



















NEW CERTIFICATIONS

Axis Certified Professional

Milestone Certified Integration Technician

Milestone Certified Design Engineer

Certified Alarm Technician (Level 1)

Advanced Intrusion Systems (Level 2)

Fire/Burglar Alarm System Agent (FASA/BASA)

MS - Class B Security (Security State License)

AL – AESB Security (Security State License)

GA – Low Voltage - Alarm Security (Security State License)

AR – Agency Rep Security Manager (Security State License)

Aruba Certified Design Engineer

Citrix CSSP

Nutanix NCSR

Sophos Certified Engineer

Unitrends UCA

BICSI/RCDD (Registered Communications Distribution Designer)

Commscope Systimax (Design and Engineering)

Certified Alarm Technician (Level 1)

Panduit (Systems Designer)

Spider Cloud











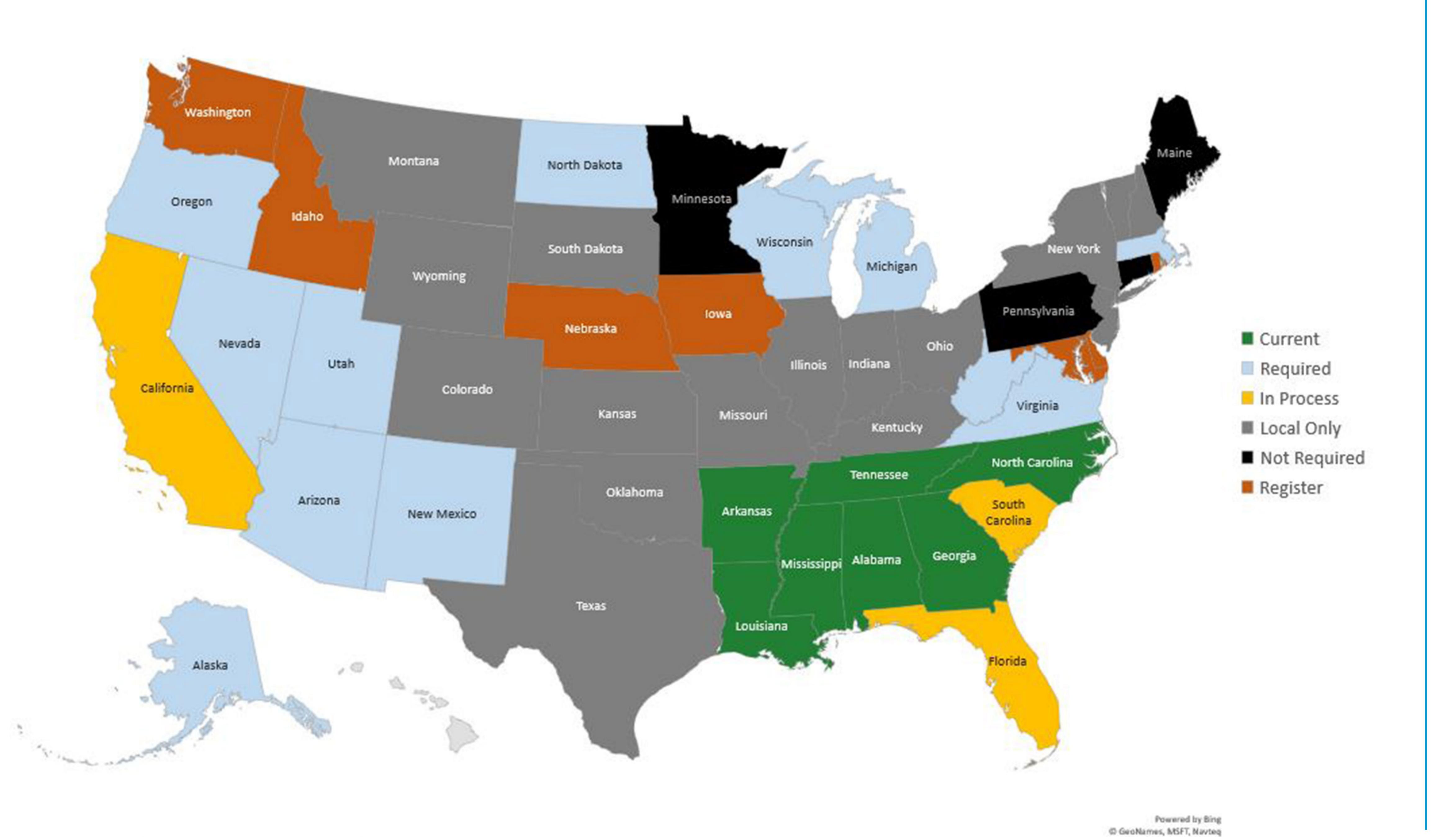








General Contractor License Status by State



LEGEND DEFINITIONS

CURRENT - a statewide license is required and we have one.

REQUIRED - a statewide license is required and we do not have one. LOCAL ONLY - no statewide license is required; local municipalities may require one; check local ordinances.

IN PROCESS - a statewide license is required and we are in the process of getting one.

NOT REQUIRED - no license is required either statewide or locally.

REGISTER - no license is required, but the company must be registered with the state.











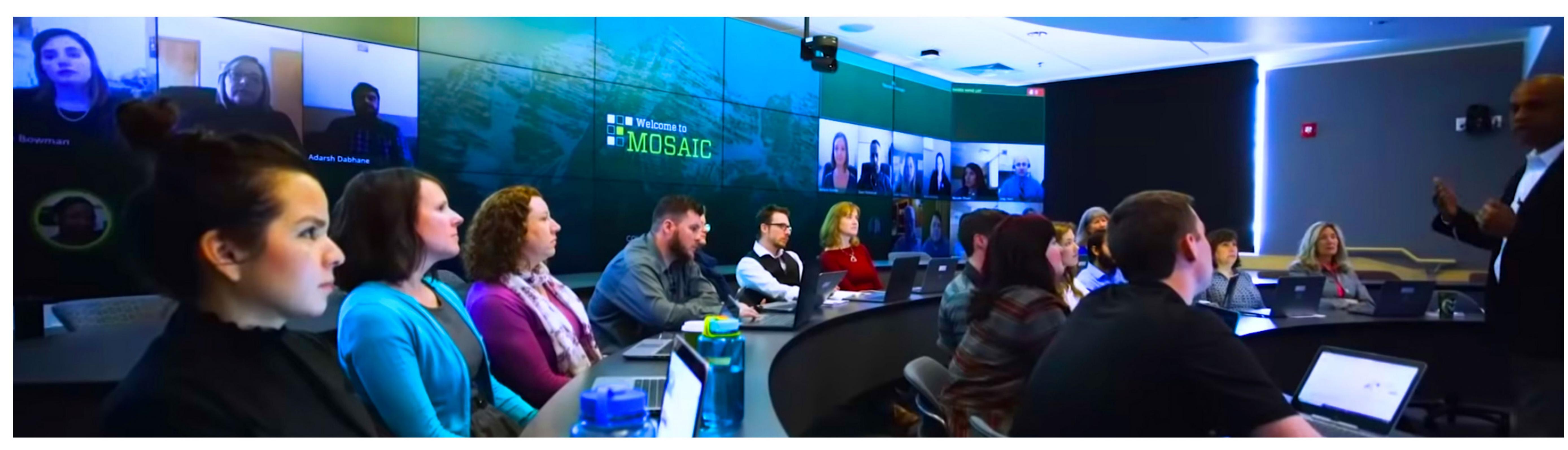


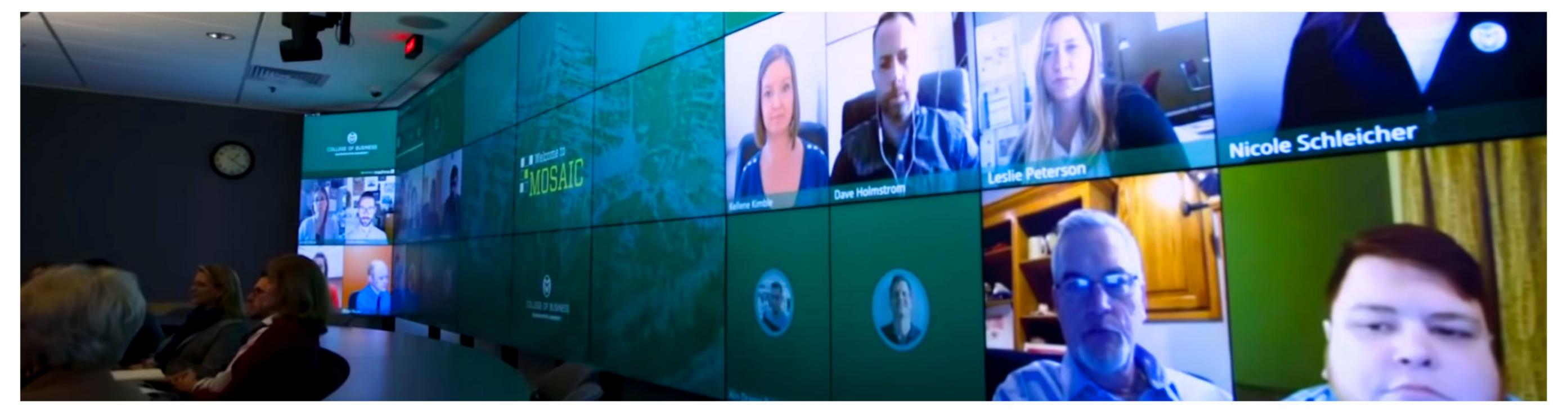














Nathan White

08/15/2016

GA K12

Michael Edwards

02/11/2019











N CA HIEDU

OPEN



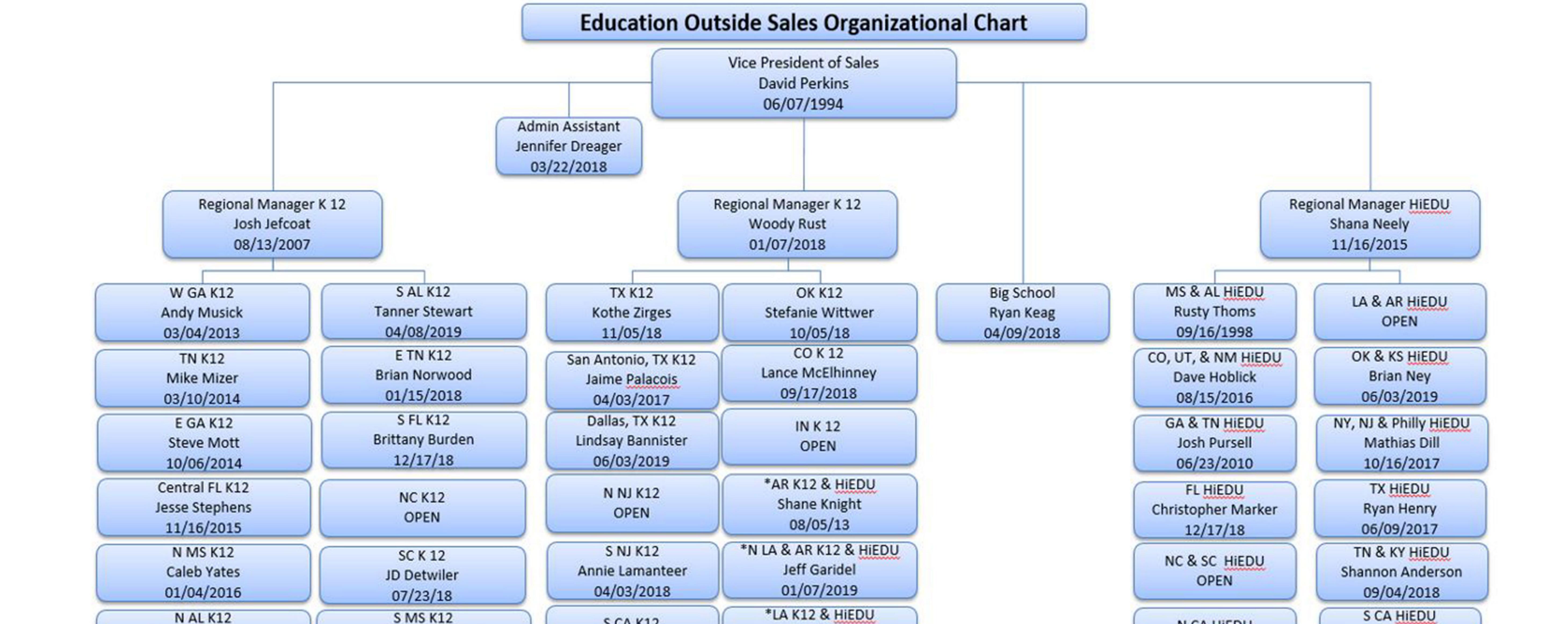


Joel Murillo

10/23/18







Ashley Tanner

10/23/09

Los Angeles, CA K12

Griffin Hermes

03/04/2019

Los Angeles, CA K12

Jamie Murdock

03/05/2019

S CA K12

OPEN

Houston, TX K12

Thomas Schmidt

02/11/2019

Los Angeles, CA K12

James Collis

02/25/2019

Jordan Migues

08/07/2014





















Higher Edu CUSTOMERS



















































































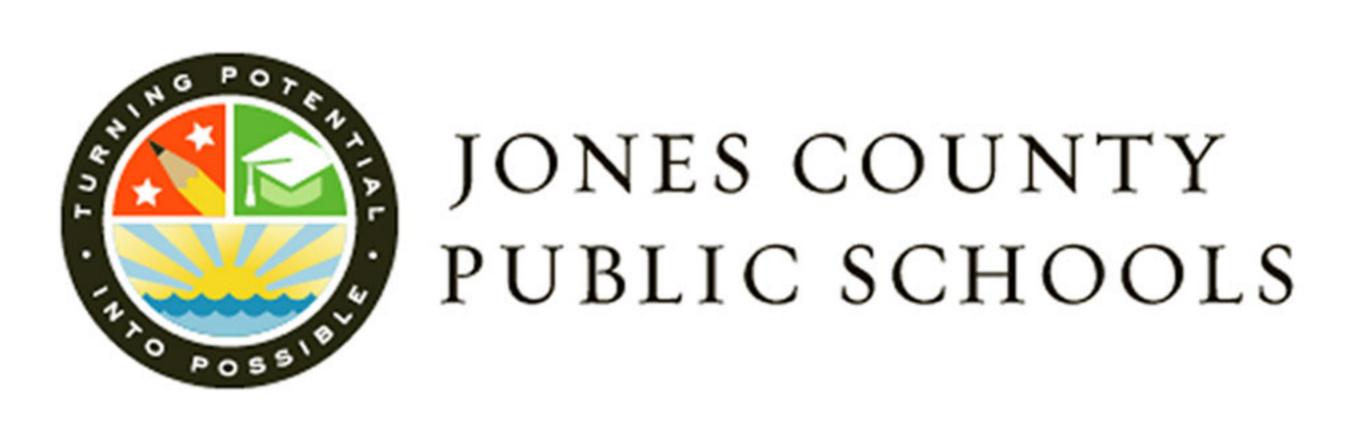


K-12 CUSTOMERS

































Webster Parish Schools























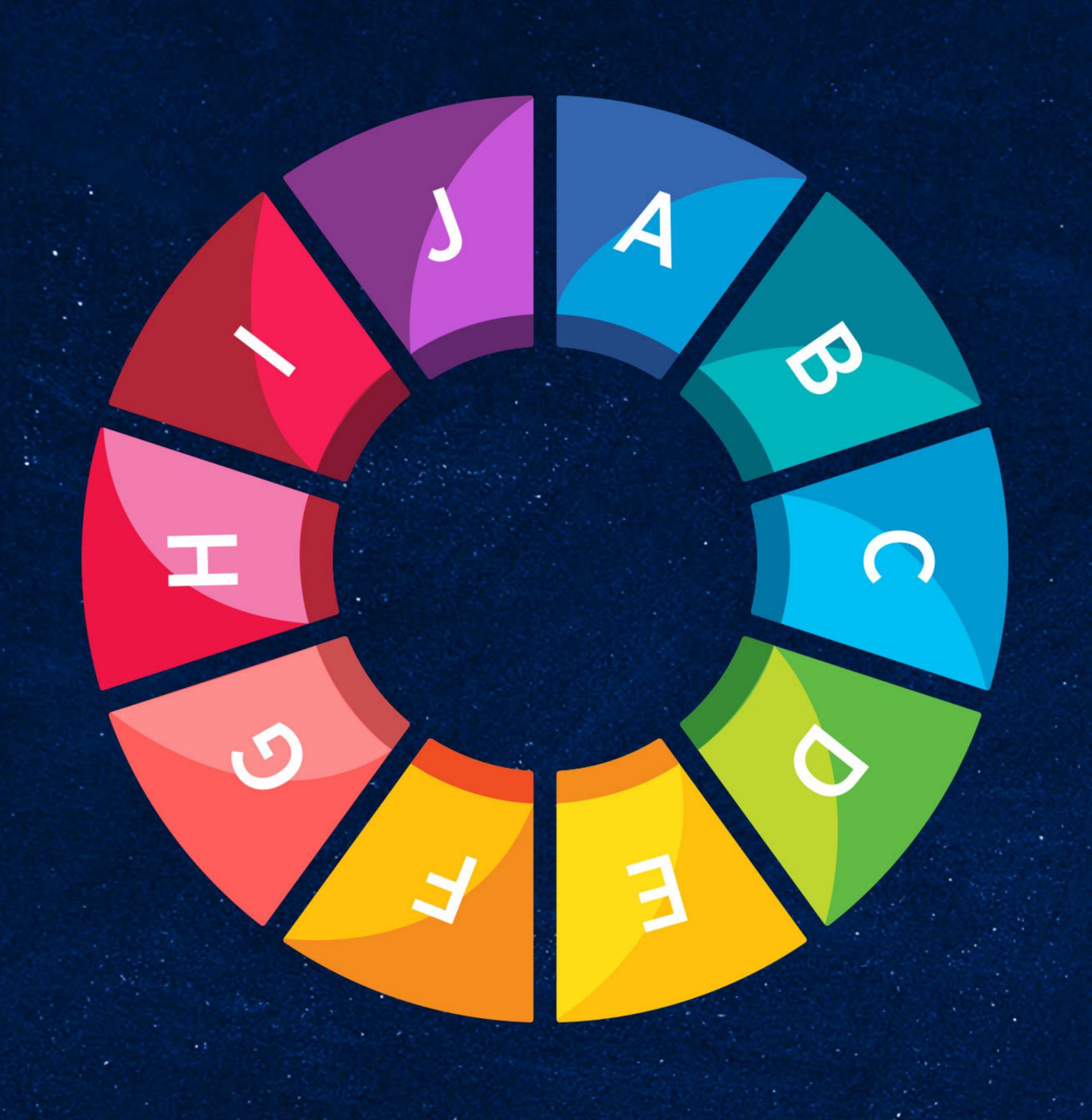












- A COMPUTING SOLUTIONS
- B | AUDIO VISUAL SOLUTIONS
- C PHYSICAL SECURITY
- D KIOSKS & DIGITAL SIGNAGE
- E NETWORK INFRASTRUCTURE SOLUTIONS
- G | SOFTWARE
- H | PROFESSIONAL SERVICES
- E-COMMERCE & ACCESSORIES
- J PROFESSIONAL DEVELOPMENT | TEACHING & LEARNING





















Managed Services CONTRACTS



















- Biloxi City Schools Biloxi, MS
- Jackson County Schools Jackson County, MS
- Smith County Schools Raleigh, MS
- Petal Schools Petal, MS
- New Albany Schools New Albany, MS
- Greene County Schools Leakesville, MS
- Natchitoches Parish School Board Natchitoches, LA
- Tensas Parish School Board St. Joseph, LA
- Leake County School District Carthage, MS
- Catahoula Parish School District Harrisonburg, LA









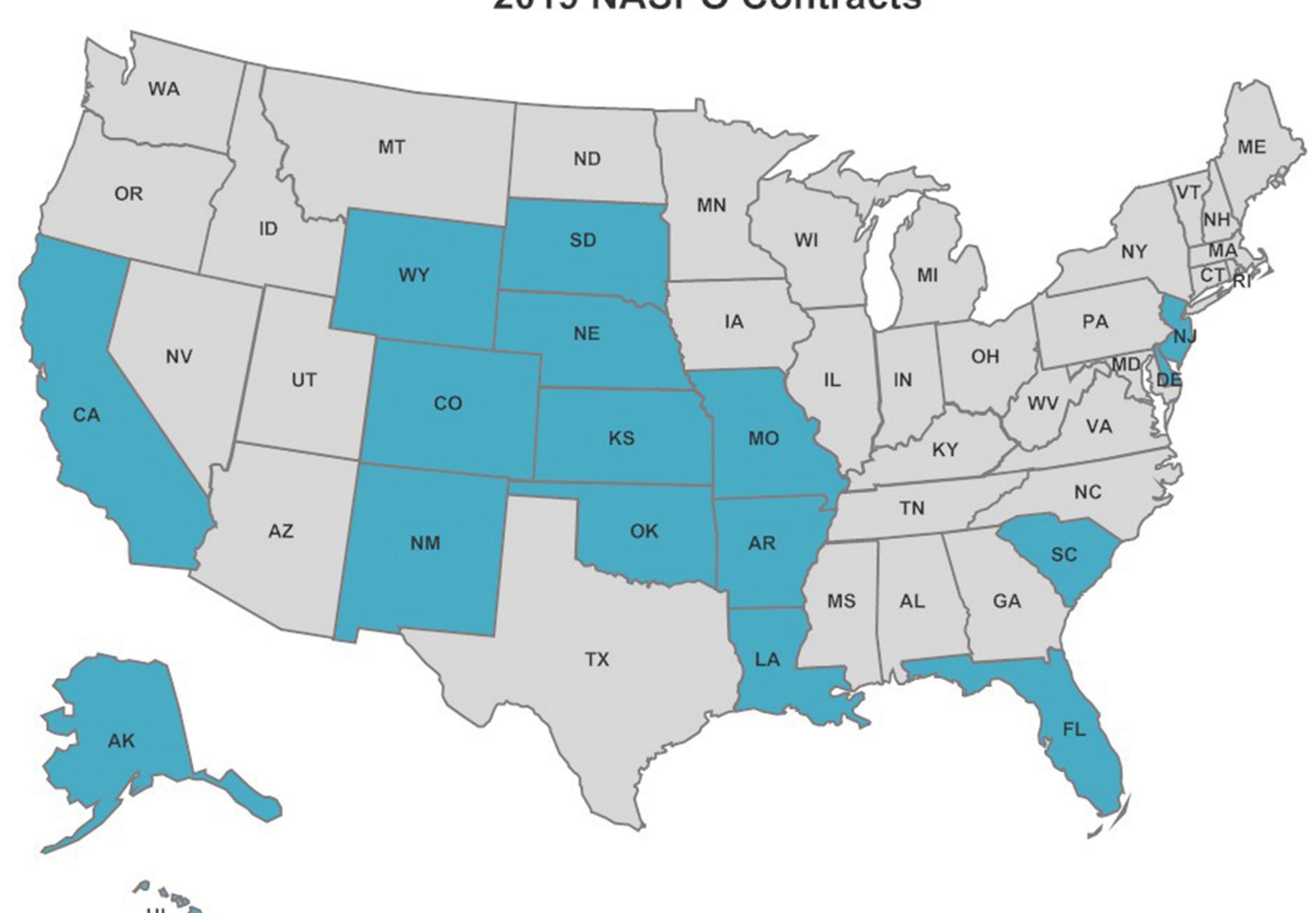




























2019 NCPA Contract Map



















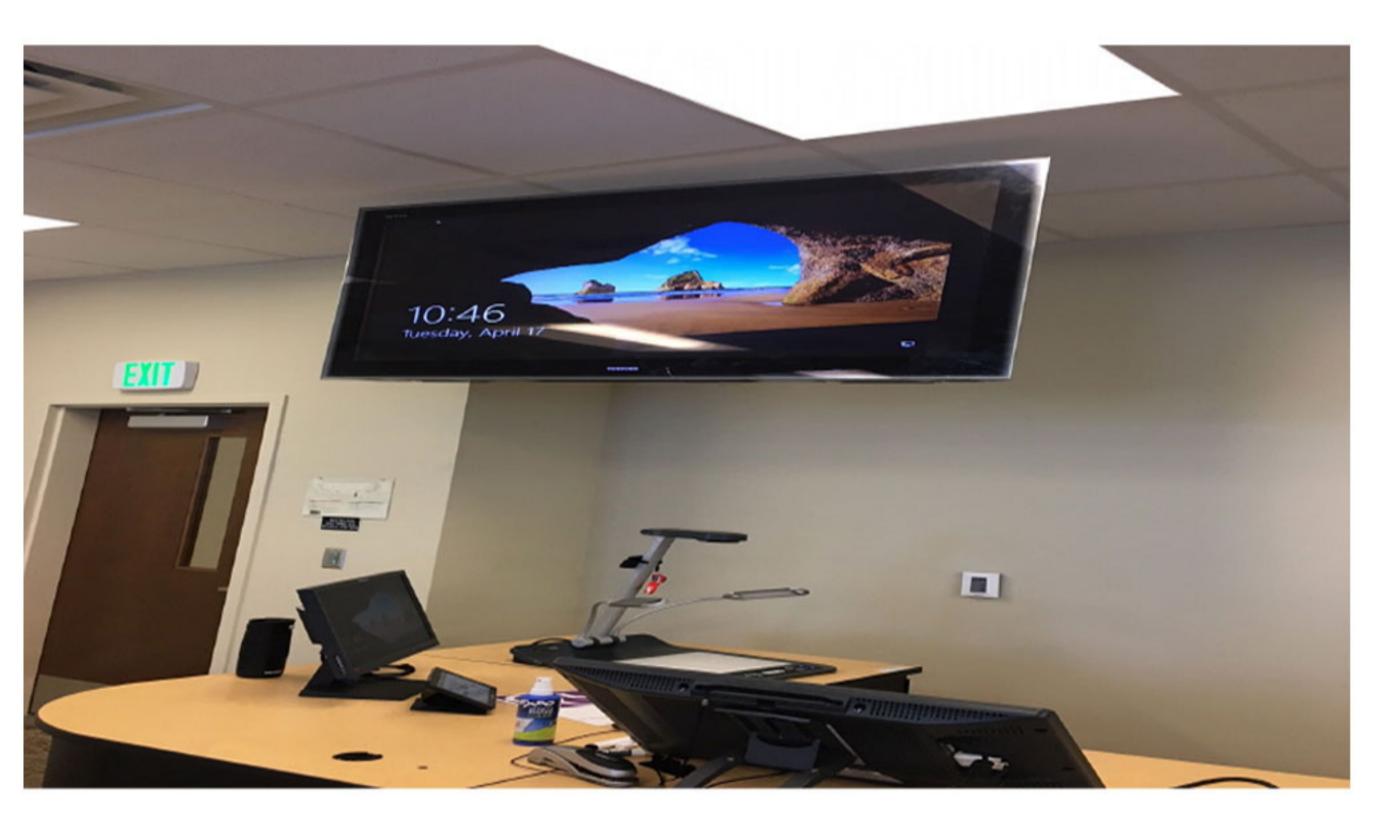


Pro Sevices and SQLUTTONS

- Audiovisual Services
- Networking/Wired & Wireless Services
- Virtualization Services
- Cloud Services
- VOIP
- Storage
- Managed Services
- Installation Services
- Design Services
- Onsite Technician & IT Outsourcins
- Programming Services
- Website Development & Management
- Cabling
- Support Services
- Training/Professional Services
- Physical Security & Video Surveillance
- Consulting
- Contractor's Licensing (per state)

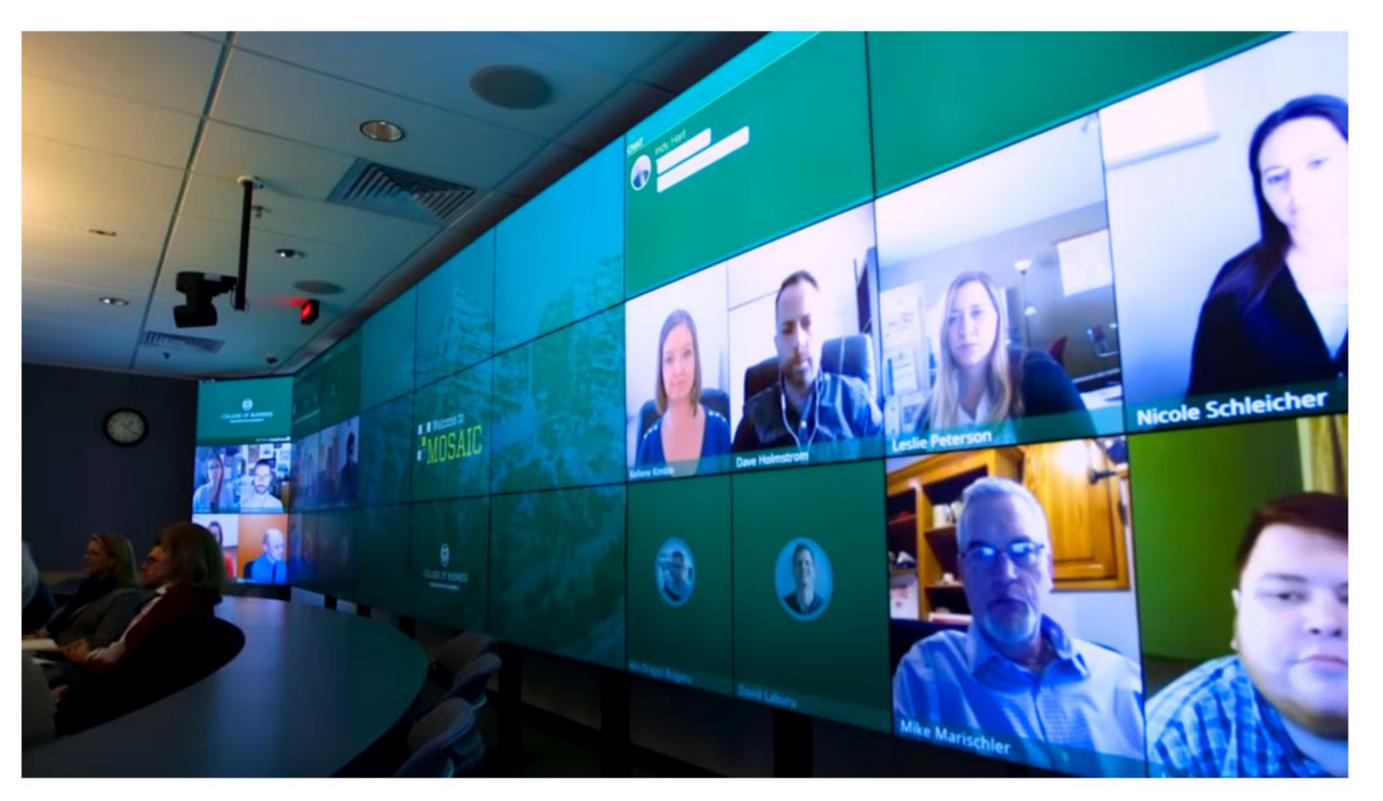
























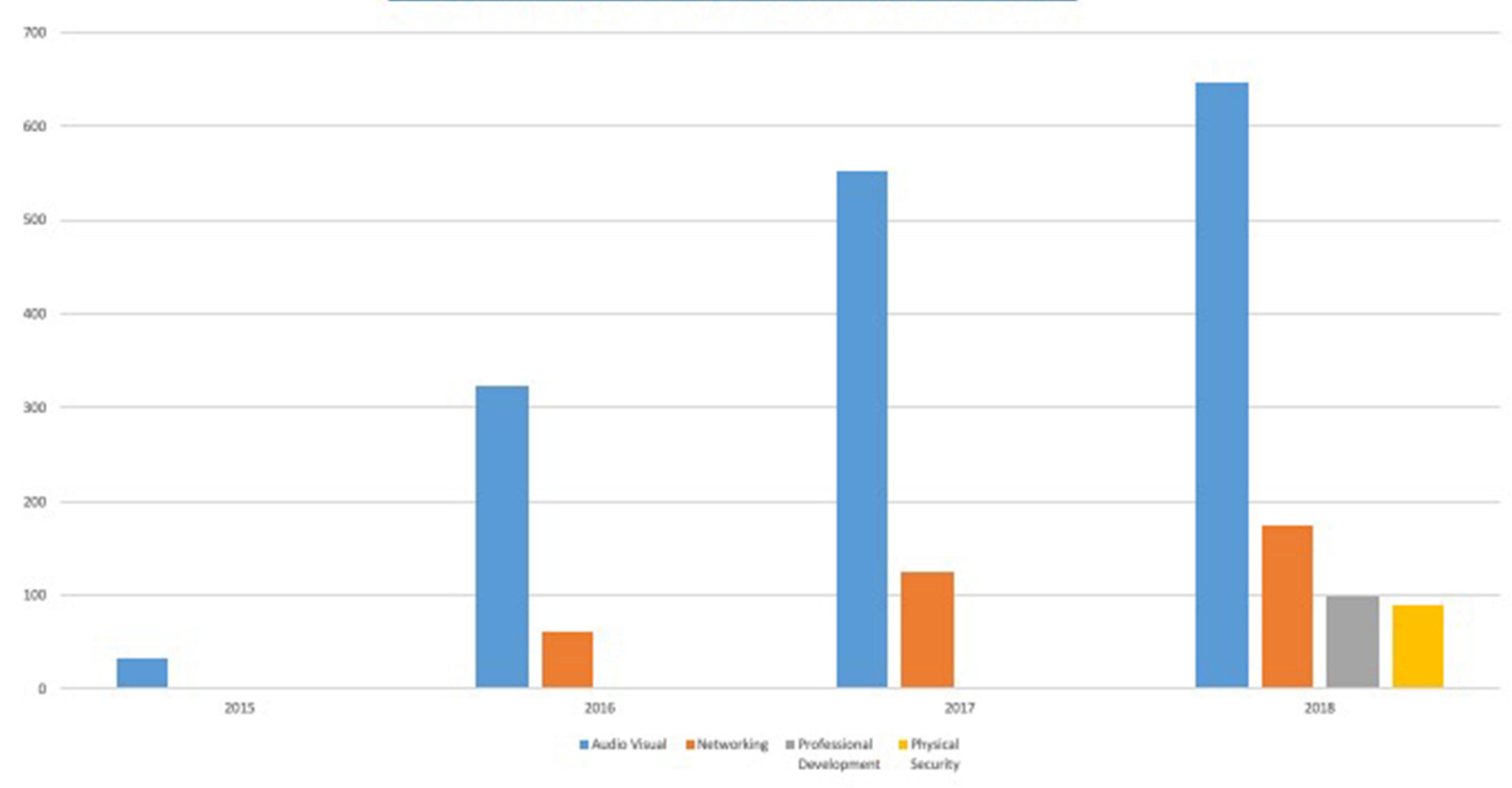








Professional Services Install Growth













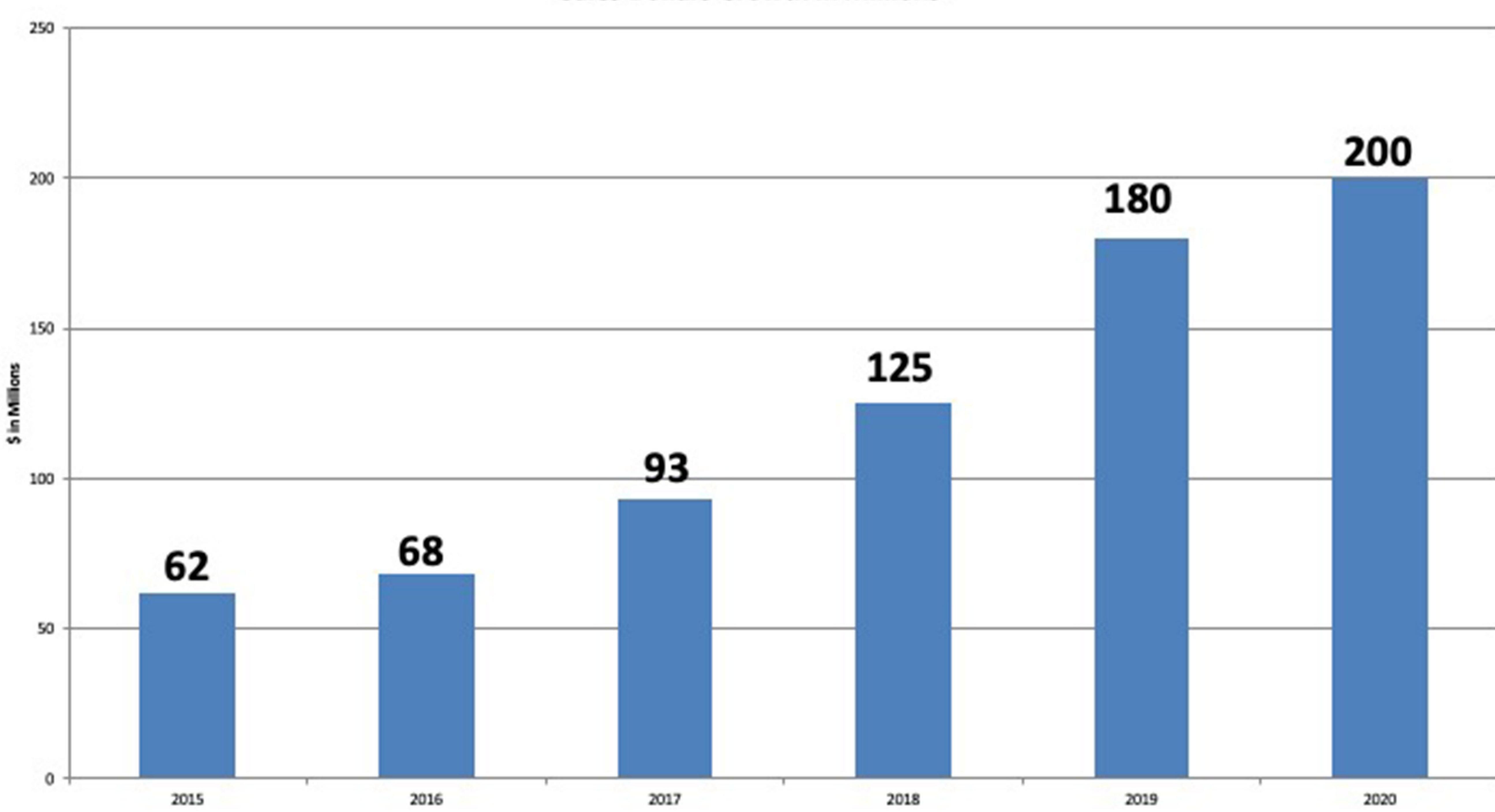








Sales Dollars Growth in Millions















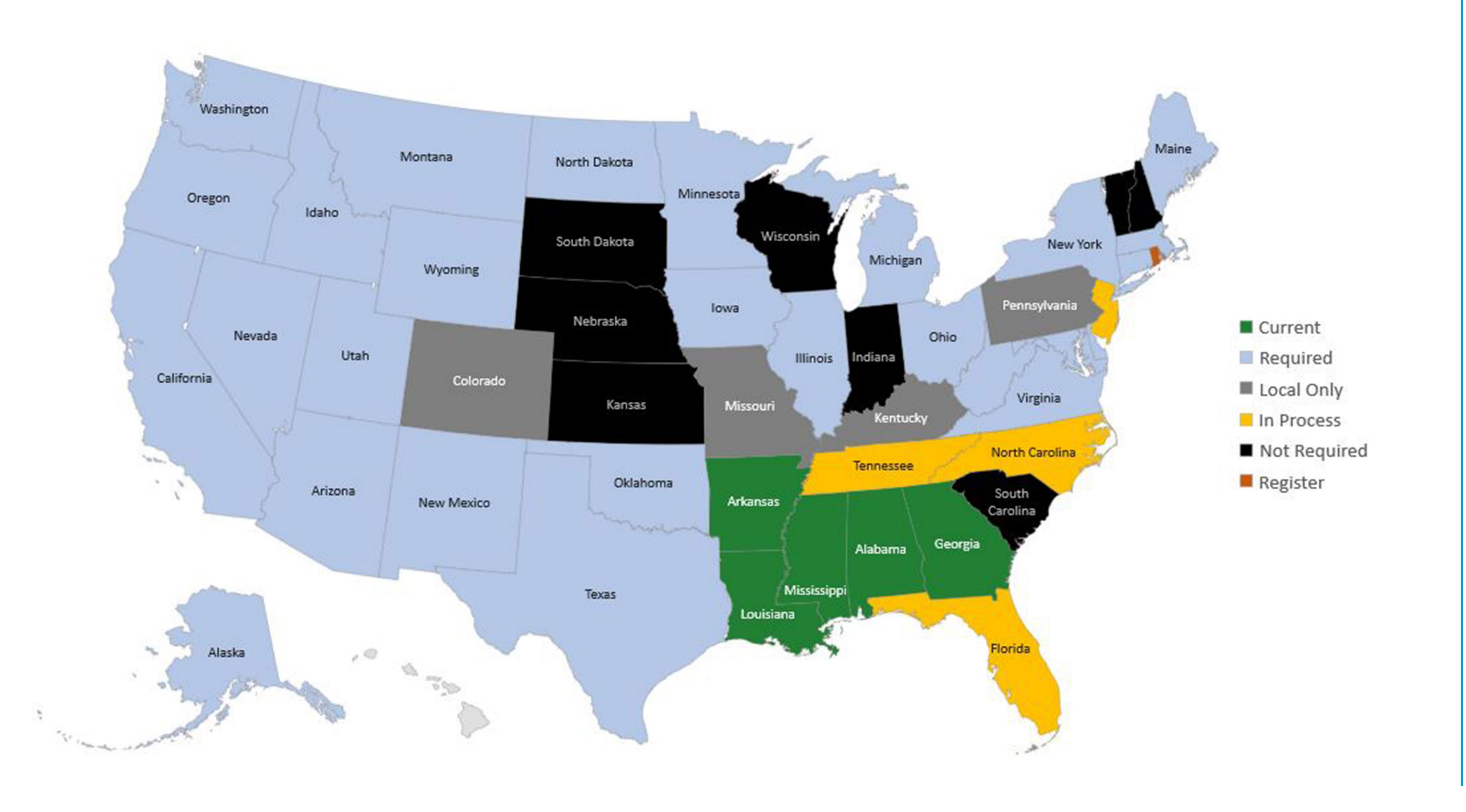








Security License Status by State



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NEW HIRES

- N LA K-12 Edu
- Central FL K-12 Edu
- FL Higher Edu
- K-12 Regional Manager
- Dallas, TX K-12 Edu

- Houston, TX K-12 Edu
- Physical Security Engineer
- GA K-12 Edu
- Los Angeles, CA K-12 Edu
- LA & AR Higher Edu

- S. AL K-12 Edu
- OK AV PreSales
- S. CA AV PreSales
- OK & KS Higher Edu

TO HIRE

- NC & SC Higher Edu
- N NJ K-12 Edu
- NC K-12 Edu
- N CA K-12 Edu

- N. CA Higher Edu
- Higher Edu Regional Manager
- Inside Opp Manager
- Cyber Security Engineer

- 11 Inside Sales Reps
- IN K-12 Edu



















EDU NOTABLE AVACOS

• (Clayton	County	Public	School	s (GA)
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- Beaufort County School District (SC)
- Arapahoe Community College (CO)
- Colorado State University (CO) Mosaic Room
- Calcasieu Parish School Board (LA)
- West Memphis School District (AR)
- Conway Public Schools (AR)
- Bentonville Public Schools (AR)
- White Hall School District (AR)
- Caddo Parish School Board (LA)

\$20 Million

\$8 Million

\$2 Million

\$250K

\$905K

\$665K

\$642K

\$633K

\$518K

\$400K











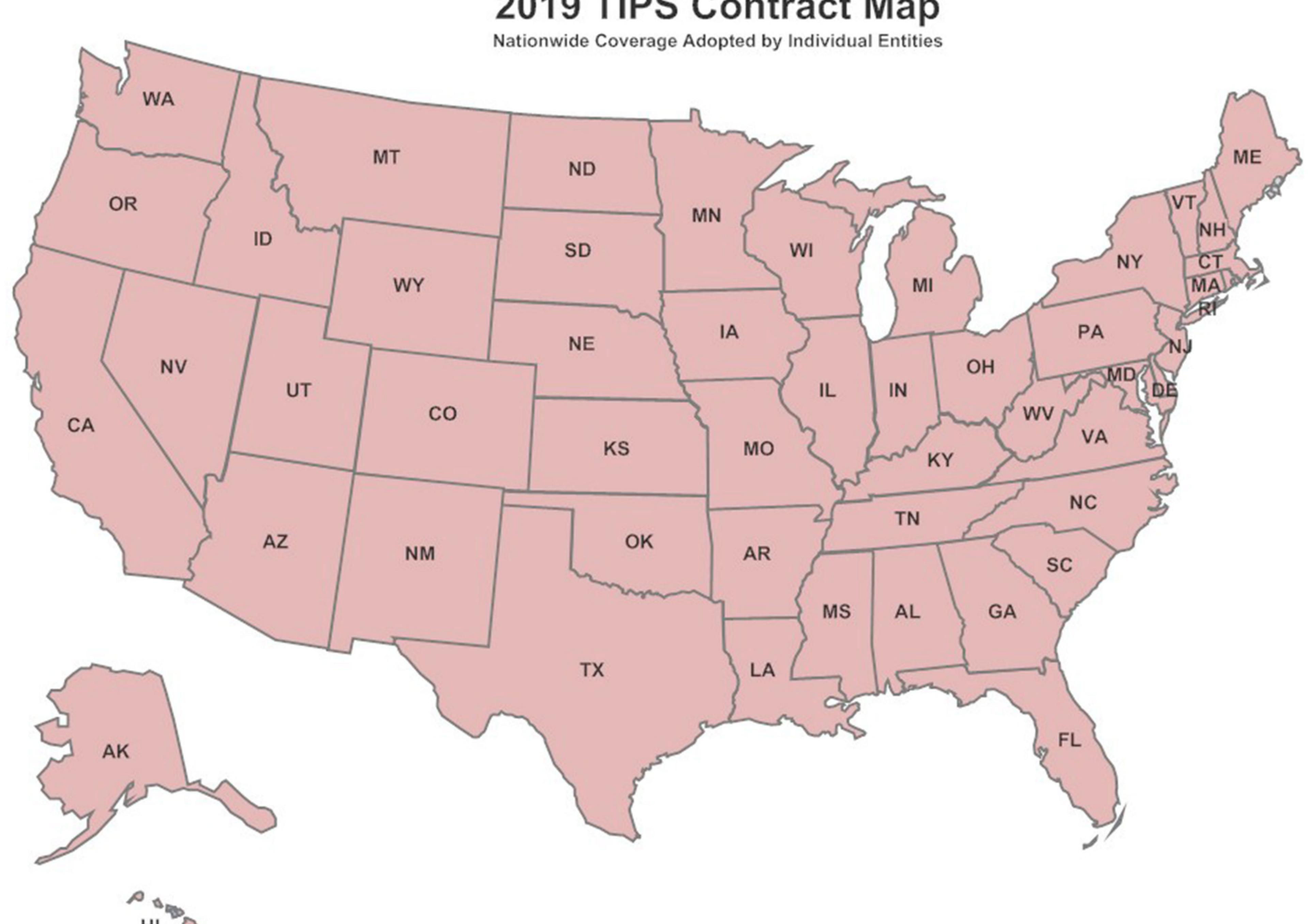








2019 TIPS Contract Map























- Outside Sales Team
- 2 Inside Sales Team (Call Center)
- **3 Operations Team (Customer Retention)**
- Professional Services (AV & Network Team)
- 5 E-Commerce
- 6 Professional Development
- Physical Security





















Who Do Wie Call Oil?

K-12 Edu Public & Private Customer Focus

- Superintendents
- Assistant Superintendents
 Curriculum Coordinators
- Tech Coordinators
- Network Administrators

- Instructional Technology
- Federal Programs Directors
- Operations Physical Security

- Technicians
- Purchasing
- CDWG Person
- Special Education Coordinators
 Career Technical Education (CTE)

Higher Edu 2Yr., 4Yr. Public & 4 Yr. Private Customer Focus

- CIOs
- Network Administrators
- Media/AV Managers
- Instructional Technicians

- Distance Learning Managers
- Purchasing
- VP of Finance/Administration
- Department Heads

- IT Personnel
- CDWG Person
- Operations Physical Security