

Representing the Manufacturer

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ENTERPRISE SERVER
(PPU SERVER)



DESIGNED SECURITY, INC.

STATE-OF-ART SECURITY AND
ACCESS CONTROL PERIPHERAL
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MULTIMEDIA SOLUTION WITH
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INTERACTIVE FLAT PANELS



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INNOVATIVE ACCESS CONTROL WEB
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OUTDOOR WIRELESS SYSTEMS



Rosenberger

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STRUCTURE AND SERVICE SOLUTIONS FOR
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INTEGRATED DATA STORAGE SOLU-
TIONS FOR SECURITY AND SURVEIL-
LANCE MARKET SEGMENT



SENSTAR

INDUSRTY LEADER IN
PERIMETER SECURITY
SOLUTIONS



TELLABS

PON/POL
OPTICAL NETWORK
TECHNOLOGIES



INTERMOUNTAIN MARKETING, INC.

P.O. Box 630167 - Littleton, CO 80163-0167

303.278.7800 Phone | 303.278.7880 Fax | 800.638.0058 Toll Free

Visit us on the web @ www.immrep.com



Representing the Manufacturer

INTERMOUNTAIN MARKETING, INC. (IMM) is an independent Manufacturer's Representative and Security Systems Design Consultant Firm. IMM represents numerous Manufacturers of Closed Circuit Television, Access Control and related Electronic Security Products.

MARKETING

IMM's principal method of bringing products to market is through direct contact with security systems integrators, security equipment distributors, architects and engineers. The company also utilizes direct mail promotions, catalogs, newsletters, the internet @ **www.immrep.com**, and product seminars/training courses to promote our product lines. Further, the company provides design and consulting services directly to end users, promoting brand name recognition and brand requests by the end user.

TRAINING FACILITY AND SUPPORT

IMM believes training and support to be essential ingredients to the development of the marketplace. Training and support programs insure proper implementation of the product and creates satisfied dealers and end users. IMM's complete training facility provides a hands on positive learning environment. The IMM philosophy is simple: **Total Customer Satisfaction**.

COMPUTERIZED ORDER PLACEMENT AND TRACKING

IMM processes customer orders via our computerized order entry system to insure accuracy and product compatibility, as well as to provide design assistance, and real time order tracking. Potential problems for the Customer and the Manufacturer are minimized from conception through execution to completion.

EXPERIENCE

Bob Fruchey | Bob@immrep.com | Mobile 303.668.0577

Bob has many years of experience designing, specifying and marketing security systems. He left IMM in 1997 to serve as the Western Region Sales Manager for Fiber Options, Inc. and returned to IMM as the Vice President in December 2001. He purchased IMM in October 2004.

Steven L Davis | StevenL@immrep.com | Mobile 303.475.9406

Steven has many years experience assisting organizations to proactively solve network communications challenges. He is an industry pioneer of "PON" Passive Optical Network LAN design and deployment in a variety of vertical business markets which include healthcare, transportation, education, manufacturing, hospitality, design build, tenant improvements and network refresh projects.

Marie Tullos-Warren | Marie@immrep.com

Marie Tullos-Warren joined IMM January 2017 as our office management, factory and sales support professional. Marie comes to IMM with an extensive IT background and Business Analyst skills. Marie's ultimate goal is to support our customers as well as our factories and to assure IMM's office operates effectively and efficiently.

PROJECT INVOLVEMENT

Some of the major projects in which IMM and its principals have been involved include:

Denver International Airport
RTD Park-n- Ride Denver
KCNC Channel 4—City Cam System
Ocean Journey Aquarium - Denver
Central City/Blackhawk Casinos
Little America Hotels
Aurora Public Safety Dept.
Denver News Agency

Inn of the Mountain Gods Casino
Auraria Higher Education
Utah Dept. of Corrections
LDS Church - Utah
Cripple Creek Casinos
Isletta Gaming - New Mexico
Arapahoe County Jail
Utah Department of Transportation

Salt Lake City International Airport
Canon City Maximum Security Prison
The Pepsi Center - Denver
NORAD Cheyenne Mountain
Rocky Mountain Harley-Davidson
Invesco Field at Mile High
Federal Bureau of Prisons
Salt Lake County



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