



EXACT

CAPABILITY STATEMENT



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## ABOUT US

Exact Technologies is a leading provider of high-end electronic security solutions, specializing in delivering comprehensive security services to a diverse range of clients.

Since our inception in 2009 we have provided tailored security solutions that meet the unique needs of our clients. We achieve great results through:

- strong commitment to excellence and innovation,
- leveraging cutting-edge technologies,
- recognizing that every client's security needs are unique,
- working closely with clients to gain a comprehensive understanding of their requirements,

As a trusted partner in safeguarding assets, facilities, people and your reputation, we have built a reputation for delivering superior security systems that mitigate risks and ensure peace of mind.

### Our service offerings include:

#### Consultation and Planning

Our experienced personnel assess your vulnerabilities and provide expert recommendations tailored to your needs.

#### System Design and Installation

We design and deploy high-end electronic security solutions, including access control, video surveillance, intrusion detection, video analytic, and intercom systems.

#### Integration and Automation

We specialise in integrating security systems with third party solutions, creating seamless workflows and maximizing operational efficiency.

#### Remote System Monitoring

Our advanced technology allows us to remotely monitor the performance of your electronic security systems. Through real-time monitoring, we can identify any potential issues or irregularities and take prompt action to resolve them, minimizing disruptions to your security operations.

#### Maintenance and Support

We offer comprehensive maintenance programs to ensure the ongoing reliability and optimal performance of your security systems.



Our clients' satisfaction is at the core of everything we do - we strive to build long-term relationships with our clients. Our key commitments are to:

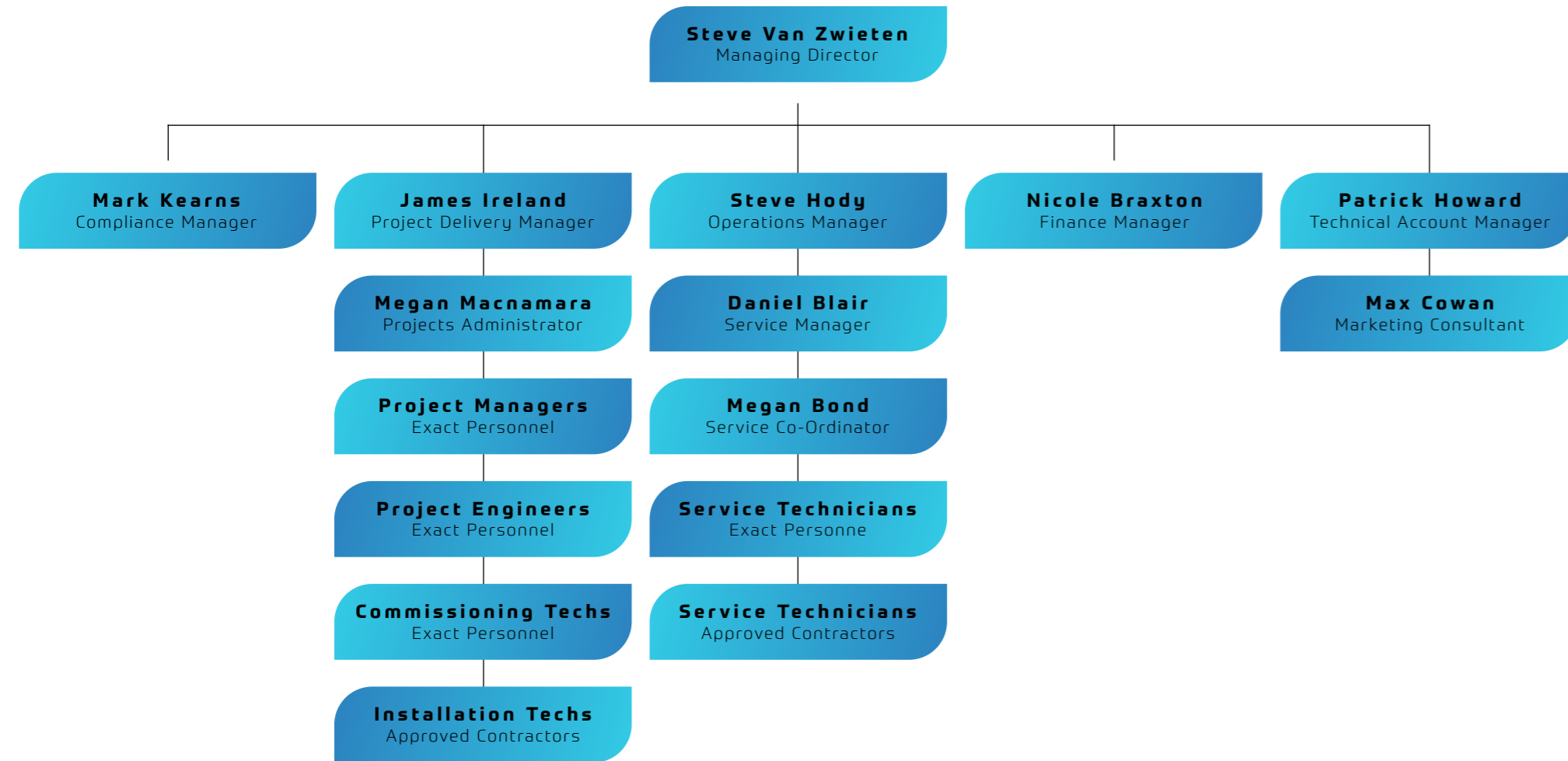
- personalized service and exceptional support.
- delivering high-quality security solutions surpassing industry standards and offering superior protection and peace of mind.
- establishing partnerships with renowned manufacturers.
- regularly undertake training and certification to stay ahead of industry advances.

Exact delivers comprehensive and reliable security services across Australia. Our nationwide 24/7 service is backed by remote software support providing efficient real-time monitoring, diagnosis and resolution of technical issues.

We have certified technical staff across the country through our offices in Sydney, Newcastle, and Brisbane and through strategic partnerships in all other states.



# ORGANISATIONAL STRUCTURE



## Steve Van Zwieten (Jr)

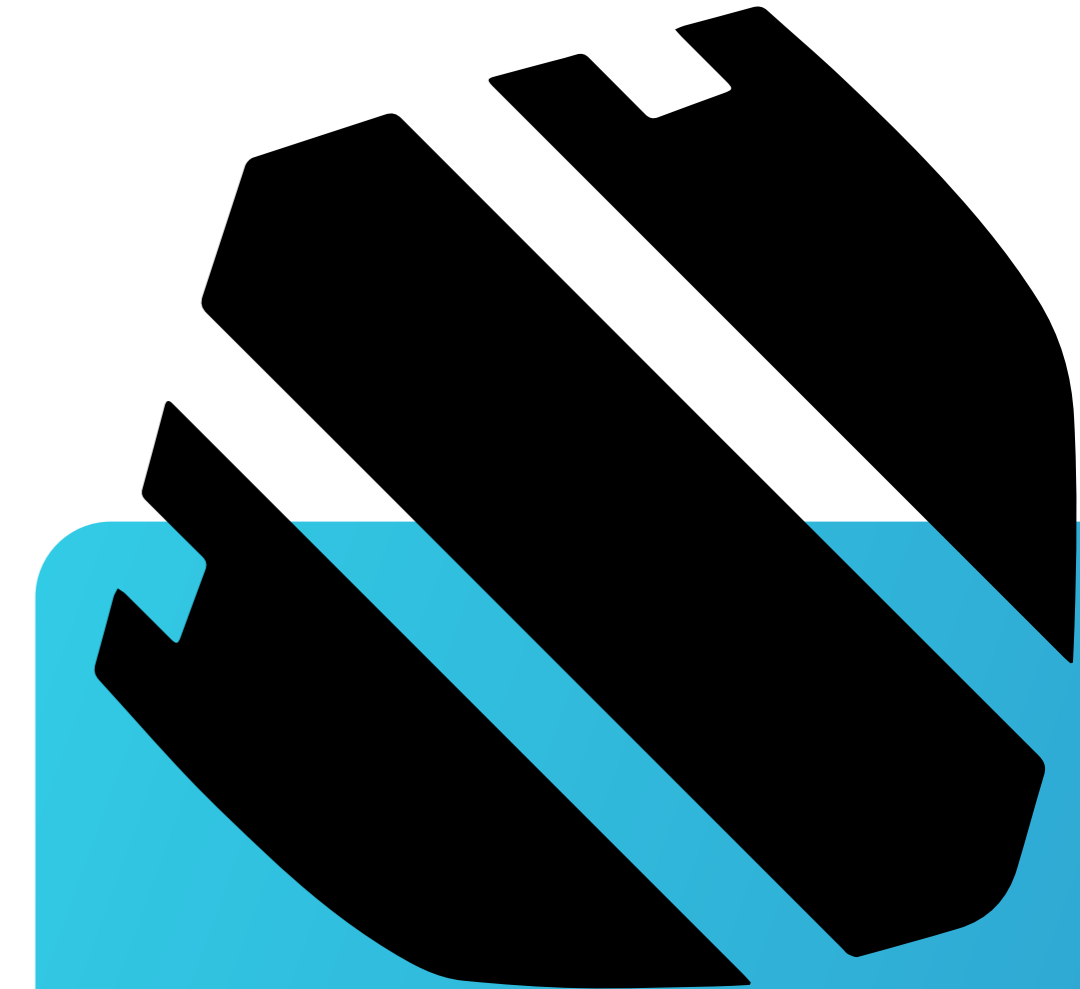
### Managing Director

With 23 years of experience in the Security Electronics Industry, Steve has established an exceptional track record. His extensive expertise in project management, client relationship management, and technical proficiency enables him to provide exceptional leadership and guidance for Exact Technologies.

As Managing Director, Steve's deep understanding of the industry and his ability to anticipate market trends and technological advancements ensures that Exact Technologies stays at the forefront of the field. He leverages his vast network of suppliers, contractors, and specialised technicians/engineers to deliver innovative and reliable security solutions that address the unique needs of each client.

Steve's hands-on experience in designing and implementing major projects, coupled with his unwavering commitment to technical efficiency and quality workmanship, translates into exceptional service and client satisfaction. His focus on exceeding client expectations and maintaining strong relationships has resulted in a remarkable 100% client retention rate throughout his career.

By leading Exact Technologies as Managing Director, Steve brings his comprehensive knowledge, strategic vision, and dedication to excellence to benefit our clients. His expertise ensures that our clients receive tailored security solutions, unrivaled project management, and exceptional service, ultimately providing them with peace of mind and the highest level of protection.



# OUR SERVICES & PRODUCTS

At Exact Technologies, we specialise in delivering quality electronic security services and products, offering a comprehensive range of cutting-edge solutions to meet your security needs. We are proud partners with industry-leading brands such as Gallagher, Integriti, Avigilon, and Genetec - all renowned for their innovation, reliability, and advanced features.

We specialise and excel in our chosen field. We prioritise quality over quantity. Our focus on a select range of products, frees our expertise and resources for dedication to perfecting their design, functionality, and reliability.

Our commitment to a curated selection of products keeps us at the forefront of technological advancements and industry trends. By honing our expertise in these carefully chosen areas, we can consistently deliver innovative, cutting-edge solutions that exceed our customers' expectations.

Our products and services cover a diverse range of security and security-related technology including:



## **CCTV Surveillance & Video Management Software.**



## **Access Control, Alarm Systems & Monitoring.**



## **Facial Recognition and other Biometric applications.**



## **Network Infrastructure: Power & Data Networks, Pole & Civil.**



## **Next-Generation Video Analytics.**



## **Project Management, Service & Remote Support.**



With **Gallagher**, we provide robust access control and perimeter security solutions that ensure only authorized individuals have access to your premises, protecting your assets and maintaining a secure environment. The Gallagher system offers seamless integration with various security components, allowing for comprehensive control and monitoring.



Our Integriti solutions deliver advanced security management, combining access control, intrusion detection, and integrated CCTV systems. With Integriti, you gain centralized control and real-time situational awareness, enhancing your security capabilities and streamlining operations.



Genetec offers a comprehensive security platform that encompasses video management, access control, and license plate recognition systems. With Genetec, you benefit from a unified and intuitive interface, empowering you to efficiently manage and analyze security data, improve response times, and mitigate risks.



Avigilon, a trusted name in video surveillance, offers high-definition cameras, advanced video analytics, and powerful management software. Our Avigilon solutions provide crystal-clear video footage, intelligent detection of suspicious activities, and scalable systems tailored to your specific requirements.



Avigilon Alta (formerly Ava Security) is our cloud-based video analytics platform. Powered by AI, it offers advanced video surveillance capabilities, real-time threat detection, and actionable insights. With Avigilon Alta, we optimize security operations and protect your assets effectively. Benefit from cloud recording, deep learning algorithms, and proactive risk mitigation with our expertise in Avigilon Alta.

Our team of experts is certified and highly experienced in implementing and integrating these industry-leading solutions into your existing infrastructure. We offer professional installation, configuration, and ongoing support to ensure that your electronic security systems operate at peak performance, providing you with the highest level of protection.

## COMMITMENT TO PROJECT AND ACCOUNT MANAGEMENT

At Exact Technologies, we place a strong emphasis on project management to ensure the successful implementation of your electronic security solutions.

Our project managers have extensive experience and expertise in overseeing complex projects from initiation to completion. Industry-standard methodologies are deployed to effectively plan, execute, and control all aspects of your security project, ensuring it is delivered on time, within budget, and to the highest standards.

A dedicated account manager is assigned to each project. They are your primary point of contact and responsible for understanding your unique security requirements. The account manager coordinates our team of experts and provides regular updates on project progress. Their key function is to ensure clear communication and a seamless project experience.

We understand that ongoing maintenance and service are crucial for the continued performance and reliability of your security systems. That's why we offer comprehensive maintenance programs tailored to your specific needs. Our maintenance programs include regular inspections, preventive maintenance, software updates, and system optimization to identify and address any potential issues before they become significant concerns.

In addition to scheduled maintenance, we provide ad hoc service work to address any unexpected issues or urgent requirements that may arise. Our responsive team of technicians is available to provide timely support, troubleshoot problems, and ensure minimal disruption to your security operations.

Long-term value for our clients is built on effective project management, combined with ongoing maintenance programs and responsive account management.

## SERVICE METHODOLOGY

Central to Exact's service methodology is communication and collaboration between our clients and the Exact team - service team and technicians. This ensures those very important ad hoc, unscheduled, urgent or emergency requests are handled effectively.

To achieve this our dedicated customer service team is supported by a robust ticketing system. All the relevant information is captured, ensuring no request is overlooked and the appropriate technician is assigned to each request.

Importantly, the system allows and encourages direct communication between our technicians and clients - allowing technicians to seek clarification, provide updates or request additional information. Likewise, clients can easily communicate their requirements, provide feedback or ask questions about ongoing service requests. The process is both transparent and efficient.



## GOVERNANCE

In August 2023 Exact Technologies achieved ISO accreditation for quality management, environmental management, and health and safety.

Since inception we have been committed to and have upheld the highest standards in these areas. Accreditation affirms our commitment and ensures the continued well-being of our clients, employees, and the environment.

Throughout the accreditation process we have further implemented and improved robust systems and processes to streamline operations, enhance efficiency, minimise environmental impact, and prioritise health and safety.



## SECURITY LICENCES

We hold a Master Licence in NSW and Qld, and a Business Licence in Victoria, demonstrating our compliance with regional regulations. Exact's personnel are registered private security holders in each state, ensuring they meet the necessary qualifications and legal requirements.

Additionally, we have applied for our ACT Security Master Licence and we hope to have this towards the end of June, further expanding our reach. In Adelaide, our personnel and directors are required to hold a private security licence, aligning with local regulations.

## VALUES

We pride ourselves on a strong set of values that define how we do things:

### INTEGRITY

Our company culture revolves around the highest ethical standards, transparency, and accountability, fostering trust and long-lasting relationships.

### LOYALTY

We prioritise the support and maintenance of existing clients, valuing their satisfaction and loyalty over winning large projects. Our growth strategy is directed to sustainable growth.

### SERVICE

Exceptional service is at the core of our relationships. We go above and beyond to exceed client expectations, providing unparalleled support and building strong connections.

### INNOVATION

We have a culture that embraces innovation, constantly seeking new technologies and applications to enhance the client experience and address emerging security challenges.

These values - **integrity, loyalty, service, innovation** - drive our commitment to delivering outstanding electronic security solutions and ensuring the success and satisfaction of our clients.

## WHY EXACT TECHNOLOGIES?

We are driven by both quality products and outstanding workmanship. By coupling superior products with exceptional expertise Exact clients experience unparalleled quality & service delivery and therefore incredible value.

**Quality Products** – Quality products are central to the security solutions we develop – the products we recommend are both proven and cutting edge.

**Exceptional Expertise** – Experience and expertise is applied to every aspect of our design and installation. We specialise in complex, highly regulated and multi-site solutions.

These qualities are important to us - and our clients - but what really distinguishes Exact Technologies?

“ **ACCOUNT MANAGEMENT – ONGOING SUPPORT & SERVICE**

**IS NOT JUST WHAT WE ARE, IT'S WHO WE ARE.** ”

Exact's extraordinary commitment to account management services means our clients experience the utmost care and attention. Our clients deserve it and we thrive on delivering it – this is the cornerstone for building lasting relationships.

## KEY PROJECTS





# COMMBANK STADIUM, PARRAMATTA, NSW

## Services

Install and commission surveillance hardware, software, analytics and infra-structure.

Avigilon Cameras needed to be strategically located through the carpark, back of house, entertainment and gantry. This included delivery of fibre and power through the carpark and recording and analytics capability.

- 80 Avigilon CCTV Cameras.
- Avigilon Network Video Recorder.
- Video Analytics: Appearance Search & Unusual Motion Detection.
- Network Infrastructure: AMP Structured Cabling Network & Configuration.



# NSW DEPARTMENT OF JUSTICE, STATEWIDE

## Services

This project requires the progressive installation/upgrade of CCTV and access control for all Department of Justice properties across NSW, including Courthouses and Administration buildings. **Avigilon CCTV and Integriti Access Control** are the products being deployed.

# UNIVERSITY OF NEWCASTLE, NEWCASTLE, NSW



## Services

### Callaghan Campus (Main Campus)

- 400 Avigilon CCTV Cameras at Callaghan Campus.
- 24 Hr Control Room monitoring 160 buildings on 160 hectares.
- Design solutions to deliver fibre & power to remote areas of property.
- All type of Avigilon Camera Form Types utilised. Cameras range from 2MP through to 30MP.

### Satellite Campuses

- CBD Campus – Newspace – 100 Avigilon CCTV Cameras.
- Ourimbah Campus currently 30 Cameras to be increased to 100 Cameras.
- Planning for rollout of Avigilon CCTV to all 27 Campuses.

# BAIADA, NATIONAL – 400 SITES

## Services

- CCTV & VMS: Avigilon: – 2000+ Channels across 400 sites.
- Access Control: Gallagher – 1400+ doors with 4000+ alarm inputs
- Video Analytics: Appearance Search & Unusual Motion Detection.
- Network Infrastructure: SDWAN, firewall and LAN, structured cable network.
- Service & Maintenance: Routine maintenance, remote service, and ad hoc support.

## THE STAR CASINO, SYDNEY, NSW

### Scope

- CCTV & VMS: 3500+ channels
- People Counting: Thermal cameras
- Facial Recognition

**Contract Value:** \$5,000,000+



## THE STAR CASINO, GOLD COAST, QLD

### Scope

- CCTV & VMS: 2200
- Upgrade of CCTV Servers and Licenses

**Contract Value:** \$1,000,000+



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