



TOTAL TECH SUMMIT

CEPro

CI Commercial
INTEGRATOR

SECURITY SALES
& INTEGRATION

NOVEMBER 7-9, 2018 | PITTSBURGH, PA | DAVID L. LAWRENCE CONVENTION CENTER

Learn how to grow and improve your business
and connect with peers and vendors who can help you make it happen.



ALL
EXPENSES
PAID
EVENT
EXPERIENCE

ALL ON OUR DIME!

- **WE COVER** airfare, hotel, meals and event access for the nation's biggest, best and most progressive custom, commercial and security integrators.
- **YOU AGREE** to attend from start to finish and connect with sponsors on a scheduled basis for presentations and one-on-one meetings that are targeted to your needs!

TOP GUEST BENEFITS

- 1 Complimentary flight, hotel accommodations and event access, (including meals) provided throughout the event. **Your out-of-pocket expenses are next to nothing.**
- 2 Connect in a structured, networking program with industry leader peers you can learn from.
- 3 Focus on growing and improving your business. Session content comes from your integration peers who've successfully evolved their product and market mix and tweaked business processes to increase efficiency and improve financial performance.
- 4 Explore opportunities in adjacent product categories and markets. The Total Tech product scope includes audio, video, security, networking, lighting and more. Markets include commercial, residential, institutional, industrial and governmental.
- 5 Have valuable engagements with the industry's leading manufacturers and service providers.



SCHEDULE & PROGRAM

WEDNESDAY, NOVEMBER 7

Time	CE PRO SUMMIT	CI SUMMIT	SSI SUMMIT
3:30 PM–5:00 PM	<p>Roundtable Session – Amazon, Apple, Google: Friends or Foes</p> <p>Riding on the wave of strong consumer interest in voice control and leveraging their ubiquitous consumer brands, Amazon, Apple and Google are becoming major players in the home technology space. The question for integration companies and hundreds of manufacturers who've been slogging it out on the frontlines of home tech for more than three decades is: Are they friends or foes? On the one hand, their sexy user interfaces and marketing muscle are driving consumer awareness and adoption. On the other hand, their tendencies toward market disruption and industry sector destruction are scary as heck. We'll provide a provocative thought-starter presentation on these tech titans, then challenge you to brainstorm strategies to cope and/or compete with their plays.</p>	<p>Roundtable - Best Practices Soup</p> <p>We highlight best practices for the commercial integrators from sales and marketing to design, installation and service to financial and human resources management and customer care/experience. We then turn it over to guests to brainstorm innovative, new approaches to company improvement. Top ideas are reported out to the group as a whole. A signature feature of AE Ventures hosted events, our roundtables break the ice among the guests and get the best practice-sharing juices flowing!</p>	<p>Roundtable Session – Best Practices Soup</p> <p>We highlight best practices for security dealers and integrators from sales and marketing to design, installation and service to financial and human resources management and customer care/experience. We then turn it over to guests to brainstorm innovative, new approaches to company improvement. Top ideas are reported out to the group as a whole. A signature feature of AE Ventures hosted events, our roundtables break the ice among the guests and get the best practice-sharing juices flowing!!</p>
5:00 PM–6:00 PM	Combined Summit Keynote Address		
6:00 PM–7:30 PM	Connections Reception		

THURSDAY, NOVEMBER 8

8:00 AM–9:15 AM	<p>Breakfast Session—Process Development and Documentation</p> <p>Research tells us process development, documentation and continuous improvement is one of the top challenges of custom integrators. This session showcases real world examples of excellence in process development and operational standardization that you can begin applying to your own business.</p>	<p>Breakfast Session – Fresh Horses - Products & Applications Your Company Can Ride for Revenue & Profit Growth</p> <p>Topics Include:</p> <ul style="list-style-type: none"> • Internet of Things • Artificial Intelligence • Virtual & Augmented Reality • Cloud-based Environments • AV over IP • App Development • Standardized Room Solutions 	<p>Breakfast Session – Fresh Horses Products & Applications Your Company Can Ride for Revenue & Profit Growth</p> <p>Topics Include:</p> <ul style="list-style-type: none"> • PSIM • New Sensors • Cyber-secure™ Physical Security Systems • Biometrics/Facial Recognition • Near Field Communications • Voice Control • Cybersecurity for Small Businesses/ High-End Residential • Hosted Access & Video Surveillance • New Credentials for Access Control • Door Control Hardware • Outdoor Sensors
9:25 AM–11:30 AM	Boardroom Presentations	Boardroom Presentations	Boardroom Presentations

THURSDAY, NOVEMBER 8 (continued)

12:00 PM–1:15 PM	Luncheon Session – The Future of Custom Integration Infrastructure Signal distribution and control continue to be core product and technical competencies for integrators, and while more and more signals are moving wirelessly, the bandwidth requirements of ever-higher definition video ensure hardware infrastructure will continue to be with us for as far as we can see. What's the infrastructure strategy for custom integrators today, and how can you effectively educate your customers and clients on infrastructure requirements? You'll hear from some of the most thoughtful and progressive custom integrators in the country.	Luncheon Session – Capitalizing on New Office Environments New types of working, playing and meeting spaces in offices are creating new opportunities for audio, video and control solutions for integrators. This session details the trends and the ways top integrators are seizing the opportunities they create.	Luncheon Session – Voice of the Customer The security threats and needs of commercial and institutional end-users are constantly evolving and addressing them with effective and efficient solutions is the key to growing and maintaining your customer base. In this session, you'll hear directly from a variety of decision-maker types in a variety of vertical markets from SMB/Light Commercial to Enterprise. You'll hear not only about pure security needs, but also broader system integration wants.
1:25 PM–2:00 PM	Boardroom Presentations	Boardroom Presentations	Boardroom Presentations
2:00 PM–7:00 PM	Exhibits Open for One-on-Ones & Browsing <i>(One-on-Ones Start at 3:25 PM – Happy Hour Food & Beverage 5:00-6:30 PM)</i>		
8:00 PM–11:00 PM	Pub Crawl		

FRIDAY, NOVEMBER 9

8:00 AM–9:15 AM	Breakfast Session – Margin Heroes Constantly refreshing and refueling your product mix with margin heroes is one of your most important charges. It's not a simple matter of effective shopping. It requires you to think through cost of sale, installation and support and your ability to sustain pricing competitively. In this session we will ask a panel of top integrators to walk through their product portfolios category by category to identify their margin heroes and explain why and how they made it happen. Get your notepad ready!	Breakfast Session – AVaaS Update Integrators are increasingly embracing the AV-as-a-Service business model to drive recurring revenue and increase customer satisfaction. This session will cover how integrators are succeeding with AVaaS and increasingly leveraging remote system analytics to facilitate the play.	Breakfast Session – Adding Security Drones to Your Solutions Mix No longer products of the future, security drones are joining the solutions mix of progressive dealers and integrators across the country. You'll get an update on technology, the regulatory and legal frameworks that are governing the business and, most important, learn about the applications and business models your peers are pursuing successfully.
9:25 AM–11:30 AM	Boardroom Presentations	Boardroom Presentations	Boardroom Presentations
12:00 PM–1:00 PM	Networking Luncheon	Networking Luncheon	Networking Luncheon
1:00 PM–4:00 PM	Exhibits Open for One-on-Ones & Browsing <i>(One-on-ones start at 1:40 PM)</i>		

2017 GUEST STATS



\$10.9 million
Average Annual Revenue

40,100
Residential Installations



\$39 million
Average Annual Revenue

39,400
Commercial, industrial,
institutional, governmental
installations



\$34 million
Average Annual Revenue

207,900
Residential Installations

39,000
Commercial, industrial,
institutional, governmental
installations

2017 CE PRO GUESTS

1 Sound Choice	CEO
Acadian Home Theater & Automation	President
All Systems Audio & Video	Owner
Amenitek Inc	Vice President
Amenitek Inc	President
Apex Audio & Video	General Manager
ArchiTechKnowlogy Design Group	Chief Creative Officer
Atlanta Audio & Automation	President & Owner
Atlantic Control Technologies	Operations Manager
Atlantic Home Technologies	Division Manager
Atlantic Home Technologies	President
ATTYWON	Founder/CEO
Audio Command Systems, Inc.	Director of Sales
Audio Concepts	General Manager
Audio Etc...	Vice President
Audio Etc...	President
Audio Video Designs	President
Audio Video Designs	Vice President, Design & Engineering
Audio Video Innovations	President
Audio Video Intelligence	President
AudioOne	Service Manager
Audiotronics, Inc.	AV Buyer
Automated Environments	President
Automation Design & Entertainment	President
Automation Integration	Director
AV Design Consultants	President
AV Lifestyles	CEO/Founder
AVID Home Theater, LLC	Owner
Bjorn's Audio/Video	Vice President
Campbell Audio Video	Owner
Captive Audio, Ltd.	Sales/Management
Casaplex	Business Development
Cello Technologies	President
Cinema Sound Unlimited	President
Cutting Edge Systems	President / CEO
cyberManor, Inc.	President
Cymatics	Founder/Executive Director

DC Home Systems	President
Definition Audio Video	COO
Dell Smarthome Solutions	President
Digital Interiors	Owner
Digital Interiors	Director of Sales
DM Home Entertainment	Partner
Domo Prestige	Owner & Integrator
Eagle Sentry	Vice President
Electronic Home, Inc.	President
Electronic Life	Owner
Electronics Professionals, LLC	Owner
Elevated Electronics	Owner
Elite Media Solutions, LLC.	Owner / President
Envent Systems Inc.	President
ETC	COO
ETC	Engineer
FulTech Solutions	CEO
Fusion Audio + Video	Partner/Owner
Fusion Audio + Video	Partner
Global Wave Integration	President
Grand Home Automation	Operations/Design
Habitech Systems	President
Hi-Fi Sales	Senior Vice President
HiDEF Lifestyle	Senior Programmer
Holm Electric Inc.	President
Home Theater Technologies	President
Home Theater Technologies	VP
HomePro Home Technology	Vice President of Sales
HomePro Home Technology	Head of Engineering and Product Development
HP Media Group	Partner
Iconic Systems	Business Development
INC Technologies	AV Project Manager
Integrated Custom Audio Video	Owner
Integration Excellence	GM/Sales
iWired	Sr. Manager, Sales & Business Development
JAMIESONS Audio/Video	Owner/Vice President
Kole Digital Systems Inc	VP of Operations

La Scala	President
Lelch Audio Video	President
Lewis AV	Outside Sales Manager
Liaison Home Automation	COO
Liaison Home Automation	President
Lightworks	President
Livewire, LLC	Sales Manager
Logic Integration, Inc.	Owner
Maxicon	CEO/Director
Maxicon	COO
Maximum Audio Video	General Manager
MaxSystems	Owner/Systems Engineer
MHS Technologies	CFO
Natural Sound	President
Nebraska Furniture Mart	General Manager
OneButton	Director of Installation
Paradyme Sound & Vision	Owner
Premiere Systems	Chief Operating Officer
Premiere Systems	General Manager
Pro-Tek Security & Audio Visual Design Group	Owner
Procom Enterprises, Ltd	Technology Consultant
Progressive Home	VP
Quadrant Systems	General Manager
Real Audio Video	Owner
Reference Audio Video & Security	Owner
Saavi Home	CEO
Security Force, Inc.	Director of Home Technologies
Service Tech AV	Account Manager
Service Tech AV	President
SES Design Group	President
SES Design Group	Director of Business Development
Sight and Sound Systems, Inc.	President
Sight and Sound Systems, Inc.	Vice President
SmartSystems	Vice President
Sound Concepts	President
SoundCheck LLC	Engineering & IT Manager
SoundVision, LLC	President
Stereo East Home Theater	President
Sterling Home Technologies, Inc.	President

Sterling Home Technologies, Inc.	Owner
Sundown One	Manager
Symbio Lighting & Control	Owner
Sympspire (Interactive Systems)	Partner
Synergy FL	Director of Sales
Synergy FL	Electronic Systems Design Engineer
System 7	President
Tech Superpowers (TSP)	CEO
Technology Design Associates	Founder
Technology Interiors	CEO
The Electrix Company Inc	President
The Premier Group	Senior Systems Designer
Total Home Technologies	CEO
Triphase Technologies	Chief Executive Officer
Triphase Technologies	VP of Operations
Twilight Solutions Inc.	CEO
Unlimited Electronic LifeStyles/ Unlimited Audio Inc	Owner
Unlimited Electronic LifeStyles/ Unlimited Audio Inc	VP
Visual Acoustics	Manager
Wicked Smart Homes	President
Wicked Smart Homes	VP
Wipliance	Owner
World Vision	General Manager/Lead Tech
WOW Media	Vice President
Xssentials LLC	Area President, Denver/ Wyoming
Xssentials LLC	CFO

2017 CI GUESTS

ADTECH Systems, Inc.	Vice President
ADTECH Systems, Inc.	CFO
Advanced AV	Vice President of Sales and Marketing
Advanced Video Group Inc.	VP of Sales
Advantage Video Systems	CEO/Founder
All Pro Sound	National Sale Manager
Applied Electronics Limited	VP, Audio Visual Systems Division
Applied Video Technology	President and CEO
Audio Electronics, Inc. (AEI)	VP of Operations
Automated Environments	Commercial PM/ Sales Engineer
AVMAN	Sales Manager
AVMAN	President
Backman Vidcom	VP of Technology
Baker Audio Visual	VP of Sales/Project Development
Beacon Communications	President
Business Office Systems (BOS)	Vice President of Technology Integration
Casaplex	Principal
CCI Solutions	VP Systems Integration
CCS Presentation Systems	Manager of Engineering and Proj. Management
Church Interiors Audio Video	President
Cinema Stage Inc.	General Manager
ClearTech Media	President
Clearwing Productions	General Manager
CONCEPTS AV Integration	Owner
CONCEPTS AV Integration	VP Opps/COO
Conference Technologies	Chief Design Officer
Conference Technologies	CTO
Data Projections	EVP of Sales & Marketing
Design Electronics	Solutions Consultant
Devine Technology Partners	President/CEO
DGI Technologies	COO
Digital Display Solutions Inc. (DDS)	President
Digital Display Solutions Inc. (DDS)	President

Digital Surroundings	Founder
Diversified (Technical Innovation)	CEO
DTS Inc.	Solutions Director
Eastern Time	Sales Engineer / Audio & Video Specialist
Emerge IT Solutions LLC	Senior Project Manager
Emerge Workplace Technologies	Director of Operations
ESCO Communications	Chief Sales & Marketing Officer
ET Group	Principal
GENCOMM	Director of Sales & Marketing
GENCOMM	Vice President
Haddock Corporation	President
HB Communications	VP of Global Managed Services
Hit Play	Owner
Hit Play	Managing Director
Human Circuit	President & CEO
ICS Integration	Director of AV Division
IES	Audio Visual Division Manager
IES	VP of Sales
IMS Technology Services	VP of Technology Services
Innoface Systems	CEO
Innovative Technology Group	President
Interactive Audio Visual	Owner
Interactive Solutions, Inc	Founder and Chief Executive Officer
IVCI	VP Engineering Emerging Technologies
Jensen Audio Visual	Engineering and Operations Manager
LINX	President
Live! Tech	Vice President, Systems Integration
Logic Integration, Inc.	VP Sales & Design
M3 Technology Group	Vice President
M3 Technology Group	CTO
Master Video Systems Inc	Director of Operations
McCann Systems	Senior VP of Operations
Midtown Video	Chief Technical Officer



NOVEMBER 7-9, 2018

PITTSBURGH, PA

DAVID L. LAWRENCE CONVENTION CENTER

Midwest Computer Products	Higher Education Account Manager
Midwest Computer Products	Installation Manager
Nationwide Audio Visual	President
Nationwide Audio Visual	Vice President
Neurilink	Operations Manager
Nor-Com	Vice President Engineering and Operations
Nor-Com	VP Sales & Marketing
Ping HD	Director of Sales
Ping HD	CTO
Presentation Products	President
Presentation Products	Director of Sales
Pro AV Systems	Northeast Sales Director
Pro AV Systems	Owner
Professional Video Supply	President
Proton 360	Owner
Proton 360	Vice President
Radiant Technology	President/CEO
RAVE Audio Visual	President
REX Electric & Technologies	SVP, Technology Division
REX Electric & Technologies	Business Development Manager, Technology Division
RPC Video Inc	Principal/Sales Engineer
S&L Integrated	President & CEO
Sage Technology Solutions	Project Manager
SAVE Electronics	CEO/ President
SCI Electronics	President
Sensory Technologies	CTO
Sharp's Audio Visual	President & CEO
Smarter Systems	President/CEO
Solotech Inc.	Sales Director, Systems Integration
Synergy CT	President/CEO
Tierney Brothers Inc	CEO
Total Video Products, Inc.	Director of Sales
Trinity Video Communications	Director of Operations
Trinity Video Communications	Assistant VP
TRITECH Communications	Vice President
TSI Technology Solutions	Engineering Manager

UNICOM Government	SVP Unified Visual Communications and Collaboration
Unified AV Systems	SVP- Regional Manager, NC
USIS Audio Visual	VP Operations
Verrex	Treasurer
Vistacom Inc	President
Visual Technologies Corporation	President
Westbury National	Regional Sales Manager
whitlock	EVP
Xcite Audiovisuals, LLC	Managing Member
Xcite Audiovisuals, LLC	Managing Member
Yorktel	Sr. VP of Engineering and Integration
Yorktel	SVP of Global Integration
Zeller Digital Innovations, Inc.	CIO
ZIO Connects	Principal

2017 SSI GUESTS

AAMI	Sales & Product Development
AAMI	President
Academy Systems Group	President
Accurate Security Pros	President
Ace Technologies of Georgia LLC	Operations Manager/Tech Development
Ackerman Security Systems	Commercial Operations Manager
Ackerman Security Systems	Commercial Project Manager
Ackerman Security Systems	Sales Manager
ADS Security	Nashville General Manager
Advantage Security, Inc.	Owner
Affordable Lock & Security Solutions	Manager
Affordable Lock & Security Solutions	Owner
Alarm New England	VP of Operations
All Safe Technologies, LLC	Owner
All Systems	Director of Innovation and National Accounts
All Systems	CTO
Altec Systems	Operations Manager
American Security Systems, Inc.	Sales Manager
Armed Response Team	President & CEO
AVS Technology	President
B-Safe Security	President
Black Lab Alarm	President
Brinton Electric Security Services, LLC	President
Certified Alarm Co.	President
Comcast	Senior Manager, Product Management
Comcast	Director of Product Management
Damar Security Systems	VP
Dehart Alarm Systems	President/Owner
Dial One Security, Inc	Operations Manager
Digital Surveillance Solutions, Inc.	President

Doyle Security Systems, Inc.	Business Development Manager
Duncan Security	Director of Sales & Marketing
Eastern Time	President
ECD Systems LLC	President/CEO
Global Security & Communication, Inc.	President
Guardian Hawk Security	IT/Special Projects Manager
Guardian Protection Services	Director Sales
HomePro Home Technology	Director of Outside Sales
HS Tech Group, Inc.	President
HS Tech Group, Inc.	VP of Sales & Marketing
Integrated Fire and Security Solutions, Inc.	Systems Design Manager
Integrated Security Technologies Hawaii	President
Knight Security Systems LLC	Sales Manager
Kratos PSS	Director of Strategic Vendor Relations
Life Safety Engineered Systems	President/CEO
Lloyd Security Inc.	VP
LOUD Security Systems	President
Low Voltage Contractors, Inc	Security Consultant
Lowitt Alarms & Security Systems, Inc.	VP
Marshall Alarm Systems, Inc.	Installation Specialist
Maximum Sound and Security	Owner
Midstate Security	VP of Sales and Marketing
Monitronics International	VP of Product Management
Moon Security	Sales Director
MSE Corporate Security	President, Business Development
National Security Company	Operations Manager
National Security Company	CEO
Owen Security Solutions	President
Priority One Security	Operations
Procom Enterprises, Ltd	Head of Residential Security
Rapid Security Solutions, LLC	President

Red Hawk Fire and Security Monitoring	Senior Director- Sales & Product Strategy
Reference Audio Video & Security	Area Sales Manager
S3 Integration, LLC	VP of Business Development (NC)
Scarsdale Security Systems	Marketing Manager
SecurExperts, Inc.	Sr. Technician
SecurExperts, Inc.	Network Analyst
Security Alarm Corporation	GM
Security Force, Inc.	President
Security Install Solutions, Inc.	President
Security Pros, LLC	Project Manager
Security Solutions Inc.	Vice President
Sentry Alarm Systems	Branch Manager
Skynet Security Systems	President
SMG Security Systems, Inc.	VP of Operations
Sonitrol of Pittsburgh	President
Sonitrol of Pittsburgh	SVP
Sonitrol Security of Delaware Valley	Owner
Southeastern Security Professionals (SSP)	Partner
Southeastern Security Professionals (SSP)	CEO
Strauss Security Solutions	Security Services Manager
Sympspire (Interactive Systems)	Security/Fire Division Manager
Systems Plus Inc.	Business Development Executive
T&R Alarm Systems	President
Tech Electronics	Director of Security Business Development
Titan Alarm, Inc.	President
Trinity Wiring & Security Solutions, LLC	President
United Alarm Services Inc	Partner
Verified Security	President/CEO
Vermillion Systems	President
Vintage Security	Residential Manager
Vision Technologies, Inc.	VP Security Practice
Wayne Alarm Systems, Inc	Sales Manager

2018 SPONSORS

- Absen America
- Access Networks
- ADI Global Distribution
- Almo Corporation
- Aprilaire
- ATEN Technology
- Atlantis Partners
- Audio Control
- Audio-Technica
- Aurora Multimedia
- Autonomic
- AvantGuard Monitoring Center
- Avenview Corporation
- AVPro Connect
- Axius
- Azione
- Barco
- Black Box
- Bold Technologies
- Bosch Communications
- Bose
- ButterflyMX
- CEDIA
- Channel Vision Technology
- Christie Digital
- Cleerline Technology
- Clinton Electronics
- Connectwise
- COPS
- Core Brands/Nortek
- CreateLED
- Crimson AV
- Datacomm
- Delta Products
- Devialet
- Digital Projection International
- DISH Network
- Dove Net Technologies, LLC
- D-Tools
- Dura-Line
- Dynaudio
- Elemental LED
- Elo Touch Solutions
- FLIR Systems
- Future Automation
- Future Ready Solutions
- Gem Electronics
- Geutebruck USA
- HARMAN
- HDBaseT Alliance
- Herman AV
- Hunter Douglas
- Infratech - USA
- Ingram Micro
- Inneos
- Insteon
- Integra
- Intellinet
- Interlogix
- Inter-M America
- IOTAS, Inc.
- ipDatatel / Resolution Products
- iPoint
- Just Add Power
- KanexPro
- Lenbrook America
- Leon Speakers
- LG Electronics
- Liberty AV Solutions
- LiftMaster
- Logitech
- Lutron Electronics Co., Inc.
- Luxul
- Metra Home Theater
- Micro Key Solutions
- Milestone AV Technologies
- Millson Custom Solutions
- Mimo Monitors
- Mobotix Corporation
- Napco Security Technologies
- NASCOM
- NEC Display Solutions
- Neocontrol
- Netsertive
- OneVision Resources
- OpenEye
- OPTEX, Inc.
- Optoma Technology, Inc.
- Origin Acoustics
- OviKu
- Pantech Design
- Paradigm Electronics
- Perennial Software Inc.
- PlanterSpeaker
- Platinum Tools Inc
- Primex
- Princeton Identity
- Prodatakey
- ProjX360
- ProSource
- Protech
- PSA Security Network
- Rently Keyless
- Resolution Products
- RevoLabs
- Ring
- RTI - Remote Technologies, Inc.
- Saferoom
- Salamander Designs
- Savant Systems
- SavvyTech
- Screen Innovations
- Security Central
- Security Information Systems
- Security Lock Distributors
- SentryNet
- Sharp
- Shure Incorporated
- Skreens
- Smoothtalker
- SnapAV
- Sonos
- Sony Electronics
- Sound Development Ltd.
- Sound United
- Starin Marketing
- Starke Sound
- Structured Cable Products, Inc.
- SurgeX
- SYNEX
- Telguard
- The Rapco Horizon Company
- Tigerpaw Software, Inc.
- Tigtrope Media Systems
- TONER Cable Equipment Inc.
- Torus Power
- TRENDnet
- TruAudio
- Tyco
- Tyco Security Products
- Universal Remote Control (URC)
- V5 Systems
- Vanco International
- Vanguard LED Display
- Vicoustic
- VideoBank
- West Penn Wire
- WeSuite
- Williams Sound
- Windy City Wire
- Yale Locks & Hardware
- Yamaha Corp. Of America
- Z-Wave Alliance