STRATEGIC TECHNOLOGY PARTNER

Alvarez
Technology Group

Network Management | Security & Data Backup | VoIP | Cloud Services

Taking Your IoT Practice To The Next Level

Luis M. Alvarez
President & CEO

What is the Internet of Things?   Answer: A Concept

Bridging IT assets that analyze data and publish actionable insights with…

Ubiquitously connected operational assets that produce data.

Information Technology
Servers, Storage, Enterprise Networks, Routers, Switches, Cellular Networks, WLAN Networks, WPAN Networks, IPTV's, Displays

Client Technologies
TV's, Smartphones, PC's, Tablets, Personnel Instrumentation, A/V Equip,

Buildings
HVAC Systems, Escalators, Elevators, Access Control, Lighting, Safety, Security, etc.

Retail
Inventory systems, POS terminals, Kiosks, Ticketing, Dig Signs, RFID Tags, etc.

Healthcare
Monitoring, Imaging, Diagnostic, Surgical, Beds, Pumps, Implants, Test Systems, etc.

Natural Resources
Farm Equipment, Water Systems, Mining Equip, Drilling Equip, Pipelines, Tanks, etc.

Energy
Turbines, Generators, UPS, Meters, Breakers, Sockets, Switches, etc.

Industrial
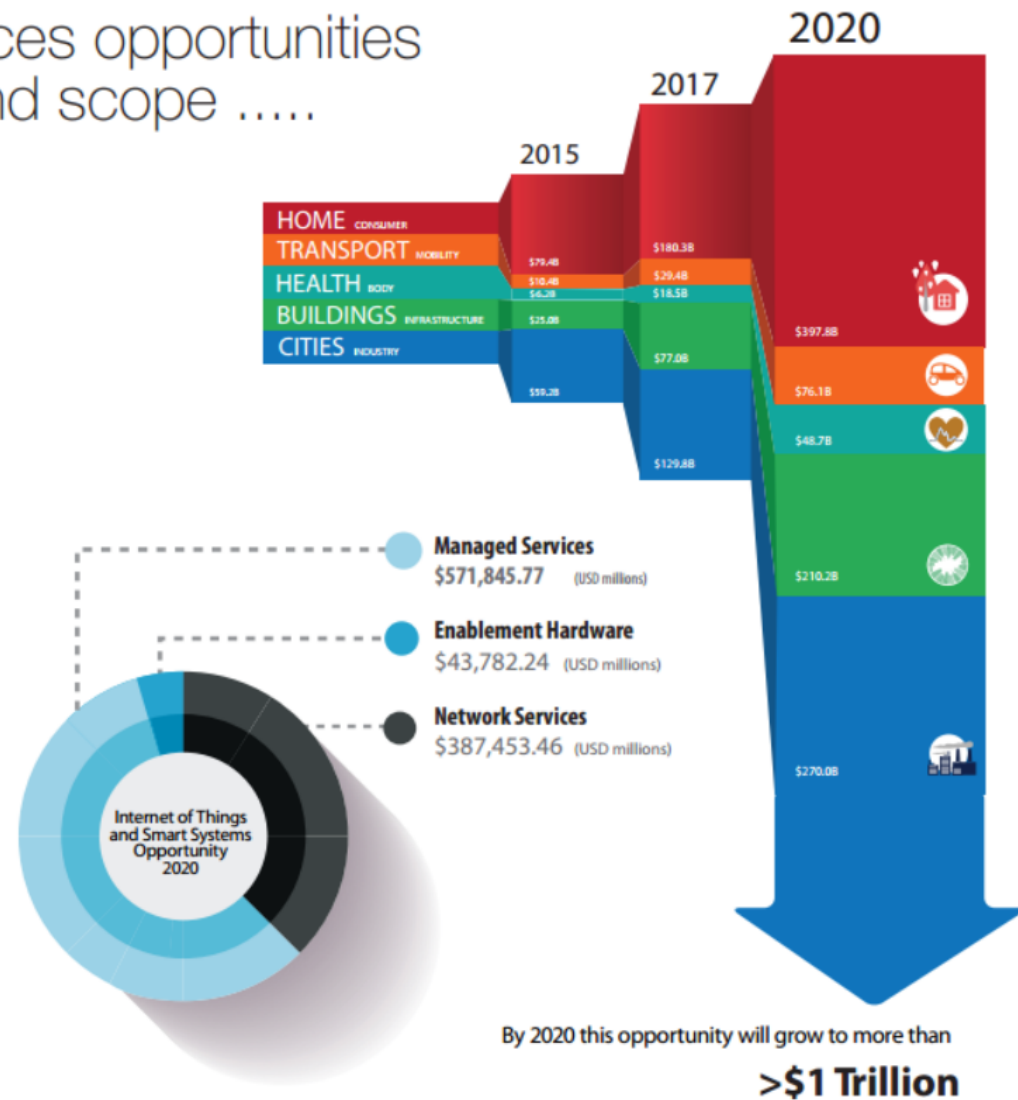Pumps, valves, vats, conveyers, motors, drives, robots, manufacturing, assembly, packaging,

Transportation
Ships, Vehicles, Trucks, Cars, Fleets, Traffic Sys, Rail, Bus, Taxi, Parking, Tolls, Signs, Tags

Safety & Security
GPS, Radar, ATC, Weapons, Scanners, Radio, Containment, Fencing, First Responder, Emergency

smart systems and services opportunities are enormous in scale and scope .....

smart connected systems spending is likely to grow to a scale that is larger than all previous generations of IT and Network spending

HOME CONSUMER
TRANSPORT MOBILITY
HEALTH BODY
BUILDINGS INFRASTRUCTURE
CITIES INDUSTRY

2015
$79.4B
$10.4B
$6.2B
$25.0B
$59.2B

2017
$180.3B
$29.4B
$18.5B
$77.0B
$129.8B

2020
$397.8B
$76.1B
$48.7B
$210.2B
$270.0B

Managed Services
$571,845.77 (USD millions)

Enablement Hardware
$43,782.24 (USD millions)

Network Services
$387,453.46 (USD millions)

Internet of Things and Smart Systems Opportunity 2020

By 2020 this opportunity will grow to more than

>$1 Trillion

Courtesy of Rick Lisa

intel

Alvarez Technology Group

FUTURE FARMS
small and smart

SURVEY DRONES
Aerial drones survey the fields, mapping weeds, yield and soil variation. This enables precise application of inputs, mapping spread of pernicious weed blackgrass could increasing Wheat yields by 2-5%.

FLEET OF AGRIBOTS
A herd of specialised agribots tend to crops, weeding, fertilising and harvesting. Robots capable of microdot application of fertiliser reduce fertiliser cost by 99.9%.

FARMING DATA
The farm generates vast quantities of rich and varied data. This is stored in the cloud. Data can be used as digital evidence reducing time spent completing grant applications or carrying out farm inspections saving on average £5,500 per farm per year.

TEXTING COWS
Sensors attached to livestock allowing monitoring of animal health and wellbeing. They can send texts to alert farmers when a cow goes into labour or develops infection increasing herd survival and increasing milk yields by 10%.

SMART TRACTORS
GPS controlled steering and optimised route planning reduces soil erosion, saving fuel costs by 10%.

BCC Video Surveillance Requirements

In California, the Bureau of Cannabis Control developed regulations that every cannabis related business must comply with in order to remain in good standing. Here are some of the requirements:

- Each licensed premises must have a digital video surveillance system with a minimum camera resolution of 1280 × 720 pixels.
- The video surveillance system must be able to effectively and clearly record images of the area under surveillance at all times (not motion activated).
- Placement of the video cameras must provide clear and certain identification of any people or activities in the areas that are required to be filmed.
- Cameras must record continuously 24 hours a day and at a minimum of 15 frames per second (FPS).
- 24-hour video surveillance for transport of cannabis and implementation of video surveillance in delivery vehicles

In addition to State requirements, local and City government may have regulations that exceed the regulations of the BCC. We work with local officials to understand those regulations to make sure our solution is compliant. There are many more BCC requirements and California's cannabis industry policies and rules are constantly evolving – as your subject matter experts, we stay up-to-date on the latest regulations.
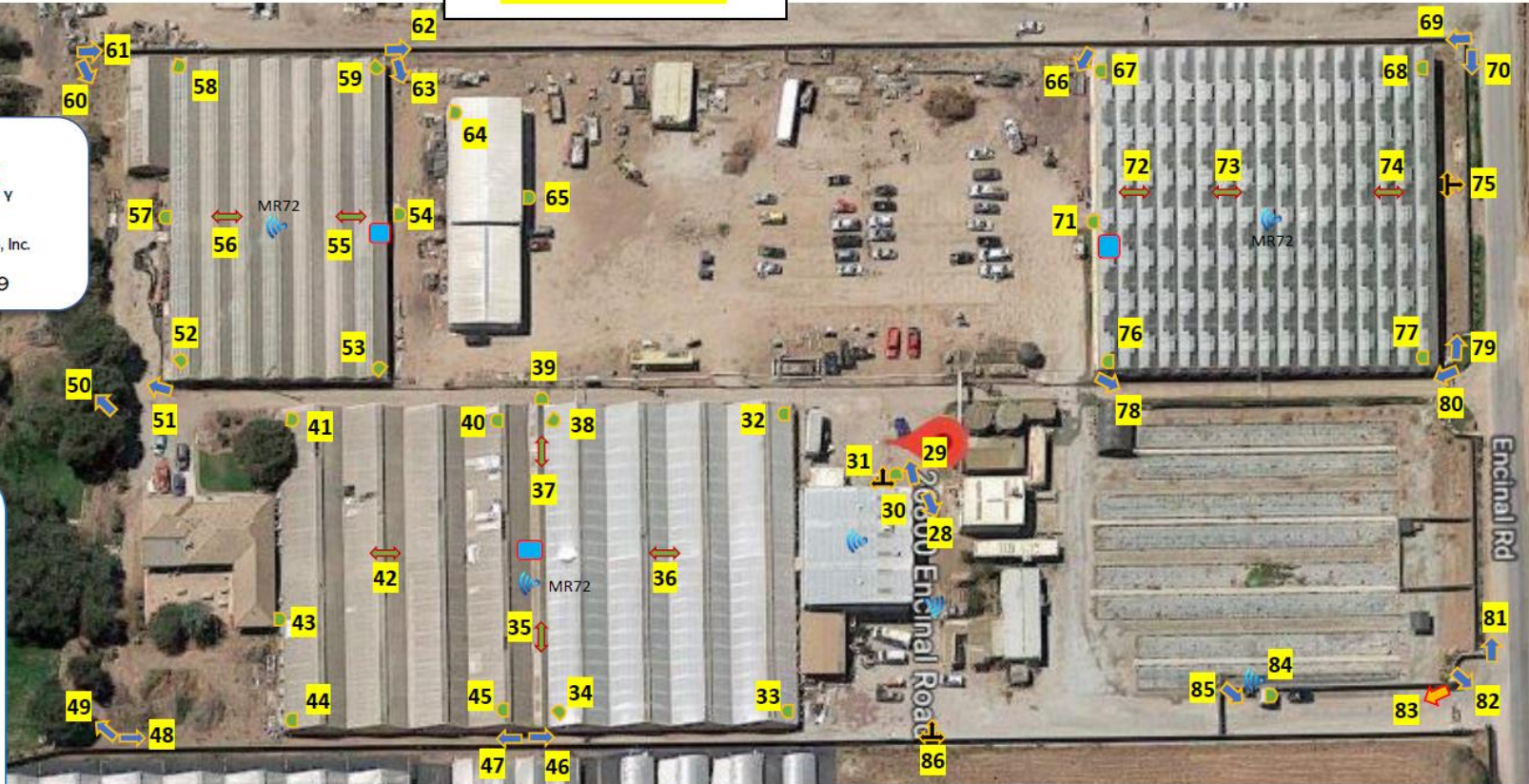
EXHIBIT A.1

VEO VERDE
TECHNOLOGY
a division of:
Alvarez Technology Group, Inc.
(831) 272-0669

Cameras
↔ Hallway
➡ Bullet
▪ Dome
⊥ 180
● Fisheye
⇨ LPR

Network
■ MDF
■ IDF
•))) Access Point

California New Wave
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Salinas, CA 93908

V.3 8/29/2019 4:00 PM

Safe • Secure • Successful

Serving the California cannabis community

(831) 272-0669
www.veoverde.tech

Partners

Veo Verde is technology agnostic, however we have formed close relationships with leading solutions providers.

Strategic Business Partner in Physical Security

Proud Members of

Our Services

Solutions compliant with local, county and state Bureau of Cannabis Control regulations

Access Control

- Perimeter and Interior
- Door & Gate Access
- Emergency Call Box
- Restricted Key System
- Visitor Management
- Video Intercoms
- Networked Door Locks
- Panic Buttons

Video Surveillance

- High Resolutions Cameras
- Object Detection
- License Plate Recognition
- Flexible Onsite and Cloud Based Video Recording Storage
- iOS or Android Video Viewing App

Workflow Management

- Improve Data Collections
- Streamline Efficiencies
- Managed Growth and Margins
- Batch Manufacturing Tracking
- Managed Organization's Finances

Security Guard Management

- Security Guard Tracking and Monitoring
- Efficiency and Incident Reporting
- Optimize Security Operations
- Site Management

IT Management

- Managed Services IoT Monitoring & Management
- Staff Technology Support
- Assessment and Consulting
- Outsourcing Services
- Project Management
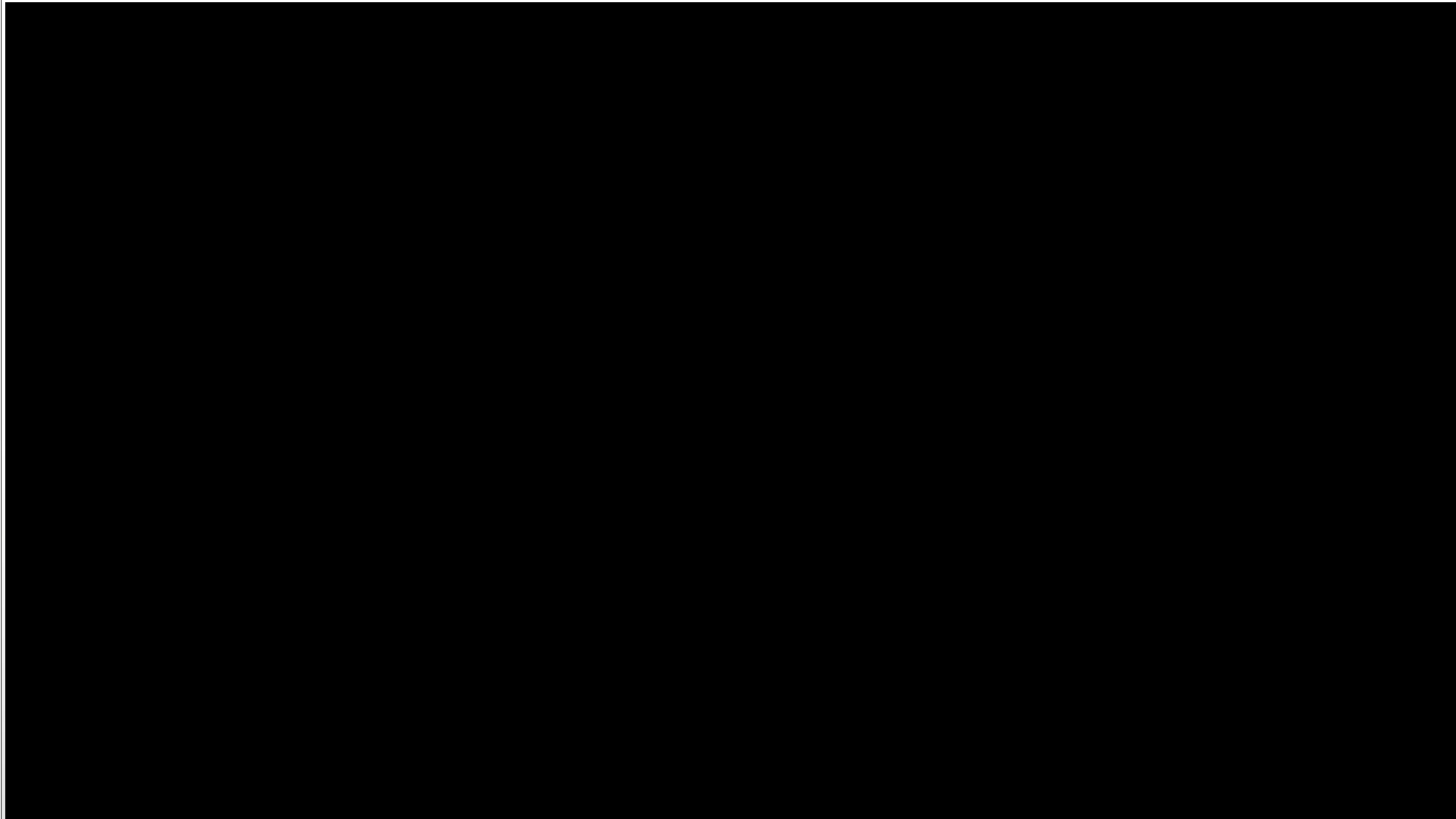- Cybersecurity Operations

KMCCommander™
IoT and Automation Platform

The Internet of Things is here. KMC Commander™ is an IoT platform designed to help businesses affordably solve immediate problems while providing a long-term solution for their IoT strategy.

KMC Commander helps to optimize energy usage, increase operational efficiency, maximize occupant comfort, and ensure a safe environment. By utilizing common protocols for sensors, devices, controllers, and building systems, KMC Commander collects data using an on-premise gateway and sends that data to the cloud. It then tracks, trends, and triggers that data based on user preferences, all while making the data available on any device with an Internet connection. It does all this securely while providing an optimized, open platform on which to build.

Thank You for being here

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