

## CORPORATE SUMMARY

Backman Vidcom was established in 1976 as a provider of audio/video technical services and support for various institutional and corporate clients within the province of Nova Scotia. Over the years the company expanded its scope and focus to include a wider range of audio/video, multimedia, CCTV, interactive white board and video conferencing products and services. In addition we have now expanded into commercial sound, theatrical lighting, public address systems for schools, and nurse call systems for hospitals and residential care facilities. The company now services clients principally throughout the Maritime region but on occasion has done business from Newfoundland to British Columbia.

Our philosophy is to provide solutions for our clients through consultation and design, supply and installation, programming and service that maximize their communication efficiency and effectiveness. With a commitment to excellence, Backman Vidcom has built a reputation as an industry leader in the Atlantic Provinces. We are dedicated to providing the latest in high tech, high quality products and services from some of the world leaders in A/V communication equipment.

With suppliers such as Crestron, Da-Lite, Draper, Eiki, Elmo, Extron, Fuji, JBL, Panasonic, Sennheiser, Sharp, Smart Technologies, Toshiba, and many others, Backman Vidcom provides systems for a wide range of corporate, educational and institutional applications. Being affiliated with the best of these high tech companies, we offer the most current yet most dependable technology available today. We then support that technology with an extremely knowledgeable, client oriented sales force and a well trained, problem solving service department.

Backman Vidcom has become the A/V partner of choice for many clients throughout Atlantic Canada over the past 30 years. We are proud to be chosen by such educational clients as Acadia, Dalhousie, Saint Mary's, and St. Francis Xavier universities, St. Thomas University, the University of New Brunswick, various school boards and community colleges, and others.

We are suppliers to many government departments, federal, provincial and municipal, the military, and various health authorities. We have handled projects as varied as the Nova Scotia P3 school program to installations for the Department of National Defence to major corporate multimedia boardrooms.

Atlantic corporations such as Atlantic Tractors and Equipment, Deloitte, McInnes Cooper, Nova Scotia Power and Sobeys among many others call on Backman Vidcom when they need it done well. Our products and services have gone into many of the schools, hospitals, government departments, corporate classrooms and corporate boardrooms in Atlantic Canada.

Backman Vidcom will continue to explore, evaluate and secure new products and technology as both the company and the industry evolve in the future. We believe that success comes only from being the best supplier of solutions in the market place. To that end, we are committed.

We look forward to working with you.

Daniel O'Malley  
President and General Manager