

Founded:	October 2002	
Line of Business:	Provides installation and service of fire protection and alarm systems <ul style="list-style-type: none"> • Division One: Dual license, serves commercial and residential • Division Two: Single license, serves commercial/industrial only 	
Entity Type/Fiscal Year End:	Limited Liability Company / December 31	
Products and Services (% of est. 2009 Sales):	Fire suppression systems	48%
	Fire alarm systems	41%
	Security systems	5%
	Service	5%
	Nurse call systems	1%
Sales Estimates:	FY 2009: \$15,297,000	
	FY 2010: \$17,900,000	
Geographic Markets:	Central and southern Arizona	100%
Customer Markets:	Electrical contractors	60%
	Property owners	30%
	General contractors	10%
Number of Accounts:	350	
Repeat Clients:	90+ percent	
Exclusive Agreements:	Gamewell (State of XXX, since 2002) Siemens ((State of XXX, since 2006) Fike (State of XXX, since 2006)	
Employee Base (full-time):	Principals	3
	Project manager	1
	Installation	4
	Technicians	2
	Service/repair	4
	Account manager	1
	Sales/marketing	8
	Office manager	1
	Administrative/clerical	1
	Delivery	<u>1</u>
	Total	26
Contract personnel:	19	
Sales and Marketing:	<ul style="list-style-type: none"> • 8 full-time salespersons • One independent sales representative 	

Fire Alarm, Fire Suppression, & CTV Installation & Services Company**Company Highlights**

- ★ **Exclusive agreements:** Since 2002, Division One has been the exclusive distributor of Gamewell systems in the state of XXX. Similarly, Division Two has exclusive distribution rights to sell fire suppression systems from Siemens and Fike throughout Arizona. These are perpetual agreements.
- ★ **Product and service expansion:** The Company is continually expanding and diversifying its revenue mix by adding nurse call systems, closed-circuit (CC) television systems, and repair services.
- ★ **Professional and experienced employee base:** The Company's owners have established a highly experienced sales and marketing team to meet pro forma projections.
- ★ **Comprehensive sales and marketing:** In addition to the owners' business development efforts, the Company currently employs eight dedicated full-time sales professionals and one independent sales representative.
- ★ **Repeat customers:** A comprehensive array of fire alarm and fire suppression systems, in-house installation capabilities, and specialty testing and inspection services result in an estimated 90% rate of repeat business and help ensure continuity of the Company's operations.
- ★ **Management will remain through transition:** The owners are committed to remaining following a sale, in order to help the Company realize its pro forma objectives.

For further information regarding **Client #80914** you are invited to contact:

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