

COMPANY INTRODUCTION

ISG-CORP / FLEXWATCH CARIBBEAN



Leading Company In Puerto Rico and Caribbean

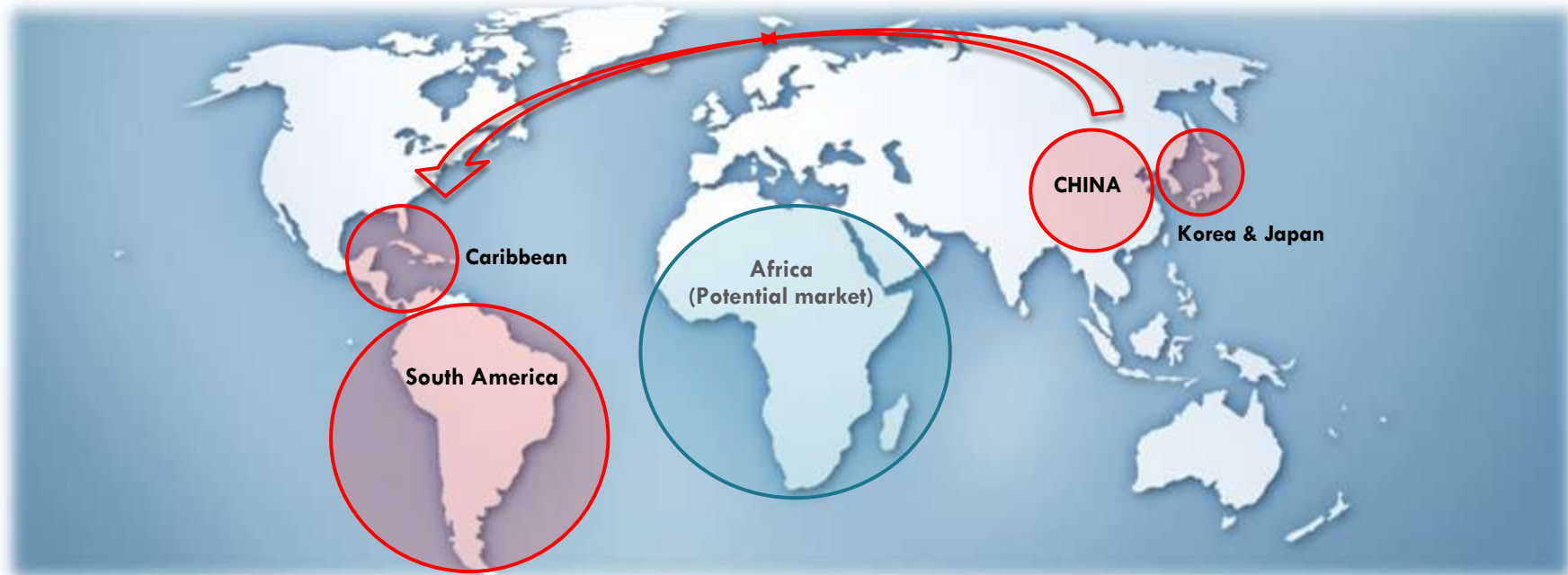


Caribbean region coverage



-Caribbean and part of Latin America

International business coverage

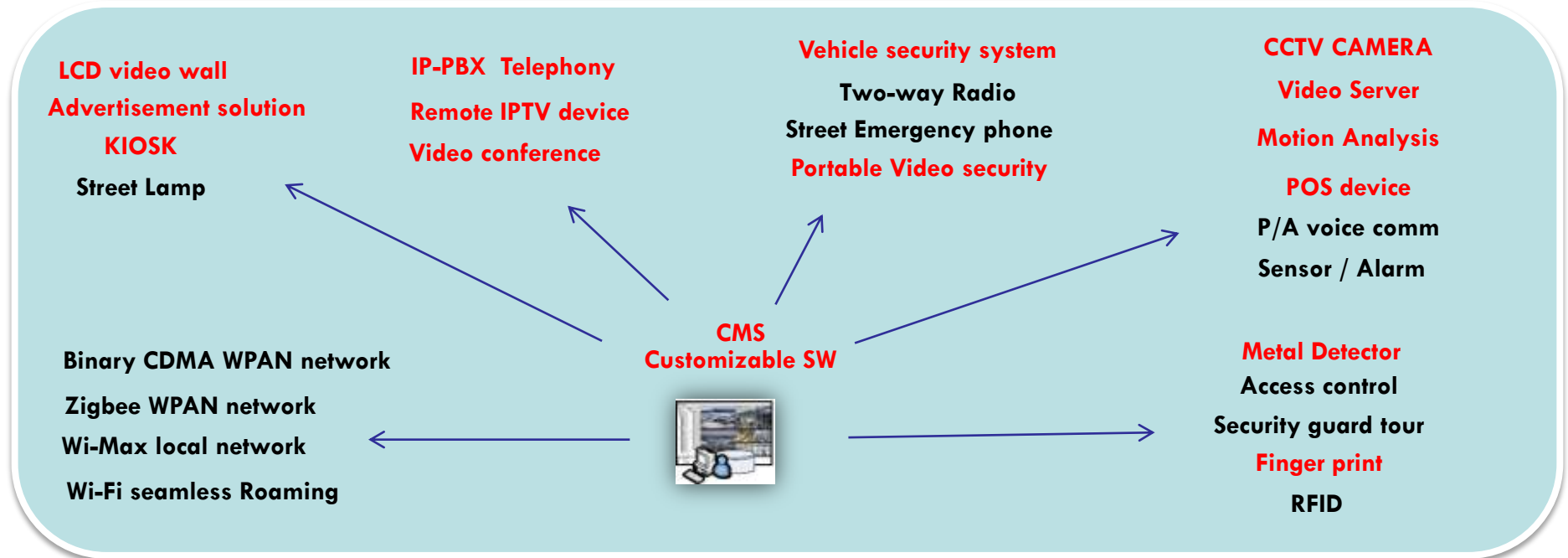


- Authorized distributors
- Total security provider
- Cost effective (Same as China / Korea)

- Joint Venture
- Mass trading
- Engineering support

Overall product line up

Total security products integration



Training service

- Fundamental Security training
- Command center operation
- System installation & Engineering
- Maintenance training
- Business development
- System design & Local marketing

Sales & Technical service

- Installation management experts
- Installation material consulting
- Local sales & Marketing support
- Customizable solution support

Advanced RMA / Maintenance

- Guaranteed RMA procedure
- Maintenance consulting
- Maintenance support

Marketing procedure (LOCAL)

Local exclusive reseller based plan

2 Tier based plan

- Regional based distributors sales
- Strictly pricing table management
- Strong relationship with Reseller

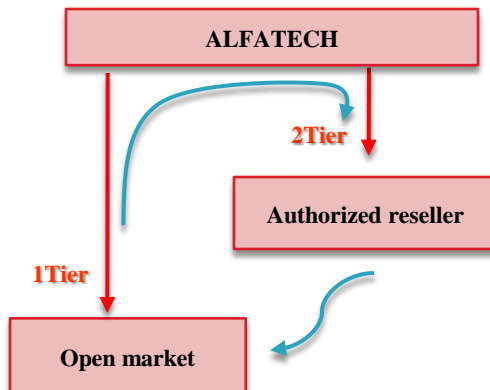
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Installation based sales

- Government bidding
- Installation required job

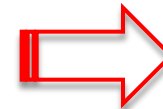


2 Tier based sales ?



Sales support

- Certification procedure
- Regular training procedure
- Monthly meeting with each reseller
- New products introduction
- Newsletter required
- Check forecast and plan



Authorized Reseller

- Local based SOHO
- Any other business type
- Start to establish business
- Existing security company
- Registering requirement

International sales region

International Distributor based plan

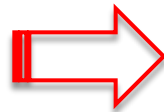
Distribution plan

- Exclusive based distributors sales (2 year only)
- Distributing Product + Solution based products
- Manufacturing representative + Solution based reseller management



Sales support

- Certification procedure
- Regular training procedure
- New products introduction
- Marketing support
- Newsletter required
- Check forecast and plan



Authorized Disty

- Local based security company
- Current distribution + contractor
- Long-term supported company
- Sales to Competitor

Representative

- Has reseller in South America
- High positioning person in Gov.
- Certified relationship person

WE THANK YOU

Contact

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