





HI CORPORATE HISTORY

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 five 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.





HI THE FIRST HOWARD BUILDING



HI CORPORATE FACILITIES



Ellisville Transportation Facility

Sandersville Ballast Facility

Mendenhall HID Facility

Over 4,300 employees ٠

Largest employer for the • privately-held companies in the state of MS

HOWARDedu Powered by Howard Innovation



HI CORPORATE HEADQUARTERS

Our Corporate Headquarters, in Ellisville Mississippi, is a 5-Story structure wrapped in two tones of blue glass which includes:

- 60,000 ft² of office space
- 72,000 ft² manufacturing plant for technology products



RECENTLY COMPLETED EXPANSION



- Newly Expanded Production Facility
- Completed in September 2018
- New Total Production Facility Floor Space: 112,000 sq. ft.



OUR IMPACT ON MISSISSIPPI



- Howard has approximately 4000 employees.
- Across all verticals, we have 200+ sales teams.
- Our employees' annual payroll is over **\$135 million**.
- Between Howard Industries and our employees, we pay over \$50 million in taxes every year.
- We've invested over \$261 million in Mississippi and purchase approximately \$75 million of materials from Mississippi companies annually.
- According to the Mississippi Economic Authority, our total impact on our state is **\$460 million** each year.



PLANS FOR FUTURE GROWTH



Headquarters Expansion to include
additional Office Towers (I and II)



HI HOWARD TRANSFORMER PLANT



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- Located in Laurel, Mississippi
- 2,500,000 sq. ft.
- Equivalent to over 1,0002,500 sq. ft. homes
- Largest single transformer manufacturing facility in the world – over 2 million ft²
- Transformer division is the #1 producer of oil-filled distribution transformers in the United States.



HI HOWARD SUBSTATION PLANT

Ellisville, Mississippi



HI HOWARD POWER SOLUTIONS



- Distribution Transformers
- Small Power Transformers
- Medium Power Transformers
- Voltage Regulators
- Transformer Components
- Metal Enclosures





HOWARD TRANSPORTATION PLANT

Ellisville, Mississippi



HOWARD TRANSPORTATION



- 200 Trucks
- GPS Tracking
- Nationwide Cargo Brokerage Operation
- Terminal and Headquarters in Ellisville, MS
- 200 Employees





HI HOWARD LIGHTING PLANT

Sandersville, Mississippi



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HI HOWARD LIGHTING PLANT

Mendenhall, Mississippi



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HI HOWARD LIGHTING PRODUCTS



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- Area Lights
- Ballasts
- Canopy Lights
- Flat Panels
- Flood Lights
- High Bay and Low Bay Lighting
- Lamps
- Lighting Strips
- Solar Lights
- Utility Lighting
- Wall Packs

HI CORPORATE DIVISIONS



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 is a whollyowned 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 offers lamps, ballasts, and fixtures, including linear fluorescent, compact fluorescent, high intensity discharge (HID), and halogen lamps as well as electronic and magnetic fluorescent, and magnetic HID ballasts. In addition, Howard Lighting also offers a wide array of HID fixtures.



HI CORPORATE DIVISIONS



Our corporate headquarters is also home to our technology division, Howard Technology Solutions. This division brings to market cutting-edge technology that includes audiovisual and instructional solutions, network security and storage solutions, as well as installation, consulting, and design services. From distance learning and interactive classroom products to point-of-care medical carts and specialized mobility solutions, we make great technology available, and we make it affordable.

- HOWARDedu
- HOWARDmed Technology Solutions
- HOWARD Enterprise
- HOWARD Interactive
- Howard Store



our vision + strategy HOWARDedu | We do IT

HOWARD PRODUCTS

Powered by HOWARD Innovation Howard-branded products are designed, assembled, and quality tested in the USA. Each one includes a top-rated warranty and free customer support for as long as you own it. Desktops • eSPORTS • Klosks • Lighting

Notebooks • Servers • Tablets • Workstations

🚍) A COMPUTING SOLUTIONS

1. ACCESSORIES: Belkin, C2G, CaseLogic, Kensington & Targus 2. ANTIVIRUS: AVG, BitDefender, Cylance, GoGuardian, Kaspersky Lab, MalwareBytes, McAfee, Palo Alto, Panda Security, Sophos, Symantec, Total Defense & Trend Micro

3. ASSET MANAGEMENT: Absolute, Asset Panda, Haves & Symantec 4. DESKTOPS: HOWARD, Acer, Dell, HP & Lenovo 5 MOBILE DEVICE MANAGEMENT: Airwatch, Ellewave, GoGuardian

Lightspeed Systems & Security 6. MOBILE PRESENTATION & CHARGING STATIONS: Anywhere Cart, Aver

Blackbox, Bretford, Copernicus, Datamation, Earthwalk, Ergotron, Kwikboost, LocknCharge, Luxor, MooreCo, PowerGistics & Spectrum 7. NOTEBOOKS & TABLETS: HOWARD, Acer, Asus, Dell, Fujitsu, HP, Lenovo, Microsoft, Samsung & Toshiba

8. PRINTERS (2D & 3D): 3D Systems, Brother, Craftunique, HP, Kyocera, Lexmark, Makerbot, OKI & Xerox 9. REFURBS: Charge Carts, Computers, Document Cameras, Monitors, Notebooks, Servers, Storage & Tablets

10. VR: Epson, HP, HTC Vive, Lenovo, Oculus Rift & Samsung

B | AUDIOVISUAL + INSTRUCTIONAL SOLUTIONS

1. AUDIO SOLUTIONS: AMX, Audio Enhancement, Crestron, Elmo, Extron, Lightspeed & Shure

2. BROADCASTING: Panasonic, Sony & TriCaster 3. CABLES: C2G. Comprehensive. Crestron, Liberty Cable, MonoPrice & West Penn

4. CONTROL SYSTEMS: AMX, Ationa, Crestron, Extron, FrontRow, Kramer & SP Controls

5. DOCUMENT CAMERAS: Aver, Boxlight, Elmo, Epson, HoverCam, & Lumens 6. FURNITURE: CEF, Middle Atlantic, MooreCo, Spectrum, VFI & Worthington 7. INTERACTIVE CLASSROOM SOLUTIONS: BenQ. Boxlight, Epson. Interactive Projectors, NEC, Qomo, Samsung & SMART

8. INTERACTIVE DISPLAYS: Aver. BenQ. Boxlight, Cleartouch, HoverCam. Newline, Promethean, Qomo, Ricoh, Sharp, Viewsonic & Wacom

9. INTERCOMS, BELLS & PAGING SYSTEMS: Atlas, Audio Enhancement, Extron. Harman & Valcom

10. LECTURE CAPTURE: Audio Enhancement, Crestron, Discover Video, Extron, Lumens & VBrick 11. MIXERS & MICROPHONES: AKG, Allen & Heath, Shure & Soundcraft

12. MONITORS & DISPLAYS: LG. NEC. Panasonic, Planar, Samsung, Sharp, Sony & Viewsonic

13. MOUNTS: Chief, Peerless & Premier Mounts 14. PROJECTORS: BenQ. Boxlight, Casio, Christie, Epson, Hitachi, Infocus,

NEC. Panasonic, Sony & Viewsonic 15. PROJECTOR SCREENS: Da-Lite & Draper

16. SPEAKERS & AMPS: Audio Enhancement, Crestron, Crown, Danley, Extron, JBL, Lab Gruppen, Renkus-Heinz & Tannov

17. VIDEO CAMERAS: Audio Enhancement, Aver, Axis, Hitachi, Panasonic, Sonv & Vaddio

18. VIDEO CONFERENCING: Cisco, Crestron, Lifesize, MashMe, Polycom

& Zoom 19. WEBCASTING: Vivi

20. WIRELESS INTERACTIVE PADS: Elmo & Qomo

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) C | NETWORKING INFRASTRUCTURE SOLUTIONS

1. BACKUP & REPLICATION: Barracuda, CommVault, Cybernetics, Exagrid, HPE, Quest, Rubrik, Spectra Logic, Unitrends, Veeam, VMware & Zerto 2. BANDWIDTH MANAGEMENT SOLUTIONS: Allot & Radware 3. CONTENT FILTERING: Barracuda, ContentKeeper, ESET, FamilyZone, Fortinet, iBoss, Lightspeed Systems, Palo Alto & Securiv 4. CONTINUITY SOLUTIONS: CISCO

5. COOLING, LAN STORAGE & POWER PROTECTION PRODUCTS: APC, Cyberpower, Eaton, Orion, Schneider Electric, SurgeX & Tripp Lite 6. DISASTER RECOVERY PRODUCTS: HOWARD, Dell EMC, Veeam & VMware 7. EMAIL ARCHIVING SOLUTIONS: Arcmail & Barracuda 8. HYPERCONVERGED: Dell EMC, HPE, HVE, NetApp & Nutanix 9. NETWORK ACCESS CONTROL: Aruba, Extreme, Fortinet & Impulse 10. NETWORK INFRASTRUCTURE: Aruba, Broadcom, Cisco, Extreme, HPE & Ruckus

11. SECURITY SOLUTIONS: Aruba, Barracuda, BitDefender, Fortinet, Juniper, McAfee, Panda Security, Radware, Sophos & Symantee 12. SERVERS: HOWARD, Dell, Fujitsu, HPE, HVE, IBM & Lenovo 13. STORAGE: Buffalo, Dell EMC, HVE, Overland Tandberg & Western Digital 14. VOIP: Cisco, Digium, Fortinet, Mitel, Polycom, Vertical & Zultys 15. WIRELESS: Arista Networks, Aruba, Cisco, Cradlepoint, Extreme, Fortinet, HP, Meraki, NetGear, Riverbed, Ruckus & Ubiquiti

1. BACKUP & DATA RECOVERY: Barracuda, Nakivo, Unitrends, Veeam & Zerto 2 CLOUD: AWS Greencloud & Microsoft 3. DESKTOP VIRTUALIZATION: Citrix, HVE, NComputing & VMware 4. SERVER VIRTUALIZATION: Citrix, HVE, Microsoft, Overland Tandberg & VMware

5. SERVERS: HOWARD, Dell, HPE, HVE, Lenovo & Nutanix 6. SOFTWARE-DEFINED STORAGE: DataCore & VMware 7. STORAGE: Dell EMC, HPE, HVE, Lenovo, Overland Tandberg, QNAP & Synology

8. VDI: Citrix, Dell, HVE, Inuvika, LG, NComputing & VMware

1. ACCESS CONTROL: 3xLogic, ANVIZ, BFT Americas Inc., IDIS Global, IRISID, Kantech, OpenPath, Panasonic, Paxton, Proxess, Proxy, SafePass, Salto & TagMaster

2. ACTIVE SHOOTER: A.S.R.S., AMBERBOX, Athena Security, Crotega, Noice Industries & ZeroEyes 3. BEHAVIOR MANAGEMENT: IPVideo Corp 4. BODY PROTECTION: Bulletsafe 5. CLOUD: Brivo, OpenPath & ProdataKey 6. DISPLAYS: Avue Technologies, Bosch, LG, NEC, Panasonic, Planar, Samsung, Sharp, Sony & ViewSonic 7. EMERGENCY ALERT NOTIFICATION: Audio Enhancement, Lynx, SafeKard & Singlewire 8. ENCODERS: Axis & Panasonic 9 GUARD SERVICES FOUIPMENT: MRKT-IT

10. INTERCOMS: 2N, Alphone & Comelit HOWARD 12. MOBILE SECURITY: MRKT-IT

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13. MOUNTING & ACCESSORIES: Altronix, Axis, C2G, Moog & Panasonic 14. PERIMETER SECURITY: Boon Edam, Garrett & NightLock Lockdown 15. STORAGE: Avue Technologies, Axis, Cisco, CP Technologies, Exacq. IPConfigure, Lexmark, Milestone, Panasonic, Pivot-3, Piustek, Q-See, Seneca, SoleraTec, TRENDnet, Ubiquiti, ViewZ & Vivotek

16. SUPPORTING INFRASTRUCTURE: Altronix, Audio Enhancement. FluidMesh Networks & Ubiquiti 17. VIDEO MANAGEMENT SOFTWARE: Axis, Exacq, Milestone & Panasonic

18. VIDEO SURVEILLANCE: Audio Enhancement, Axis, Milestone, Panasonic & Verkada

19. VISITOR MANAGEMENT: AxxonSoft, IDSCAN, ILobby, SilverShield & Traction Guest

🔁) F | KIOSKS + DIGITAL SIGNAGE

1. CONTENT MANAGEMENT SOFTWARE: Discover Video, Hiperwall, Hypersign, ReveitV, Signage Live & Visix 2. DIGITAL OUTDOOR SIGNS & SCOREBOARDS: Daktronics & Optec 3. INDOOR KIOSKS: HOWARD 4. LARGE FORMAT DISPLAYS: LG, Panasonic, Planar, Samsung, Sharp, Sony & Viewsonic 5. MEDIA PLAYERS: BrightSign, Discover Video, Viewsonic & Vivitek 6. MOUNTS & MOUNTING BRACKETS: Chief, Peerless & Premier Mounts 7. OUTDOOR KIOSKS: HOWARD 8. THROUGH-THE-WALL KIOSKS: HOWARD 9. TABLETOP KIOSKS: HOWARD 10. TELEMEDICINE KIOSKS: HOWARD 11. WAYFINDING KIOSKS: HOWARD, 22Miles & Visix

G | SOFTWARE SOLUTIONS

1. FEATURED SOFTWARE: Hapara & Viper 2. ANTIVIRUS: AVG, BItDefender, Cylance, GoGuardian, Kaspersky Lab, MalwareBytes, McAfee, Palo Alto, Panda Security, Sophos, Symantec, Total Defense & Trend Micro 3. BACKUP, RECOVERY & UTILITY: Nakivo & Symantec 4. CHROMEBOOK-ENABLING SOFTWARE: Neverware 5. CONTENT CREATION: Avid 6. CREATIVITY, DESIGN & PAGE LAYOUT: Adobe 7. IT & NETWORK MANAGEMENT: Hayes Software & Velocloud 8. NETWORK SECURITY: Absolute Software, Bitdefender, Check Point, GoGuardian & Sonicwall 9 PRINT MANAGEMENT: PaperCut 10. PROGRAMMING & WEB DEVELOPMENT: Microsoft & Rubrik 11. VIRTUALIZATION & STORAGE: Citrix, DataCore, Veeam & VMware

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1. CONSULTING: Network Assessments, Outsourced Labor & Wireless Surveys 2. INSTALLATION & DESIGN SERVICES: Audiovisual & Computing. Cabling, Distance Learning & Video Conferencing, Network and Data Centers & Wireless Access 3. MANAGED SERVICES: E-Rate Eligibility, IT Outsourcing, Network Consulting & Onsite Technicians 4. PHYSICAL SECURITY & VIDEO SURVEILLANCE SERVICES: Aver, Axis, Cisco, Lumens, Milestone, Panasonic & Salto 5. PROFESSIONAL DEVELOPMENT/TRAINING: Curriculum Training, Instructional Technologies & 21st Century Classrooms- MobileMind 6. PROGRAMMING SERVICES: Control Systems & Video Conferencing 7. SUPPORT SERVICES: Asset Tagging, Custom Imaging, Etching, HTPP, OnCall, Technology Management & White Glove Services

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VERSION 0031

1. GAMING DESKTOPS: HAVOC^{PC}, Acer, Asus, Dell, HP & Lenovo 2. GAMING FURNITURE: Spectrum 3 GAMING HEADSETS: Corsain 4. GAMING KEYBOARDS: Corsair 5 GAMING LAPTOPS: HAVOCPS Acer Asus Dell HP & Lenovo 6. GAMING MICE: Corsair 7. GAMING MONITORS: Asus, HP, Lenovo & Viewsonic 8. GRAPHICS CARDS: Acer & Asus

🖹 🕻 L | E-COMMERCE (www.howardedu.com)

1. PREMIERE WEBSITE CUSTOMIZATION 2. SHOP BY APPROVED PRODUCTS PAGE (APP) 3 SHOP BY CONTRACT: BuyBoard, NASPO ValuePoint, NCPA & TIPS/TAPS 4. SHOP BY ROOM

OUTSIDE REP EMAIL PHONE INSIDE RE

1. BAGS & CASES: Belkin, Brenthaven, CaseLogic, Greensmart, Gumdrop, Higher Ground, Incase, MaxCases, Mobile Edge & Tucano 2. HARDWARE: Cameras & Camcorders, Ink, Keyboards, Mice & Pointing Devices, Monitors, Power Devices, Printers, Projectors, Scanners, Toner &

() I | EVERYDAY ACCESSORIES

Other Accessories 3. NETWORKING: Adapters, Bridges, Cables, Cards, Hubs, IP Telephony, Modems, Routers, Security Devices, Switches, Video Conferencing Products WAPs & Other Accessories

4. PRINTING CONSUMABLES: Brother. Canon. HP. Lexmark & PCL

🛞) J | PRO DEVELOPMENT | TEACHING + LEARNING

1. FUSION: FUSION Is HOWARDedu's Professional Learning Model that takes teaching, standards, content and pedagogy, and fuses it with technology to create new learning environments where students are engaged in daily instruction.

2. AUDIO ENHANCEMENT: Educators need tools they can use everyday to improve teaching and learning in the classroom. Our professional development will show teachers how to use Audio Enhancement tools to reach all students in the classroom.

3. CODING: Discover how to incorporate computer science into the core curriculum and teach the computational skills needed to engage students with coding, robots and STEM tools.

4. MOBILEMIND: MobileMind's differentiated and time-conscious virtual training builds capacity and helps drive adoption of technology usage. 5 STEMELISE: Discover the best STEM-based Curriculum software

K | eSPORTS SOLUTIONS

EMAIL

DHONE

THE ONE-STOP-SHOP



CATEGORIES



Computing Solutions

- Accessories
- Antivirus
- Asset Management
- Desktops
- MDM
- Mobile Presentation and Charging Stations
- Notebooks
- Printers (2D & 3D)
- Refurbs
- Tablets
- VR



Audiovisual Solutions

- Audio Solutions
- Broadcasting
- Cables
- Control Systems
- Document Cameras
- Furniture
- Interactive Classroom Solutions
- Intercoms, Bells
- and Paging Systems
- Lecture Capture
- Mixers and Microphones

Monitors and Displays

- Mounts
- Projector Screens
- Speakers and Amps
- Webcasting



Network Solutions

- Backup and Replication
- Bandwidth Management Solutions
- Content Filtering
- Continuity Solutions
- Cooling, LAN Storage and Power Protection
- Disaster Recovery Products
- Email Archiving Solutions
- Hyperconverged
- Network Access Control
- Network Infrastructure
- Security Solutions
- Servers
- Storage
- VOIP
- Wireless





- Video Cameras
- Video Conferencina
- Furniture
- Wireless Interactive Pads

CATEGORIES



Virtualization Solutions

- Backup and Data Recovery
- Cloud
- Desktop Virtualization
- Server Virtualization
- Servers
- Software-Defined Storage
- Storage
- VDI



Physical Security

- Access Control
- Active Shooter
- Behavior Management
- Body Protection
- Cloud
- Displays
- Emergency Alert Notification
- Encoders
- Guard Services Equipment
- Lighting

- Mobile Security
- Mounting and Accessories
- Perimeter Security
- Storage
- Supporting Infrastructure
- Video Management Software
- Video Surveillance
- Visitor Management

Telemedicine Kiosks

Indoor Kiosks

Media Players

Outdoor Kiosks

Tabletop Kiosks

• Large Format Displays

Through-the-Wall Kiosks

• Temperature Measurement Kiosks

Content Management Software

Mounts and Mounting Brackets

Kiosks and Digital Signage

Digital Outdoor Signs and Scoreboards

• Wayfinding Kiosks



Meet the Howard Kiosk Family



Kiosks minimize staffing requirements, reduce operating and transaction costs while increasing sales/revenue, foot traffic and efficiency; manage peak traffic flow, add off-hours convenience, and enhance the overall consumer experience, which, in turn, increases customer loyalty.

Howard offers a variety of kiosk models, from indoor tabletop and freestanding to outdoor and through-the-wall; all customized to suit your facility's interactive needs.

- Bill Pay
- Body Cams
- Digital Signage
- E-Citation

- Telemedicine
- Temperature Detection
- Ticketing
- Wayfinding

CATEGORIES



Software Solutions

- Antivirus
- Backup, Recovery and Utility
- Chromebook-Enabling Software
- Content Creation
- Creativity, Design and Page Layout
- IT and Network Management
- Network Security
- Print Management
- Programming and Web Development
- Virtualization and Storage



Professional Services

- Consulting
- Installation and Design Services
- Managed Services
- Physical Security and Video Surveillance Services
- Professional Development/Training
- Programming Services
- Support Services
- Visitor Management



Everyday Accessories

- Bags and Cases
- Hardware
- Networking
- Printing Consumables



CATEGORIES



Professional Development

- FUSION
- Backup, Recovery and Utility
- Chromebook-Enabling Software
- Content Creation
- Creativity, Design and Page Layout



eSPORTS Solutions

- Gaming Desktops
- Gaming Furniture
- Gaming Headsets
- Gaming Keyboards
- Gaming Laptops
- Gaming Mice
- Gaming Monitors
- Graphic Cards



E-Commerce Features

- Premier Website Customization
- Shop By Approved Products (APP)
- Shop By Contract
- Shop By Room

SHOP BY CONTRACT



HOWARDedu is dedicated to ensuring that our K12 and Higher Education customers are equipped with the IT products and services they need to educate our future. No matter the type, size, or location of the educational entity, HOWARDedu has customizable education solutions that will meet or exceed the required specifications to bring your facility into the 21st century. And, most of these are available on state or federal contracts such as:









CARES ACT FUNDING SOLUTIONS

Let HOWARDedu Bring Innovative Solutions To Your Educational Institution.







Classroom Preparedness

Cleaning Protocols

Cyber Security

Facility Solutions



Physical

Security



Professional

Development



Solutions



Wireless

Connectivity



Work From Home Solutions



Cleaning Protocols

Prevent the spread of germs and infectious diseases.

Prevent infectious diseases by implementing strong hygiene and infection prevention measures. Using appropriate personal protective gear, as well as effective antimicrobial and germicidal agents, significantly helps to limit the spread of viruses and other resistant airborne contagions. Stay safe with proven products and superior solutions from Howard.





Howard Acrylic Health Shields

Protective Shield & Airborne Disease Prevention Solution

Howard Health Shields act as protective barriers, shielding employees and customers from sneezes and coughs and helping to impede the spread of airborne droplets containing COVID-19 coronavirus, as well as other viruses and bacteria. These transparent protective shields are made from durable, easy-to-disinfect acrylic. They help to establish a clear measure of physical separation, reinforcing social distancing while allowing customers and employees to interact effectively.



Howard Temp Detection Kiosks

Contactless Passive Detection Temperature-Seeking Kiosks

The Contactless Howard Temperature Detection Kiosks with facial recognition help maintain a healthy environment for employees, customers, students, visitors, and the general public. These innovative gate-keeping solutions can sense the temperature of anyone who passes through its sensors, allowing you to detect those with elevated temperatures to prevent them from entering your establishment. Designed for medical and HR applications and ideal for businesses, schools and universities, restaurants, retailers, and anywhere else you want to be proactive about avoiding the spread of infection.



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Wireless Connectivity Solutions

Extend Learning Past School Walls with Mobile Hotspots.



For organizations that depend on field forces and mobile networks—like first responders, transportation departments, utility crews, insurance disaster teams, and now schools secure and reliable LTE connectivity is essential. Vehicles and mobile command centers have become the field communications hub, allowing users to access mission-critical applications and the Internet from anywhere, and keeping data flowing to the cloud from on-board telemetry, sensors, surveillance cameras, and other devices.

OWARDedu



