



FOR PROPERTY DEVELOPERS

WHY MIRCOM

TOTAL COST OF OWNERSHIP / LIFECYCLE COSTS

- While Mircom values its factory trained certified Engineered System Distributors which are held to the highest standard of excellence and professionalism in the industry, Mircom's focus is on serving the developer, building owner and building manager with product reliability, longevity and the best possible *COST OF OWNERSHIP* for the life of the product.

NON-PROPRIETARY SOLUTIONS

- We use non-proprietary technology to ensure that you have **TOTAL FLEXIBILITY** for ongoing service costs.
- We can factory-train YOUR team so that you are in **TOTAL CONTROL** of your own destiny.

UNMATCHED EXTENDED WARRANTY

- We are so confident in our product quality that we offer an unmatched extended warranty for key projects & customers.

EXCLUSIVE OFFERS TO KEY PROJECTS

- Direct training of your team so you can control your own destiny if you want to.
- Value add features and products at low investment such as 3D Graphical Report & Control software to simplify and reduce building maintenance and Advertising modules to generate recurring revenue.

AGILITY AND FLEXIBILITY TO SOLVE PROBLEMS

- Mircom prides itself on our **COMMITMENT** to high profile projects and customers
- On many occasions, we quickly develop **CUSTOM** solutions to specific customer problems.
- Our team has gone **ABOVE & BEYOND** on many occasions. . . including but not limited to: sleeping in a prison, flying to a remote oil rig during an ice storm, all-night and multi-night marathons to help customers meet deadlines, dropping everything to fly to remote areas or even countries, countless customizations, and our phones are never off.

- *Mircom truly does WHATEVER IT TAKES!*

WHY MIRCOM BUILDING INTEGRATION

We know that today's buyers and end customers are savvy, and are looking for top value in building protection and integration systems.

Mircom's solutions and services offer a unique blend of values that can help you win with your customers

MAXIMIZE ROI

More and more developers focused on increasing profitability are seeing the value in integrating Mircom's Intelligent Building Solutions to help manage resources, maximize ROI, and add competitive differentiators.

Our integrated solutions enable efficiencies in property management, lower energy costs, and improve quality of life for those living and working in the space.

INDUSTRY EXPERTISE

For over 25 years, Mircom has been a consultative partner with industry expertise who will understand your objectives and anticipate your needs throughout the process.

Whether you need a quick retrofit for an apartment entry system, or are developing a fully integrated systems plan for a sophisticated commercial environment, you can benefit from a consultative partner with industry expertise that will understand your objectives and will anticipate your needs throughout the process.

Working with our team, you'll have access to advice from applications engineers, project managers and technicians who have spent years tackling projects like your own, and who've taken the time to assess and identify the needs of your unique environment. If we're involved early enough in the building process, we're available to review your systems plan to help spot any gaps in building systems.

SINGLE POINT OF CONTACT

Mircom offers turnkey solutions to help developers reduce the complexity of communicating and managing multiple suppliers.

With our vast selection of intelligent life safety systems and partnerships with external suppliers, we'll help recommend, source and project manage all your system needs.

The vast majority of our products are manufactured in North America, helping you avoid higher shipping costs and longer wait times associated with shipping parts from overseas. And last but not least, buying directly from us will help you avoid the added cost of going through a supplier.

SOME OF OUR TOP REFERENCE PROJECTS

Commercial Office & Retail High Rise



40 Exchange Place, New York City, NY

Overview:

22 Story - 250,000 Sq. Ft. - Commercial Office Building in the Financial District

10,000 Sq. Ft. of Retail on the ground floor over 6 tenants

Complete retrofit of existing fire alarm system with a desk mounted fire alarm control panel.

The entire building and lobby was being renovated.

"This upgrade was carried out in the midst of a fully occupied high rise commercial building. The dedication of the Mircom team - both on the ground and at their corporate head office - was instrumental in making this project a success."

*- Val Sherer, Senior Vice President
Phoenix Fire and Security*

Commercial Office & Retail High Rise



Centrepoint Energy Tower, Houston, TX

Overview:

47-story mixed-use skyscraper with commercial offices, shops, cafeteria, parking and underground tunnels leading to other high-rise buildings.

Multi-node networked & distributed Fire Detection with Voice Evacuation, 3D OpenGN graphic software in the control unit, integration to clean agent releasing, 257 duct detectors & over 2000 smoke detectors.

"A Fire Alarm System in any building is judged by the amount of "emergency" service calls it causes. After six years, this system has had none. Since the system was installed, there have been four real fires in the building and in every case, the fire alarm system has performed perfectly."

*- Tim Snakenberg, President
Micronet Technology, Inc.*

Commercial Office & Retail High Rise



St. Charles Place New Orleans, LA

Overview:

53 story mixed use commercial high rise with retail, restaurant, office leased space and parking.

Multi-node networked & distributed Fire Detection with Voice Evacuation and 3D OpenGN graphic PC software.

"Because of the technology installed and Mircom's ability to update the platform without actually having to change out the system, we feel it will be vital for at least the next 25 years."

*- Kathi M. Schneider, CPM
Asset Manager*

Commercial Office & Medical Community



Aventura ParkSquare, Aventura, FL

Overview:

The five-building community/complex includes a nine-story combination office and condo structure, a 45,000-square-foot medical center, a 207-room Aloft hotel, a senior housing tower, and a parking garage.

"We hope Aventura Park Square is a catalyst for real estate projects that aim to inspire wellness and walkability, while promoting an environment that benefits the long-term prosperity of a community,"

*- said Integra Investments Principal Victor Ballestas
in a statement to Curbed Miami.*

SOME OF OUR INSTALLATIONS:

COMMERCIAL BUILDINGS

Earth Fare Market Auburn, AL
Cadence Bank Birmingham, AL
Financial Banking Center Birmingham, AL
Irvine BMW Irvine, CA
Metropolitan Storage Los Angeles, CA
Symes Toyota Pasadena, CA
San Clemente Church San Clemente, CA
GE Capital Stamford, CT
Blair Road Warehouse Washington, DC
Dufry America International Doral, FL
Dufry America International Miami, FL
Colonial Development Orlando, FL
Vista Willa Office Center Winter Springs, FL
Parkway Centers Marietta, GA
Benson Towers New Orleans, LA
Iron Mountain Data Storage Port Allen, LA
TD Banknorth Portland, ME
Sampson Square Clinton, NC
Gateway Self Storage Greensboro, NC
Cisco Brothers High Point, NC
Palladian II Corporate Center Raleigh, NC
Wade I & II Office Buildings Raleigh, NC
Landmark Office Building Wake Forest, NC
Cedar Crest Cinemas Teaneck, NJ
14 Bruckner Boulevard Bronx, NY
Sunrise Business Center Great River, NY
180 Varick Street Manhattan, NY
54 West 40th Street Manhattan, NY
628 Broadway New York, NY
Northfork Bank New York, NY
Volunteers of America New York, NY
JP Morgan Chase Bank Queens, NY
Earth Fare Market Chattanooga, TN
Ameriplex Holladay Properties Nashville, TN
Blackwood Drive Warehouse Sterling, VA

CORPORATE OFFICES

200 West Side Square Huntsville, AL
717 Olympic Tower Los Angeles, CA
1015 7th St. Washington, DC
4201 Connecticut Ave Washington, DC
Capitol Hill West Washington, DC
Lakefront at Washingtonian Washington, DC
Ruan Center Des Moines, IA
IBEW Local 145 Union Hall Moline, IL
Executive Towers Metairie, LA
One Canal Place New Orleans, LA
Cambrex Bioscience Baltimore, MD
Cofton Business Center Crofton, MD
Optelecom Germantown, MD
Washington Bus. Park Lanham, MD
3204 Tower Oaks Rockville, MD
Siemens Office Bldg. Raleigh, NC
Hypertherm Headquarters Hanover, NH
Two Broad Street Associates Bloomfield, NJ
Somerville Realty Somerville, NJ
Community Services Buffalo, NY
Baker Victory Services Lackawanna, NY
FedEx Building Rotterdam, NY
1125 North Loop West Houston, TX
Phoenix Tower Houston, TX
532 North Washington St. Alexandria, VA
Culpeper National Cemetery Culpeper, VA
Medical Arts Buildings Falls Church, VA
Furr Bldg Manassas, VA
Navy Federal Credit Union Reston, VA
Loudoun Gateway Sterling, VA
Portables Wireless Corp Vienna, VA
Cabot Cheese Middlebury, VT
Ben & Jerry's Waterbury, VT
University Town Center Hyattsville, MD
Pigg Krahl & Stern Office Bldg Salisbury, MD

HOTELS

Hilton Garden Inn Huntsville, AL
La Quinta Hotel Conway, AR
Hampton Inn Monticello, AR
Shangra - La Hotel Santa Monica, CA
Marriott Courtyard Jupiter, FL
Miami Marriott Dadeland Miami, FL
Red Hotel Miami Beach, FL
Residence Inn by Marriott West Palm Beach, FL
Hampton Inn Atlanta, GA
Weston Hotel Midtown Atlanta, GA
Hampton Inn Atlanta Airport Atlanta, GA
Onyx Hotel Boston, MA
Days Inn Boardwalk Ocean City, MD
Howard Johnson's Inn Ocean City, MD
Hyatt Place St. Paul, MN
Hilton Garden Inn Gulfport, MS
Marriot Hotels Concord, NH
Hanover Inn Hanover, NH
The Regency Inn Albany, NY
Holiday Inn Express Centereach, NY
Marriott 218 West 35th St. Manhattan, NY
Pan American Hotel Manhattan, NY
Marriott Hotel (Secaucus) New Jersey, NY
81 Bowery LLC New York, NY
Fairfield Inn New York, NY
Knickerbocker Hotel New York, NY
Hilton Garden Inn Saratoga Springs, NY
Staybridge Inn & Suites Chattanooga, TN
Fairfield Inn Cleveland, TN
Hampton Inn Cleveland, TN
Residence Inn by Marriott Chesapeake, VA
Airlie Lodge Warrenton, VA
Holiday Inn Express Warrenton, VA
Wyndham Hotels Burlington, VT
Mt. Snow-Grand Summit Hotel Mt. Snow, VT



About the Mircom®

Founded in 1991, Mircom is a global designer, manufacturer and distributor of Intelligent Building Solutions. Reaching customers in over 100 countries worldwide, Mircom's portfolio includes: fire detection & alarm, communications & security, mass notification, nurse call, and building automation & smart technologies. Mircom's vision is to make buildings worldwide safer, smarter, and more livable.

Our global network of dedicated Sales and Service Offices, known as Mircom Engineered Systems, allows us to be a full solution provider. Through Mircom ES, we're able to provide and fully service our line-up of innovative and advanced solutions which are scalable to satisfy diverse user demands, from small & mid-size buildings to the world's most complex applications.

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