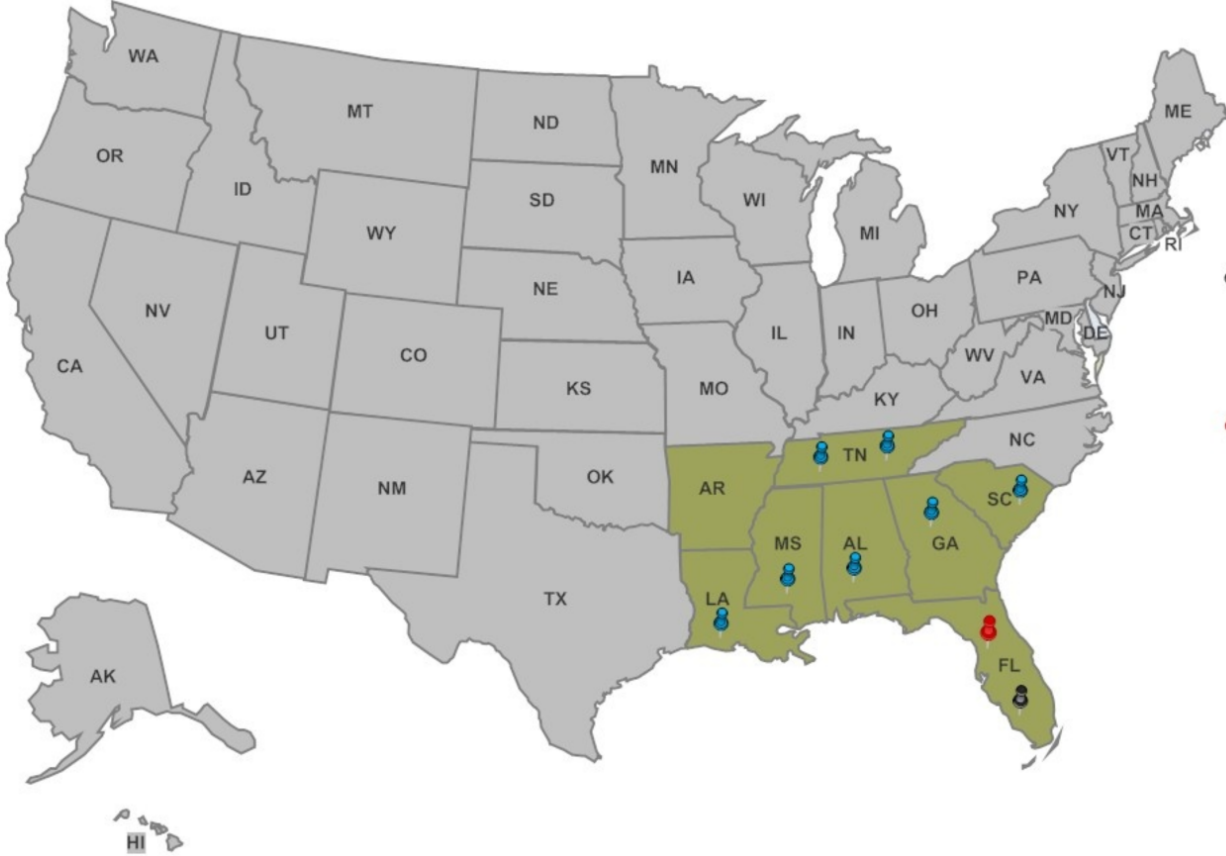
Team

Team

HOWARD
BUSINESS & GOVERNMENT

Team Members

Zach Wilcox

Operations
Manager

Kevin Whitford

Business/
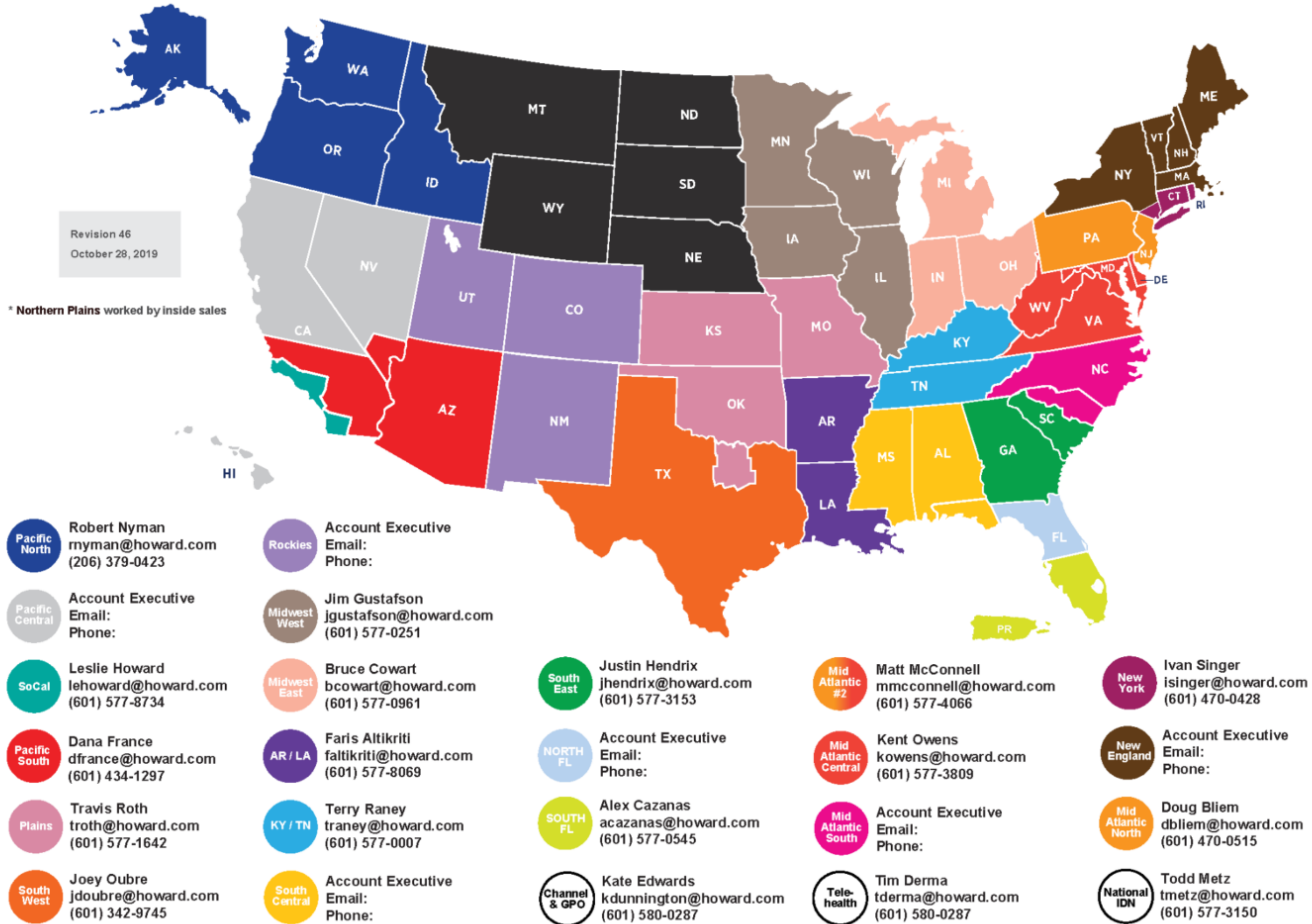Government
Inside Manager

Enterprise Outside Sales

HOWARD™med

Provides healthcare personnel with real-world solutions
so you can focus on what matters most - patients!

Our Team

Our Team
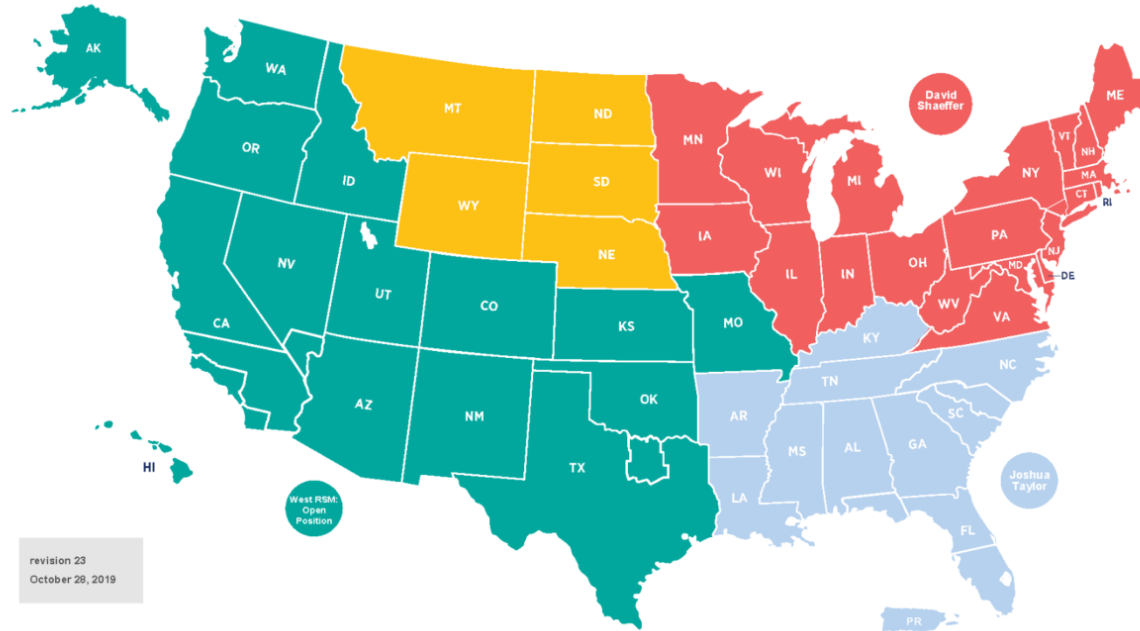
Our Team

HOWARD med
TECHNOLOGY SOLUTIONS

1-888-912-3151 // www.howardcomputers.com

Howard Medical
Account Executives

Revision 46
October 28, 2019

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Phone:

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(601) 580-0287

National IDN — Todd Metz
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(601) 577-3150

HOWARD med
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May 7, 2019

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Netherlands

Belgium

Luxembourg

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esmolin@howard.com
+1 (601) 580-7265

Professional Services Managers

Stephen Ledet

AV Manager

Matt Dyson

AV Pre
Sales Manager

German Rivera

Physical
Security
Manager

Mike Jennings

Network and
Professional
Services Manager

Davis Brock
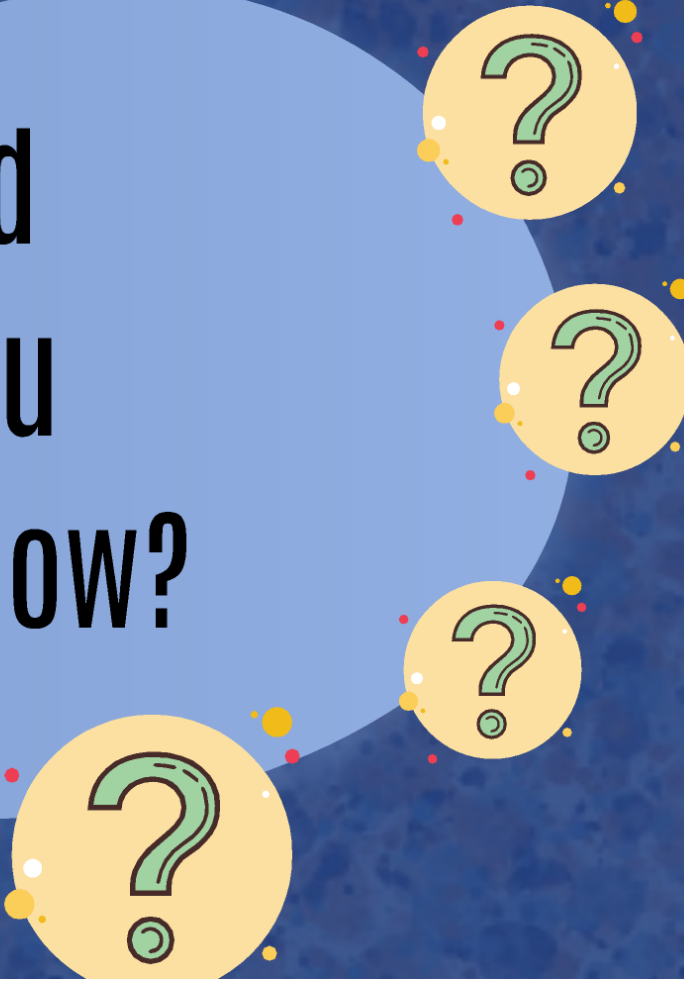
Professional
Development
Manager

Sales 411

Thank You

All About Howard

Did You Know?

Did
You
Know?

We are one of the largest privately held companies in Mississippi.

We manufacture our own line of desktops, notebooks, servers, medical carts, kiosks, gaming pcs, etc.

We have a 100% U.S. based Customer Service Department in this building.

We can manufacture products for other companies

We do business with 55 foreign countries.

We have a Professional Development Training Group.

We are an ISO certified manufacturing facility.

We have an e-commerce website.

We can set up a premier page for our customers on the site.

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Did You Know?

- We have Cyber Security experts, VDI experts, Physical Security and other experts in-house.

- We will be in over 200 territories in the next 5 years.

- We have solutions for any room in your facility.

We have an AV Group that has done projects from NJ to California (coast to coast)

AV Awards

AV NOTABLE AWARDS

- Clayton County Public Schools (GA) $20 Million
- Beaufort County School District (SC) $8 Million
- Arapahoe Community College (CO) $2 Million
- Colorado State University (CO) Mosaic Room $250K
- Calcasieu Parish School Board (LA) $905K
- West Memphis School District (AR) $665K
- Conway Public Schools (AR) $642K
- Bentonville Public Schools (AR) $633K
- White Hall School District (AR) $518K
- Caddo Parish School Board (LA) $400K

We do
Video Walls

Photos from the Room of the Future install at Colorado State University

We are licensed for selling/installing Physical security and AV in these locations

We are certified in the following

DID YOU KNOW? HOWARDedu is Certified.

Specialized knowledge of industry technologies and standards, proven capabilities, and a strong commitment to customer service enable Howardedu technicians to achieve and maintain high-level, technical certifications with our partners. **We hold certifications for the following brands/services:**

1Beyond
- 1Beyond StreamCam Certified Installer

Aerohive
- Aerohive Certified Wireless Professional (ACWP)

Allot
- Allot Certified Technical Engineer

AMX Harman
- AMX Harman Basic AXCESS Programming
- AMX Harman Certified Audio Associate
- AMX Harman Certified Control Associate
- AMX Harman NetLinx Programmer

Aruba
- Aruba Certified Design Engineer
- Aruba Certified Switch Administrator
- Aruba Certified Switch Professional
- Aruba Certified Wireless Administrator
- Aruba Certified Wireless Professional

Audinate
- Audinate Dante Level I
- Audinate Dante Level ii

Audio Enhancement
- Audio Enhancement Certification

Avixa
- InfoComm Certified Technology Specialist (CTS)
- Infocomm Certified Technology Specialist (CTS-I)
- Infocomm Design Prep Level 1 - Level 3

Axis
- Axis Certified Professional

BiAmp
- Nexia Certification
- Tesira Certification
- Audia Certification

Boxlight
- Boxlight Authorized Trainer

Bose
- Control Space Designer V5 Level 1

CWNP
(Certified Wireless Network Professional)
- CWNA

Cisco
- Cisco Certified Network Administrator – Route/Switch
- Cisco Certified Network Administrator – Wireless
- Cisco Certified Network Administrator – Security
- Cisco Certified Meraki Network Administrator

Citrix
- CSSP

ClearOne
- ClearOne Pro Audio Technical Specialist

Commscope Systimax
- Design and Engineering Specialist

CompTia
- Security+
- STRATA
- A+
- Network+

Crestron
- Crestron Advanced System Builder
- Crestron Certified and Master Programmer
- Crestron CTI-P101 Foundations of Programming
- Crestron D3
- Crestron Digital Media Certification DMC-D-4K
- Crestron Digital Media Certification DMC-E-4K
- Crestron Digital Media Certification DMC-T-4K
- Crestron Essentials and Configurations
- Crestron Integration and Maintenance
- Crestron Lighting Control Systems Programmer
- Crestron Master Programmer
- Crestron NVX
- Crestron SmartGraphics

Dell
- Unified Storage Certified

Digium
- Digium DSSE Certified

Extron
- Extron Audio Video Associate (EAVA)
- Extron Authorized Programmer
- Extron Configurable Control Systems
- Extron Control Professional
- Extron XTP-E Systems Engineer and Technician
- Extron Control Specialist

Fortinet
- Network Security Expert 4 (NSE 4)
- Network Security Expert 1 (NSE 1)

FrontRow
- Front Row Campus Certification

Google
- Google Apps for Education

HP
- Enterprise Server and Storage - HP2-D13
- Accredited Technology Professional

Listen Technologies
- DIS DCS 6000 Certification

Lutron
- Lutron Advanced Commercial Lighting Control Tech
- Lutron BURST Certified
- Lutron Caseta Wireless Certified
- Lutron RadioRA2 Level 2 Certified
- Lutron Sivoia QS Shade Certified

Kramer
- Certified Digitalist
- Control System Designer
- Control System Programmer

Microsoft
- Microsoft Certified Professional
- Microsoft Certified Project Management Associate
- Microsoft Certified Systems Administrator
- Microsoft Certified Technology Associate

Milestone
- Certified Integration Technician
- Certified Design Engineer

Nutanix
- NCSR

Palo Alto
- Palo Alto Accredited Configuration Engineer

Panduit
- Systems Designer

Physical Security Licenses
- Advanced Intrusion Systems (Level 2)
- Alabama AESB
- Arkansas Agency Rep Security Manager
- BICSI/RCDD
- Certified Alarm Technician (Level 1)
- Fire/Burglar Alarm System Agent (FASA/BASA)
- Georgia Low Voltage Alarm
- Mississippi Class B

Polycom
- Polycom Infrastructure Solutions
- Polycom Video Solutions Technical Training
- Polycom Real Presence Immersive
- Polycom Real Presence Platform
- Polycom Real Presence Environments

QSC
- Q-SYS Level 1 Technician

Riverbed
- Riverbed Technical Professional
- Riverbed Certified Wireless Technical Training

Ruckus
- Cloudpath
- SmartZone
- Unleashed
- ICX Implementer

Salto
- Salto Technical Training Level 1 & 2

Sophos
- Sophos Certified Engineer

SpiderCloud
- Certified Integration Technician

State Certifications
- Alabama General Contractor's License #48395
- Alabama Security License # 2017/18-1944
- Arkansas General Contractor's License #38781
- Florida General Contractor's License #Pending
- Georgia General Contractor's License #LVG105597
- Louisiana General Contractor's License #57836
- Louisiana Security License #F2222
- Mississippi General Contractor's License #19937-SC
- Mississippi Security License # 15028608
- Tennessee General Contractor's License #67207

Ubiquiti
- UACA
- UEWA

Unitrends
- UCA

Video Insight
- Video Insight Certified Dealer

VMware
- IVC
- VMware Certified Associate
- VMware Certified Professional
- VMware Technical Sales Professional

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• Cisco Certified Network Administrator – Wireless
• Cisco Certified Network Administrator – Security
• Cisco Certified Meraki Network Administrator

Citrix
• CSSP

ClearOne
• ClearOne Pro Audio Technical Specialist

Commscope Systimax
• Design and Engineering Specialist

CompTia
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• STRATA
• A+
• Network+

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• Crestron Lighting Control Systems Programmer
• Crestron Master Programmer
• Crestron NVX
• Crestron SmartGraphics

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Digium
• Digium DSSE Certified

Extron
• Extron Audio Video Associate (EAVA)
• Extron Authorized Programmer
• Extron Configurable Control Systems
• Extron Control Professional
• Extron XTP-E Systems Engineer and Technician
• Extron Control Specialist

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• Network Security Expert 4 (NSE 4)
• Network Security Expert 1 (NSE 1)

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• Front Row Campus Certification

Google
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Microsoft
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• Microsoft Certified Project Management Associate
• Microsoft Certified Systems Administrator
• Microsoft Certified Technology Associate

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• Certified Design Engineer

Nutanix
• NCSR

Palo Alto
• Palo Alto Accredited Configuration Engineer

Panduit
• Systems Designer

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• Alabama AESB

SHOP NOW howardedu.com | (888) 912-3151

You can shop by these National Contracts, plus we have state specific contracts.

- Buyboard
- NASPO
- NCPA
- TIPS TAPS
    - State Contracts
    - Healthcare GPO's

|Kiosks

We make Kiosks for Utility, QSR, Parking, Hospitality, Entertainment, and Retail

We offer indoor Kiosks
- table top
-free standing
-wall mount

Recently installed 63 telehealth kiosks in Florida schools located in the Panhandle counties still suffering after-effects from Hurricane Michael.

We offer outdoor kiosks
-walk up
-drive thru
-in the wall

MEET THE **HOWARD KIOSK FAMILY**

Did You Know?

We offer Patient Experience Solutions
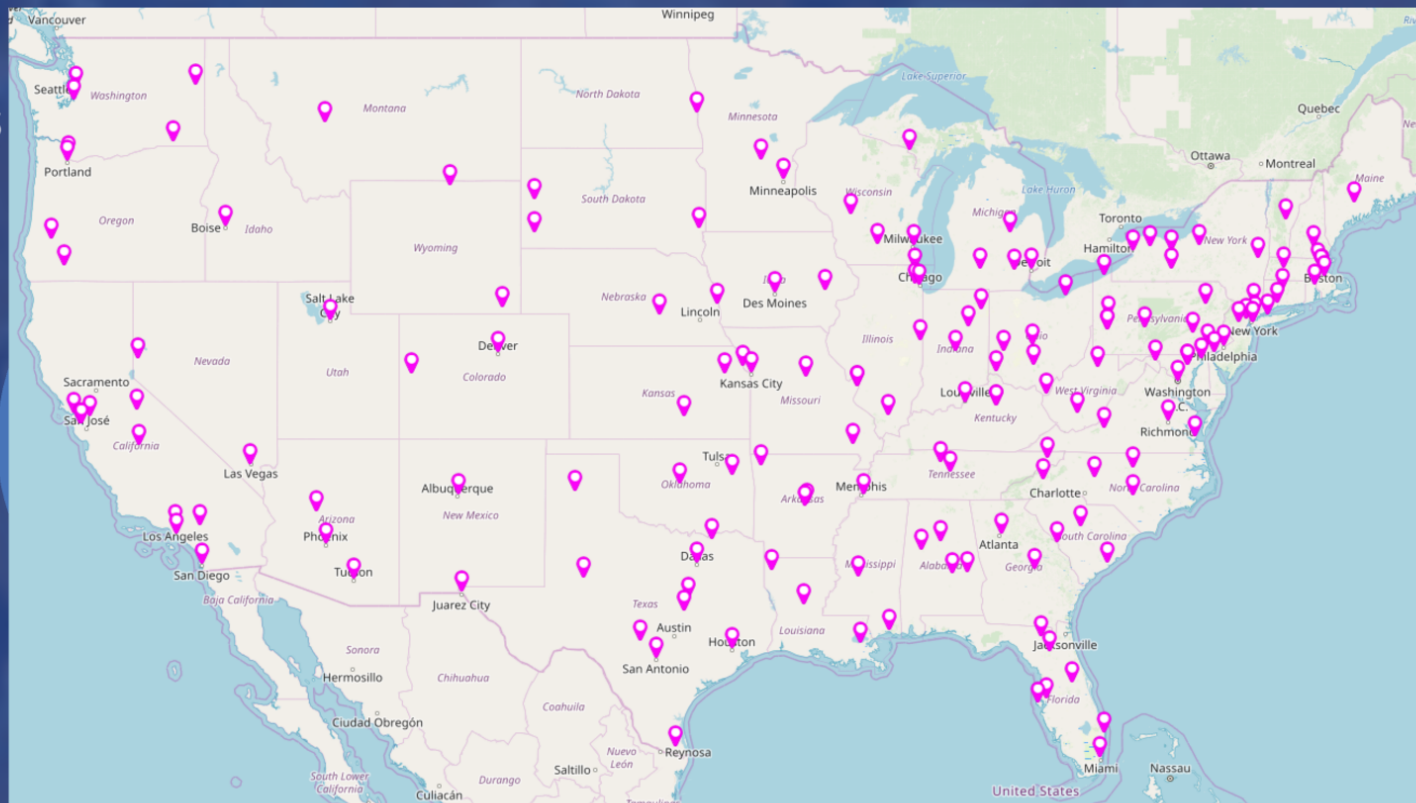
- Lighting
- Noise Pollution
- Media
- Communication

We offer a wide variety of teleheath solutions

- Carts
- Wall Mounted
- Kits
- Kiosks

Howard Medical has VA Customers in ALL 50 States!!

Sales 411

Thank You

All About Howard

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