

HOWARD TECHNOLOGY SOLUTIONS

UTILITY PRODUCTS | SERVICES

HOWARD™

POWER UTILITIES **ONE-STOP-SHOP**

Products & Services

A

HARDWARE & NETWORKING



Desktops, Laptops, Tablets, Servers, Routers & Switches, Cables, Physical Security

B

PROFESSIONAL SERVICES



Network Installation, Virtualization, Server Management, Software Development, Web Design

C

MOBILE OFFICE



Rugged Notebooks, Associated Hardware, Mounts, Software, Printers, Scanners, WiFi, Longhaul Wireless, Howard Eliminator

D

COMMUNICATION SOLUTIONS



Verizon, CradlePoint, Tacticomm, Merlin

E

INDUSTRY SPECIFIC SOFTWARE



Mapping Software, CRM, Accounting, Billing, Outage, Workflow

F

OPERATIONS, ENGINEERING & APPARATUS



Transformers, Substations, Fiber Cabling & Equipment

G

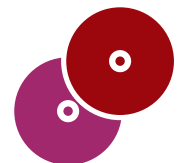
PARTNER SOLUTIONS



Online Billing Solutions, Online Usage Projections, Real Time Alerts to Text or Email

H

GENERAL SOFTWARE



Microsoft, Antivirus, Autodesk, Backup Software, Cloud, Mobile Device Management, Management



From the Howards...

Howard Technology Solutions, a division of Howard Industries, is committed to providing Municipal, Rural, and Coop Utilities with the technology and professional services necessary to help them meet this nation's power supply needs in the 21st century.

As a leading manufacturer and reseller of computer hardware and related equipment, Howard Technology Solutions offers over 250,000 brand-name technology products, from desktops, rugged notebooks, and specialized mobility solutions that can handle the most extreme environments to printers, software, and a powerful array of network security tools.

While technology can be complex, obtaining it doesn't have to be. Howard's one-stop-shop approach radically simplifies

procurement and installation—everything you need in one location and just a click away—and we make it affordable. The latest technology at the best prices available, that is what we mean by the Howard advantage.

We also believe in environmental responsibility. By incorporating energy-efficient production technologies that reduce the impact of our products on the environment, we are doing what we can to help preserve this amazing planet. We're investing in the future, and you can, too, with 21st Century solutions from Howard.

Billy and Linda Howard



Meeting the Challenge

21st Century technology: Making a difference in the utilities industry

Utility companies face a unique set of challenges, from effectively meeting the needs of an ever-expanding customer base and maintaining a competitive edge to complying with regulations and ensuring environmental responsibility. Howard Technology Solutions provides companies with the opportunity to utilize 21st Century technology to meet both current needs and future objectives. Whether you are implementing new systems to comply with changing regulation, increasing operational efficiency, or aiming to improve profitability, we have the technology you need to get the job done.



Hardware & Networking

Get connected and stay that way—simply, reliably, and affordably—with comprehensive networking solutions that include security management, storage and backup solutions, remote access capability, and disaster recovery; routine system maintenance and management, as well as complete IT outsourcing.



Professional Services

We customize IT services for you. From a few hours every week to days each month, our technology professionals can devise a plan that is just right for you, one that includes just the amount of support and specialized training that you choose.



Mobile Office

Semi-rugged laptops and portable printers can mobilize your office, giving you the freedom to work just about anywhere you want. You can access, gather, and manage data, and communicate in real time, anytime.



Communication Solutions

Our communications module combines all the essential elements for rapid deployment of a robust and reliable interoperable communications architecture, one that can effectively meet any and all of your organizations' communication needs.



Industry Specific Software

Through industry partnerships, we provide utility mapping solutions and outage management systems, as well as accounting and workflow management programs, all of which contribute to an organization that uses energy and resources efficiently.



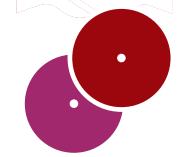
Operations, Engineering, & Equipment

Howard means power, from Single-phase and Three-phase Pad-mounted and Network transformers to Mobile Power Transformers specially designed for use with mobile power systems, we have what it takes to keep you up and running.



Partner Solutions

We provide industry specific solutions for your industry. Let us bring the experts to you, with the right answer to all your questions.



General Software

Howard offers a huge selection of software solutions, including applications for billing, information management and resource monitoring; data backup, networking, and security.

A

HARDWARE & NETWORKING



Desktops

Howard, Dell, Acer, Lenovo, HP, NComputing Multi-user Technologies

Laptops

Howard, Dell, Acer, Lenovo, HP, Fujitsu, Toshiba, DyKnow Management Software

Tablets

Howard, Panasonic, HP, Motion, Samsung

Servers

Howard, HP, Dell

Routers & Switches

Extreme, HP, Enterasys, Cisco

Cables

C2G, Tripp Lite

Physical Security

Axis, ACT i, Toshiba

Storage

Dot Hill, HP, EMC, Tegile

WiFi

Xirrus, Aerohive, Cisco, Enterasys

Productivity redefined.

Get more done with high-performance technology

Upgrade your office with computers and servers based on the latest technology, for a level of energy-efficient high-performance that enables you to handle huge workloads faster than ever before. You'll get more done in less time. Howard also has comprehensive networking solutions that include security management, storage and backup solutions, remote access capability, and disaster recovery.



HOWARD



Merit System

Howard H61N1

Simplicity, Reliability, and Affordability—All-in-One

Howard's new H61N1 all-in-one desktop computer is rich with compelling features that balance polish with performance—affordably. Its stylishly thin chassis, which fits easily into small spaces, is the perfect outside to the "Thin Mini-ITX" motherboard inside, with one-screw access to all components, radically simplifying maintenance and upgrades. The new Howard H61N1—intelligent performance and exceptional reliability at a great price. It's simply the best!

- Intel® Core i7, i5, & i3 processors
- Turbo Boost Technology
- HD Video Playback

Howard 2goPCT3

Top of the Class

- Low price point
- Dual Core N2600 processor



Howard IQ

Powerful and ultra compact

- Intel® Q577 Chipset
- Integrated Gigabit NIC



Howard IMS6008

High-end technology

- Low price point
- intelligent Intel® Xeon® 5500 series processor blade



Jag U12C

Semi-rugged, EPEAT® compliant

- 12.1" WXGA Touch Screen
- TFT LED backlit display
- Quickly converts into a Tablet PC



THE Howard Advantage

Take a look below to learn more about the 3 category systems for Howard branded products.



Logic

Value priced systems, ideal for browsing the internet, emailing, or creating word documents.



Merit

Affordable systems for playing games, multi-media playback, or everyday business applications.



Choice

Enough power for any workload; high-performance upgrades, enhanced security, and long-life cycles.



HP P2000 G3 MSA Array Systems

Flexible storage consolidation

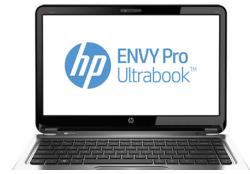
- Easily Managed
- Highly Affordable



HP Envy Pro Ultrabook

Up for anything

- Windows® 7 Pro 64
- Intel® Core™ i5-3317U



Samsung ATIV Smart PC 500T

Not just an ultra-thin tablet

- Lightweight Design
- A Full PC Experience



HP ElitePad

For business and beyond

- Under 1.5 lb so you can do business anywhere
- 10.1" multi-touch display



Acer Aspire S7

Convertible Touchscreen Ultrabook

- Intel Core i5-3317U 1.7GHz
- 4GB DDR3, 128GB SSD
- Intel HD Graphics 4000



Enterasys S-Series®

The premier family of switching and routing

- Terabit-class
- Modular Switch Family for Edge-to-Core and Data Center Deployments



Tripp Lite Cables

Over 90 years of excellence

- Power protection
- Power distribution
- Cables & connectivity



TOSHIBA

Toshiba DVSe/XVSe Series

Digital Video Recorders

- Full hybrid recording channels standard
- Supports H.264, MPEG compression codecs



TOSHIBA

Toshiba IK-WD04A

Varifocal Indoor Mini-Dome

- 720p HD video high res
- Wide dynamic range enables use in locations with difficult lighting conditions



WiFi Solutions

Wired and wireless unification, delivered.

Take calls anywhere, anytime—communicate with customers in real time and work more productively with reliable WiFi solutions

B

PROFESSIONAL SERVICES



Network Installation
Howard

Virtualization
VMware, Hyper V
& NComputing

Server Management
Howard

Software Development
Howard

Web Design
Howard

Custom IT services tailored to suit organizations of any size



Howard Technology Network Services has the resources to serve any size organization, ranging from small offices / home offices (SOHO) to enterprise-level corporations. Our network engineers are experienced in the latest network technologies and industry best practices to ensure you are provided with the most reliable and up-to-date products and solutions.

With Howard Technology Network Services, you will never receive a “one-size-fits-all” approach – all of our technologies and solutions are tailored to satisfy your individual business needs. Because we are an independent resource, you can be confident that you will receive honest and objective insight into industry-standard technologies and solutions, equipping you with the ability to find reliable and cost-effective solutions which best fit your networking needs – not a manufacturer’s.

Network Installation

- Assessment, Planning and Design
- LAN/WAN Solutions
- Wireless Solutions
- Network Convergence – VoIP, Video, Data
- Hardware Procurement
- Staging and Configuration
- Implementation/ Migration
- Maintenance

Virtualization

- Gain maximum benefits of physical appliances in the most effective way possible.
- Increase server utilization
 - Simplify management of OS and updates
 - Centralized control of all Server and Desktop OS
 - Increase security of data
 - Reduce Costs (Physical Appliances and Energy Bills)

Server Management

- Leave day-to-day server management to our team of certified professionals freeing you and your team always taking the back burner.
- 24 x 7 x 365 Proactive Management
 - Active Directory Design/ Migration/Maintenance
 - Microsoft Exchange Design/Migration/ Maintenance
 - SQL Design/Migration/ Maintenance
 - Automation and Monitoring

- **Discovery**
HTS will meet with you, the customer; to discuss what your technology needs are.
- **Planning**
This phase includes a set of recommendations as to how to position yourself in the current technology trends.
- **Implementation**
HTS team has years of experience in implementation of networks ranging from small business to enterprise levels.
- **Measurement**
We stay in constant contact with you for months after the implementation to ensure that the solid product built meets and exceeds all expectations.



| Software | Development | Web Design |
|--|--|--|
| <ul style="list-style-type: none">• Anti-Virus/Security• Backup/Recovery• Business Software• Developmental Software• Network• Office Applications | <p>From technical to strategic we will help a business move forward with their IT projects in an honest, insightful and objective approach.</p> <ul style="list-style-type: none">• Strategic Consultants• Project Support• Business Continuity• Disaster Recovery• Mentoring• Technical Consultants• Storage• Network and Communication• Virtualization• High Availability | <ul style="list-style-type: none">• Assessment, Planning, Design and Implementation• Graphic Design• Hosting• Maintenance |



MOBILE OFFICE



Rugged Notebooks

Panasonic, Howard

Associated Hardware

Howard

Mounts

Chief, Havis, Gamber
Johnson, RAM

Software

Microsoft, Adobe

Printers

Brother, OKI, HP

Scanners

Honeywell

Longhaul Wireless

Howard

Vehicle Tracking

Howard AVL

Radio Communications

Motorola, Kenwood,
Harris

Vehicle Solution

Howard Eliminator

Tough as it gets.

Technology that works where you work

From space saving all-in-ones to traditional towers and small form factors, today's desktops offer an incredible array of high performance features and energy-saving capabilities. *But maybe your office extends beyond four walls and out into the field.* Howard can mobilize your office with semi-rugged laptops and portable printers, giving you the freedom to work just about anywhere you want. You can access, gather, and manage data, and communicate in real time, anytime.



HOWARD™

Howard JAG HF1 Fully Rugged

True value and high performance

Engineered and tested to meet or exceed exacting military standards (MIL-STD-810G) for temperature extremes, humidity, vibration, shock, drops, and spills, the JAG HF1 is the ultimate mobile computing solution for any industry with high mobility requirements. It delivers amazing performance and maximum reliability in even the harshest environments. The JAG HF1 easily converts to a tablet PC; it includes a backlit, IP54-compliant keyboard for protection against dust, dirt, and sand, and has a 13.3" sunlight-readable screen that is viewable at any light level. This all-weather system is powered by Intel® Core™ 2 Duo processors and features high-speed wireless connectivity, integrated graphics, a webcam, DVD/Rewritable drive, smart card reader, and a fingerprint reader for added security. Tough job? Get it done with Howard's JAG HF1.



Choice Systems



Panasonic Toughpad FZ-G1

Thinnest and lightest Toughpad

The FZ-G1 is engineered to not only withstand the hard knocks of life on the road, it is built to operate flawlessly in every environment - from intense heat and sunlight, to pouring rain and freezing temperatures.



Howard AVL

Keep track of valuable cargo

Get speed alerts emailed to you; as well as special alerts that indicate a driver has crossed outside designated perimeters. Log into a secure website to pinpoint a vehicle's exact location; monitor speeds and stops along the way in real time.

Solutions for all your mounting needs.



Havis and Gamber Johnson Laptop Mounts

Industry-leading computer mounting devices that hold many makes and models of laptops securely in place in your vehicle.



RAM Mounts Tablet, Printer, GPS, Phone Mounts

RAM products have quickly become an essential mounting component for a wide variety of applications including rugged vehicle, industrial, military and defense, material handling as well as any application requiring a robust mounting solution.



Brother Portable Printers Space saver

Print anytime, anywhere, from a variety of devices, with Brother high-performance mobile printers. Enjoy the freedom of portable printers in compact sizes.



Longhaul Wireless Solutions Stay Connected

Increase productivity and improve security by ensuring your mobile data deployments and field workers stay connected. It's easy with reliable long haul, high-performing wireless solutions.



Radio Communications Improve Communication

Motorola Smart Grid Access and Backhaul solutions offer real, near-term benefits for utilities by providing data, voice and video connectivity to Grid.



Mobile Software Solutions Engage with information

Adobe delivers solutions that help you manage, mobilize, and measure the information needed to achieve your objectives. From content creation and management to more secure business workflows, Adobe is the one.




Howard Eliminator An All-In-One Mobile Solution

Eliminate technology clutter in your mobile workspace and make your job easier with the Eliminator, Howard's new solution for unifying and simplifying control of communication, information, and power management systems in patrol vehicles. Because it integrates easily with most equipment, Howard's Professional Services team can customize your system to include existing equipment and software or build it new. It's up to you.



D
COMMUNICATION SOLUTIONS



Verizon
CradlePoint
Tacticomm
Merlin

The most powerful Wi-Fi & 4G solutions in the industry

CradlePoint Partners With Verizon Wireless To Offer New Verizon 4G LTE Business Connectivity Solutions
3G/4G Mobile Broadband Routers and Solutions

Keep up with work or enjoy some downtime on the way from point A to point B. From folks on buses, trains and planes, to businesses that deliver services to customers on-site, people today want and need Internet access while they're on the move. With mobile Internet connections, commuters can work productively on the way to the office, service providers can save time by handling data input and billing on-site, and leisure travelers can enjoy sitting back and streaming entertainment anywhere.

Internet users today increasingly expect to be able to connect wherever they are, including on the way from one place to another, or when they're working where there is normally no connection.

- **Online on-site** – The need to connect multiple laptops and other devices on-site
- **Mobile office** – The need to prepare and print documents like invoices on the spot
- **Courtesy WiFi** – The desire to offer Internet access as a perk to passengers

CradlePoint router solutions go anywhere that people want Internet connections. They're low-cost, high-reliability solutions that are both easy to deploy and easy to manage.

Benefits: An easy, reliable way to take the Internet along

CradlePoint mobile technology makes it easy for companies to enable reliable Internet access for employees and customers.

- **Off-the-shelf simplicity** – CradlePoint offers an easy, all-in-one approach to setting up Internet access where wired or WiFi connections aren't available.
- **Multiple-network interoperability** – CradlePoint offers mobile networking that works with all the major 3G / 4G networks, as well as most of the secondary networks.



Howard Tacticomm
Interoperability

In the aftermath of a major disaster, whether natural or man-made, first responders must act quickly in establishing command presence, resource control, and communication interoperability. This capability is equally important for agencies tasked with maintaining public safety at large-scale events and organizations charged with a quick response to non-emergent incidents.



Howard Merlin
Modular Emergency Response & Logistics Instrument

Stay fully connected in any emergency situation and in any environment with the Howard MERLIN. It features industry-leading, missioncritical communications devices securely mounted inside a weatherproof, impact resistant, and fully transportable case—the strongest on the market.

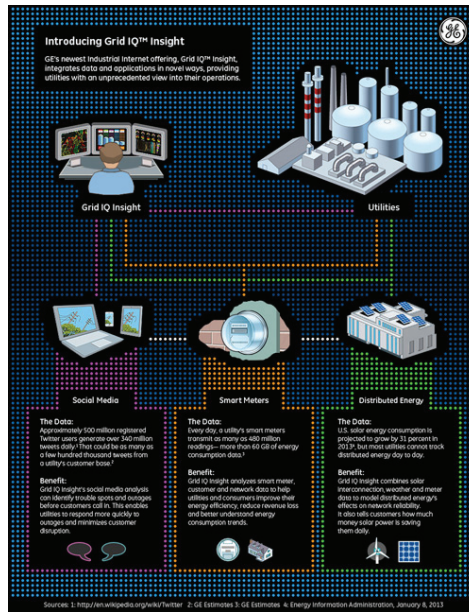
Increasing productivity, collaboration and communication

Choose the software that is right for you!

Through industry partnerships, we provide utility mapping solutions and outage management systems, as well as accounting and workflow management programs, all of which contribute to an organization that uses energy and resources efficiently.



Grid IQ™
Solutions as a Service



With any Smart Grid implementation, utilities face extremely large up-front and on-going expenses as well as the daunting task of planning, executing, and managing the entire project – all of which may expose the utility to an undue amount of integration risk and financial stress.

Grid IQ Solutions as a Service delivers subscription based hosted Smart Grid service "packages" designed to leverage GE's breadth, experience, and Smart Grid technology to shift integration, financial, and deployment risks away from the utility and provide a cost-effective Smart Grid solution.

E

INDUSTRY SPECIFIC SOFTWARE

Mapping Software
GE IQ Grid, Trimble

CRM
Sage

Accounting
Sage

Billing
Cusi

Outage
Futura

Workflow
Trimble



Trimble Software

Field and office solutions across your entire organization—from planning and permitting through generation, transmission, and distribution to outage management and improved customer service



Sage Software

Sage CRM Solutions give you the tools and insight you need to make an indelible impression on customers - with every sales, marketing, support, and service interaction.



Futura Systems

Industry-leading GIS software is designed to fit the needs of any size utility and improve efficiency not only in Operations and Planning, but also in Customer Service/ Billing and Accounting.



CONTINENTAL UTILITY SOLUTIONS, INC.

Continental Utility Solutions

Customized billing solutions can help reduce staff workload, increase company efficiency, maintain a clear audit trail, and provide customers with a more comprehensive level of service.

F

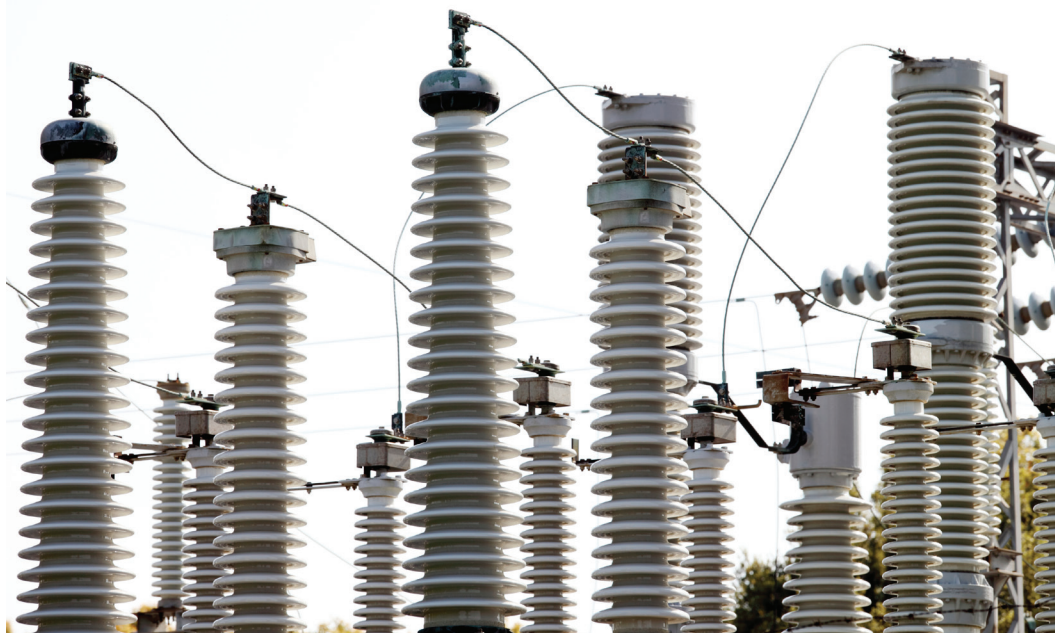
OPERATIONS, ENGINEERING & APPARATUS



Transformers
Howard

Substations
Howard

Fiber Cabling & Equipment
Howard, Fluke



Transforming the world with power

Howard has everything you need for maximum power!

HOWARD™

Network Transformer

Howard network transformers are designed and built according to the most exacting engineering standards to provide many years of outstanding performance and reliability in the most demanding utility network applications.

- Low-voltage ratings through 600 volts
- Vault and subway types

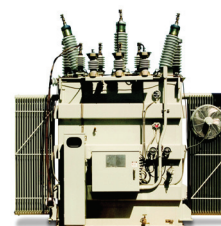


HOWARD™

Medium Power Substation

Howard medium power substation transformers are designed and built according to the most exacting engineering standards to provide many years of outstanding performance and reliability in the most demanding utility, industrial, and commercial applications.

- Capacities from 5 MVA through 60 MVA
- High-voltage ratings through 230 kV



FLUKE networks™



Why pay a 3rd party when you can **run your own fiber?**



Fluke Networks Certification & Testing

Fluke Networks offers best of breed solutions that span network deployment, network performance management and troubleshooting, as well as security and performance monitoring. Fluke Networks solutions are trusted by:

- Network professionals to help them deploy, manage and troubleshoot business critical networks
- Agencies, enterprises & carriers around the world
- By 98 of the Fortune 100 companies

OFFER: FREE Fiber Installation Certification Training

Partner Solutions

Howard has the solution for your industry

We provide industry specific solutions for your industry. Let us bring the experts to you, with the right answer to all your questions.



Online Usage Projections *Data Maintenance Services*

As data is stored in the applications, there becomes a need for ongoing data management to ensure optimal performance. CUSI has database administrators who assist clients with data extractions, data condensing, and data archiving.

Online Billing Solutions *CIS/Utility Billing Solutions*

CUSI has two CIS/Utility Billing solutions to address the challenges of both small and large utilities serving metered services of water, sewer, natural gas, power and waste management.



Real Time Alerts *RapidReach Hosted Services*

Our service solution, RapidReach ENS WEB, contacts people on your emergency call-lists with just a few mouse clicks.

RapidReach ENS WEB is available 24/7 from where ever you may find yourself - at work, on the road, at home... In the event of fires, production interruptions or network breakdowns, emergency response teams and experts can be called in quickly. You don't have to spend valuable time on manual dialing and searching.



PARTNER SOLUTIONS



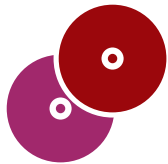
Online Usage Projections
Cusi.com

Online Billing Solutions
Cusi.com

Real Time Alerts to Text or Email
RapidReach.com

H

GENERAL SOFTWARE



Microsoft

WinServer 2012, Exchange 2013, SQL 2012, Office 2013

Antivirus

Kaspersky, Sophos, Trend, Symantec

Autodesk

AutoCad, Inventor, Electrical, AUD

Backup Software

Symantec, CA

Cloud

Microsoft Office 365, Hosted Mail, Storage VDI

Mobile Device Management

Kaspersky, Sophos, Airwatch

Adobe

Acrobat, Creative Suites 6

Management

DyKnow

Software Solutions for every business

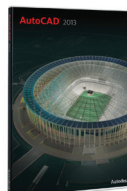
Choose the software that is right for you!

Howard offers a huge selection of software solutions, including applications for billing, information management and resource monitoring; data backup, networking, and security.



AutoCAD 2013

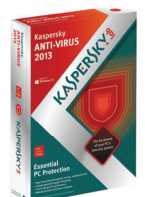
Design and shape the world around you with the powerful, connected design tools in Autodesk® AutoCAD® software.



Kaspersky Anti-virus

Real-Time Protection

- Protects against all viruses
- Detects new, emerging and unknown threats
- Identifies suspicious websites and phishing websites





eliminator
PATROL WITH CONTROL

We can use your vehicle to provide the solution!

- Safety
- Efficiency
- Comfort
- Cutting-edge



INTRODUCING THE HOWARD ELIMINATOR

www.howardcomputers.com



Eliminate technology clutter in your mobile workspace and make your job easier with the Eliminator, Howard's new solution for unifying and simplifying control of communication, information, and power management systems in vehicles.



Customized Business Solutions

Take a look—see what we can do for you!

When it comes to utility solutions, one size does not fit all and Howard knows that. Our bundled utility solutions are customized to fit a variety of needs and different budgets. From power and communications equipment, rugged laptops, and mobile printers to utility mapping solutions and outage management systems, as well as accounting and workflow management programs—Howard has everything you need to manage distribution networks and improve customer service. Just choose the solution that is right for you!

Physical Security

Howard Accessories

- Network Camera PTZ Outdoor Color
- Network Camera Dome Color
- Poe Switches
- Onsite DVR Units
- Onsite Storage Servers
- Outdoor Cameras

Network

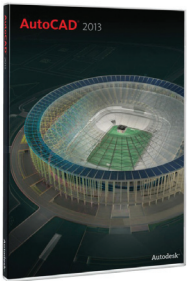
Howard Accessories

- Servers
- Switches
- Wireless Network
- Wireless A/P

Vehicle Solutions

Howard Accessories

- Mobile Computing
- Vehicle Specific Mounts
- Mobile Printing
- AVL Solutions
- Installation Services



WiFi – BYOD

Howard Accessories

- Indoor/Outdoor Antenna
- Wireless Controllers
- Wireless Management Software
- Threat Management Software

Boardroom Solution

Howard Accessories

- LCD Projectors
- Epson Wireless LAN Module
- Wide Format Screens
- Room Control Pads
- Large Format LCD Screens
- Audio/Visual Installations

Contact us

Call us today to learn more about our customizable utility solutions.

HOWARD™

888.912.3151