

CEPro SUMMIT

PART OF
TOTAL TECH
SUMMIT

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 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, registration and 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	CEPro SUMMIT
3:30 PM–5:00 PM	Roundtable Session – Amazon, Apple, Google: Friends or Foes 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.
5:00 PM–6:00 PM	Combined Summit Keynote Address – 5G and Emerging IoT Applications for Integrators We're creeping closer to the arrival of 5G wireless communications platforms that promise to open or enlarge markets for IoT technology-smart farms, smart/safe cities and towns, smart schools and campuses and smart retail and hospitality spaces among them. This keynote presentation from top Dish executives will update you on the development of 5G and other wide-area network platforms and the new world of opportunities emerging for your company.
6:00 PM–7:30 PM	Connections Reception

THURSDAY, NOVEMBER 8

8:00 AM–9:15 AM	Breakfast Session—Process Development and Documentation 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.
9:25 AM–11:30 AM	Boardroom Presentations
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 hardwire 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.
1:25 PM–2:00 PM	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!
9:25 AM–11:30 AM	Boardroom Presentations
12:00 PM–1:00 PM	Network Activation Luncheon
1:00 PM–4:00 PM	Exhibits Open for One-on-Ones & Browsing <i>(One-on-ones start at 1:40 PM)</i>

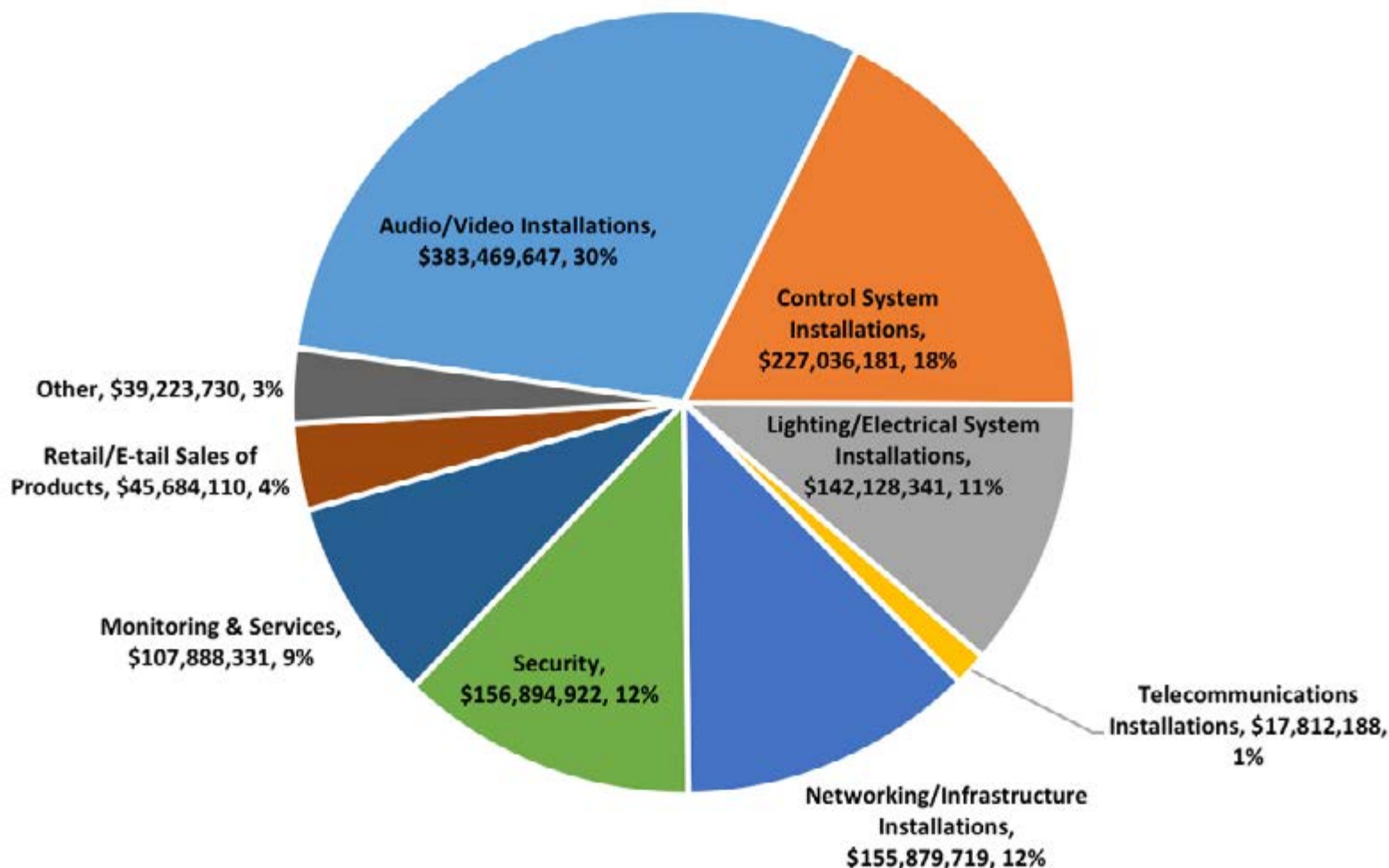
2017 CE Pro Summit Guest Facts

# of Guests	136
# of Companies Represented	117
% of guests with showrooms	75%
% of guests with alarm/security monitoring centers	11%
% of guests with network operating center (NOC)	3%
% of guests with a retail store	30%
Aggregate 2017 Revenues	\$1,276,017,168
Avg. Company Revenue	\$10,906,130
Median Company Revenue	\$4,000,000
Total # of Installations	44,301
# of Residential Installations	40,076
# of Non-Residential Installations	4,225
Average Annual Installations	379



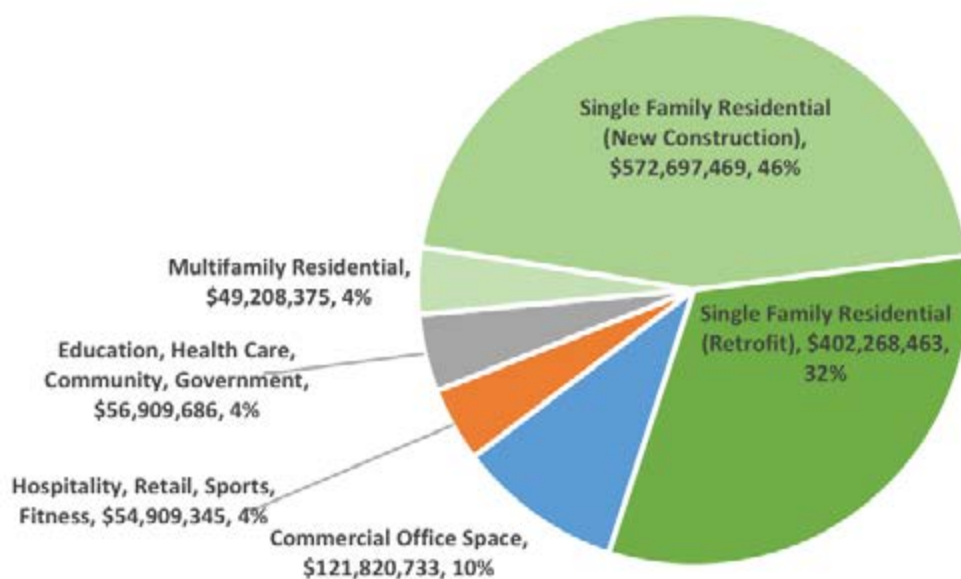
Product/Service Category	CE Aggregate Revenue	CE Avg. Co. Rev.	CE % of Total
Audio/Video Installations	\$383,469,647	\$3,277,518	30%
Control System Installations	\$227,036,181	\$1,940,480	18%
AVC Total	\$610,505,827	\$5,217,999	48%
Lighting/Electrical System Installations	\$142,128,341	\$1,214,772	11%
Telecommunications Installations	\$17,812,188	\$152,241	1%
Networking/Infrastructure Installations	\$155,879,719	\$1,332,305	12%
Lighting, Electrical, Telecom, Networks Total	\$315,820,248	\$2,699,318	25%
Video Surveillance Installations	\$85,461,587	\$730,441	7%
Electronic Access Control Installations	\$22,888,200	\$195,626	2%
Intrusion/Fire Detection Installations	\$48,545,135	\$414,916	4%
Security Total	\$156,894,922	\$1,340,982	12%
Monitoring and Managed Services	\$55,190,096	\$471,710	4%
Field Service	\$52,698,235	\$450,412	4%
Services Total	\$107,888,331	\$922,122	8%
Retail/E-tail Sales of Products	\$45,684,110	\$390,462	4%
Other Installations	\$22,611,327	\$193,259	2%
Other Services	\$16,612,403	\$141,986	1%
Other Total	\$39,223,730	\$335,246	3%

CEPRO GUEST REVENUES BY PRODUCT/ SERVICE CATEGORY



CEPRO GUEST REVENUES BY MARKET SECTOR

Market	SSI Aggregate Revenue	SSI Avg. Co. Rev.	SSI % of Total
Commercial Office Space	\$121,820,733	\$1,041,203	10%
Hospitality (Hotels, Resorts, Restaurants, Bars, Clubs)	\$34,205,822	\$292,357	3%
Retail Stores	\$13,902,366	\$118,824	1%
Sports, Fitness	\$6,801,158	\$58,130	1%
Commercial Total	\$176,730,078	\$1,510,513	14%
K-12	\$8,001,362	\$68,388	1%
Colleges & Universities	\$7,201,226	\$61,549	1%
Health Care	\$12,202,077	\$104,291	1%
Worship	\$18,903,217	\$161,566	1%
Museums, Libraries, Community Centers	\$2,800,477	\$23,936	0%
Institutional Total	\$49,108,358	\$419,730	4%
Government	\$7,801,328	\$66,678	1%
Manufacturing/Industrial	\$10,701,821	\$91,469	1%
Multifamily Residential	\$49,208,375	\$420,584	4%
Single Family Residential (New Construction)	\$572,697,469	\$4,894,850	45%
Single Family Residential (Retrofit)	\$402,268,463	\$3,438,192	32%
Residential Total	\$1,024,174,306	\$8,753,627	80%
Other	\$7,501,277	\$64,113	1%



2018 CONFIRMED & PENDING GUESTS

Company	Title
1 Sound Choice	CEO
Acadian Home Theater & Automation	AV Sales
Acadian Home Theater & Automation	Marketing & Sales
All Systems Audio & Video	Owner
Apex Audio & Video	Sales Engineer
ArchiTechKnowlogy Design Group	Chief Creative Officer
Atlanta Audio & Automation	VP/Owner
Atlantic Home Technologies	Director of Operations
ATTYWON	Founder/CEO
Audio Command Systems, Inc.	Director of Sales
Audio Dimensions	President
Audio Etc...	President
Audio Etc...	Vice President
Audio Video Designs	President
Audio Video Designs	VP Design & Engineering
Audio Video Innovations	President
Audio Video Intelligence	Vice President
Audio Video Intelligence	President
AudioOne	Owner
Audiotronics, Inc.	AV Buyer
Automated Environments	President
Automation Design & Entertainment	President
Automation Integration	Director
AV Design Consultants	President
AV Design Consultants	Operations Manager

"This is a fantastic opportunity to meet with vendors in an intimate setting and get to know their products as well as the people that represent them. These first two years have proved to open the path of communication between like-minded companies and individuals to discuss best practices in a "guard down" environment. "

AVS Design Concepts, Inc.	VP of Sales
Barrett's Technology Solutions	Technical Director
Barrett's Technology Solutions	VP & General Manager
BCG Concepts	President
BCG Concepts	Project Manager
Bekins	Electronics Integration Director
Bjorn's Audio/Video	Custom Install Manager
Bjorn's Audio/Video	Vice President
Bjorn's Audio/Video	Custom Install Manager
Cello Technologies	President
Chesapeake Systems Service	General Manager
Cyber Technologies	President
DC Home Systems	President
DC Home Systems	Process Implementation Officer
Definition Audio Video	COO
Dell Smarthome Solutions	President
Dennis Sage Home Entertainment, Inc.	President
Digital Interiors	Owner
Digital Interiors	Director of Sales

"I found it invaluable in keeping myself and my company cutting edge in the industry, both from what I learned from vendors and from colleagues. The things I took back are already making a difference in how we go to market."

"It's the best conference period to meet other successful executives and hear the latest of what everyone is doing to stay ahead of the technology curve."

Digital Logic Systems (DLS)	Owner
Domo Prestige	Director of Operations
Domo Prestige	Owner & Integrator
Eagle Sentry	Vice President
Electronic Home, Inc.	President
Elevated Electronics	Owner
Elite Electrical Enterprises, Inc.	President
Elite Media Solutions, LLC.	Owner / President
ETC	Engineer
ETC	CEO/President
FulTech Solutions	CEO
Fusion Audio + Video	Partner
Grand Home Automation	Operations/Design
Habitech Systems	President
HiDEF Lifestyle	Senior Programmer
Hi-Fi Sales	Senior Vice President
Holm Electric Inc.	President

"Very well organized. All of the events are in convenient proximity. Very informative meetings, and great networking opportunities. Manufacturers and contractors can communicate without the distractions associated with big box trade shows."

Home Technology Experts	COO
Home Technology Experts	Sales Designer
Home Theater Technologies	President
Home Theater Technologies	Sales Manager

HomePro Home Technology	Vice President of Sales
HomePro Home Technology	Manager of Builder Development
HomeTronics Lifestyles	Co-Owner
HomeTronics Lifestyles	Partner
Iconic Systems	Business Development
Insight Plus Technologies	President
Integrated Custom Audio Video	Owner
Integration Excellence	GM/Sales
iTec Consultants	Systems Designer
JAMIESONS Audio/Video	Owner/Vice President
Just One Touch / Video & Audio Center	Director of Operations
La Scala	President
Launch Systems	Founder/Managing Partner
Lelech Audio Video	President
Lelech Audio Video	Operations
Lewis AV	Outside Sales Manager
Liaison Home Automation	President
Lightworks	Integration Sales
Lightworks	President
LinkUs	Sr. Systems Designer
LinkUs	VP of Operations
Livewire, LLC	Director, Residential Services
Logic Integration, Inc.	Owner
Maxicon	CEO/Director
MaxSystems	Owner/Systems Engineer
Natural Sound	President
Nebraska Furniture Mart	General Manager
Oakville Sight & Sound	Owner/Systems Designer
Oakville Sight & Sound	President

It's always a wealth of knowledge and great to meet new people in the industry! This is an ever-changing industry that you have to stay on top of.

Omni Audio Video LLC	COO	Sterling Home Technologies, Inc.	Owner
OneButton	Director of Installation	Sterling Home Technologies, Inc.	President
Paradyme Sound & Vision	Owner	Sunbelt Technology	Owner
Premiere Systems	General Manager	Sundown One	Manager
Premiere Systems	Chief Operating Officer	Symbio Lighting & Control	Owner
proConvergence, LLC	President	Symspire (Interactive Systems)	Partner
Progressive Home	VP	Synergy FL	Electronic Systems Design Engineer
Pro-Tek Security & Audio Visual Design Group	Owner	System 7	President
Quadrant Systems	General Manager	Systems Design Company	Managing Partner
Real Audio Video	Chief People Officer	Tech Superpowers (TSP)	CEO
Real Audio Video	Owner	Technology Design Associates	Founder
Reference Audio Video & Security	Owner	Technology Interiors	VP
Security Force, Inc.	Director of Home Technologies	Technology Interiors	CEO
Service Tech AV	Viceroy	Texadia Systems	EVP
Service Tech AV	President	The Electrix Company Inc	President
SES Design Group	Director of Business Development	The Premier Group	Senior Systems Designer
SES Design Group	President	Twilight Solutions Inc.	CEO
Sight and Sound Systems, Inc.	President	Unlimited Electronic LifeStyles/Unlimited Audio Inc	Owner
SmartSystems	Vice President	Unlimited Electronic LifeStyles/Unlimited Audio Inc	VP
SmartSystems	President	Wicked Smart Homes	General Manager
Sound & Vision	President	Wicked Smart Homes	VP
Sound & Vision	Vice President	Wipliance	Owner
Sound Effects	Owner	World Vision	President
SoundCheck LLC	Installation Manager	World Wide Stereo	VP of Sales
SoundVision	Operations Manager	Xssentials LLC	Area President, Denver/ Wyoming
SoundVision, LLC	President	Xssentials LLC	COO/Partner
Stereo East Home Theater	President		
Sterling Home Technologies, Inc.	Director of Operations		

2018 SPONSORS

- Absen America
- **Access Networks**
- **ADI Global Distribution**
- alliantgroup
- Almo Corporation
- Altronix
- ATEN Technology
- Atlantis Partners
- **Audio Control**
- AudioScience, Inc.
- **August Home**
- **Aurora Multimedia**
- **AvantGuard Monitoring Center**
- **AVPro Connect**
- **Axius**
- **Azione**
- Barco
- Bold Technologies
- Bosch Communications
- **Bose**
- **ButterflyMX**
- **Channel Vision**
- Christie Digital
- **Clare Controls**
- Clearview Innovations
- Cleerline Technology
- Clinton Electronics
- Connectwise
- Cornerstone Billing Solutions
- **Crimson AV**
- Delta Electronics (Americas) Ltd.
- Devialet
- **DISH Network**
- **Domotz**
- Dormakaba
- **DoveNet Technologies**
- **D-Tools**
- **Dynaudio**
- **Emergency 24 Inc.**
- FLIR Systems
- **Future Automation**
- **Future Ready Solutions**
- Geutebruck USA Inc.
- Herman
- Hibersense Inc.
- **HTSA**
- **HTSN**
- Ingram Micro
- **INMOTION**
- Inneos
- **Integra**
- **Interlogix**
- Inter-M America
- **ipDatatel / Resolution Products (Alula)**
- **iPoint**
- JLM Wholesale
- **Just Add Power**
- KanexPro
- Leon Speakers
- **LG Electronics**
- Liberty AV Solutions
- **Linksys**
- **Logitech**
- **Lutron**
- **Luxul**
- **Metra Home Theater**
- Micro Key Solutions
- **Milestone AV Technologies**
- Mimo Monitors
- Mobotix Corporation
- **Modus VR**
- **Napco Security Technologies**
- **Nascom**
- NEC Display
- **Nortek Security (CORE Brands)**
- **OneVision Resources**
- OpenEye
- **OPTEX, Inc.**
- **Optoma Technology**
- **Optrum Technology**
- **Origin Acoustics**
- **Oviku**
- **Pantech**
- **Paradigm Electronics**
- **Perennial Software Inc.**
- **Planter Speakers**
- **Platinum Tools**
- **Primex**
- Prodatakey
- **ProjX360**
- **ProSource**
- Protech
- **Rently**
- **Ring**
- **Salamander Designs**
- **Samsung Electronics**
- **Savant Systems**
- **SavvyTech**
- **Screen Innovations**
- **Security Central**
- Security Information Systems
- **SentryNet**
- Sharp
- Shure Incorporated
- **Smoothtalker**
- **SnapAV**
- Sonance
- Sonos
- **Sony Electronics**
- Sound United
- Starin Marketing
- Starke Sound
- **Structured Cable Products**
- Sumar International
- Synnex
- **TAKEX America, Inc.**
- The Rapco Horizon Company
- Thomas & Betts/ABB
- **Tigerpaw**
- Toner Cable Equipment
- **Torus Power**
- TRENDnet
- **TruAudio**
- **Tyco**
- **URC (Universal Remote Control)**
- V5 Systems
- **Vanco International**
- Vanguard LED Display
- **Vertical Cable**
- **Vicoustic**
- **Vitek Industrial Video Products**
- **West Penn Wire**
- WeSuite
- Williams AV
- Windy City Wire
- **Wireworld Cable Technology**
- **Yale Locks & Hardware**
- **Yamaha Corp. Of America**
- Yamaha Unified Communications (Yamaha UC)
- **Z-Wave Alliance**

***Bold: Custom/residential-focused companies**

The **AE** VENTURES Guest Proven Process

Helping You Make Extraordinary Progress



- We provide needs assessment and goal setting tools.
- We arrange and cover flights, hotels, registration and meals.
- We develop a customized itinerary of presentations and meetings for you.



- We connect you with business leaders of the biggest, best and most progressive companies—those looking to grow, improve and evolve with trends just like you.
- We recruit leading vendor sponsors and educate them about your needs to increase the value of your engagements.
- We stimulate best practice sharing with peer-to-peer presentations and roundtable sessions.
- We connect the guest and sponsor community year-round with social media.



- We counsel you on idea capture and the change leadership techniques you need to implement at your company.
- We help you stay connected with peers and vendors that are your sources of inspiration and assistance.
- We keep you posted on the implementation stories of your peers, so you can model their success and learn from it.