

# Avtec Update

ADF - 2012

*The Leader in mission-critical console systems*



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# Avtec Update

- Still privately held. One of the last Independent Console solutions provider.
- 115 employees by January 2013 (80 this time last year).
- Breaking ground on new 55K Sq. ft. facility in Lexington, SC (CAE) on the 22<sup>nd</sup> of this month (current facility is 20K sq. ft.)
- Building Contractor says in by June 2013....SURE!
- 14<sup>th</sup> consecutive year supporting ADF

# Avtec Update

- Still maintaining 100% System Acceptance rate.
- Still maintaining DSPatch (legacy product)
- Helping clients transition from DSPatch to Scout
- Recent transitions to Scout (IP-based product):
  - American Airlines, Backup & Primary SOC, DFW MOC (150 + Console positions)
  - Delta Air Lines, ATL, MSP & JFK Ramp Towers (200 Console positions)
  - Southwest Airlines, New SOC (100 Console positions plus integration of 40 from AirTran)
- The only Console provider successfully deploying large-scale IP-based consoles in the airline industry!

# What's The Bottom Line Look Like & Why?

- 24% average Sales Growth per year, 2007-2011
- 2012 Plan: 47% Sales Growth over 2011 Plan
- Over 2000 Scout Console positions in revenue service across multiple markets; Airline, Railroad, Military, etc...
- Very strong pipeline of business and backlog of business going into 2013.
- What's causing this growth?



# A Storm of change is affecting our Marketplace



- Transition to VoIP platforms – radios, telephone & recording systems
- RF narrow-banding mandates driving radio replacement (25Khz to 12.5/6.25 Khz)
- Communications functions consolidated under IT organizations
- Merger & Acquisition Initiatives, with Business Continuity (SWA / AT)
- Console supplier acquisitions, failures, and “attempted” new players
- Solution Complexity
- Outsourcing of traditional in-house support & deployment services

# ADF 2012 Partnership Announcement

