

## PRESS RELEASE

# AES Corporation Showcases Capabilities and What's New in 2016 at ISC West

March 31, 2016 (Peabody, Massachusetts) – AES Corporation, the leading manufacturer of long-range wireless private mesh radio alarm communication products and services, will be exhibiting at ISC West 2016. The tradeshow is taking place on April 6-8, 2016 at the Sands Expo in Las Vegas, Nevada. AES will showcase new UL listed and NFPA compliant fire products. The 7706-ULF Integrated Fire Monitoring System was engineered in close collaboration with partner Potter Electric Signal Co., ideal for small to mid-size fire protection applications. The 7788F-ULP-P Subscriber with AES-*IntelliPro* & Local Annunciator provides a faster and cleaner installation, designed for primary standalone fire alarm communication.

AES will also present many other recently launched initiatives. The AES-*MultiNet*1067 & IP Link 23YQ releases are available to customers enrolled in the AES Maintenance Program. The AES Engineering team worked closely with customers to develop upgrades that provide real world solutions to manage their network, such as the AES-*Network Management System* (NMS) and Disaster Recovery (DR) to quiet radios. These developments represent the evolution of a significant engineering and design investment made by AES with our customer's needs in mind.

The AES-*IntelliStart* service has been enhanced, providing customers with a dedicated Project Manager and Field Technician to assist every step of the way from the project kickoff call to onsite installation and weekly status check-ins. AES-*IntelliStart* is your complete network startup solution, assuring a reliable and fast private wireless network is in place and operating at peak performance.

It's easier than ever to do business with AES. Product datasheets and manuals are posted on the front end of the [aes-corp.com](http://aes-corp.com) website under the Resources tab, now available for download in your choice of either hi res or low res format whether you want to have professionally printed or

print quickly from your desktop. Subscribe to the new AES Insights blog to find valuable information on topics related to alarm monitoring businesses and the security industry. Click on our Fire Marshal Resources web page to view official listings and access the quick reference guide outlining information on how to validate multiple paths and define terminology.

The new AES Dealer Marketing Toolkit was designed to give customers additional support and provide promotional tools to help them generate more business. Membership grants dealers access to a dedicated place for customizable end user collateral for creating lead-generating marketing materials. Video Customization is also available by AES Corporation's design agency for AES Dealers who have their own branded network and want to personalize with their own logo and contact information.

AES Training Academy offers a wide variety of ways for customers to receive education on AES-*IntelliNet*<sup>®</sup> patented mesh radio technology, products, and services with many options to choose from. Live training is held monthly at AES Corporate Headquarters. Onsite training can be scheduled at the Customer site or delivered remotely via web. Regional training sessions are scheduled for multiple dealers and installers at AES hosted venues across the country. Additional professional services provided by the AES Technical Support team include Network Planning and Site Certification of installations. View AES Training Academy Videos online at <http://aes-corp.com/dealer-resources/aes-training-academy/videos/>.

As part of AES Corporation's commitment to providing world class technical support and customer service excellence, the Support team has been expanded with the addition of Lee Dubé, Director of Technical Support. Henry Carrillo, Technical Support Project Coordinator recently joined the company providing bilingual capabilities to assist customers in the Latin America region.

"In 2016, we're taking our capabilities to an even higher level with tools to help our dealers gain even more end users and maximize their return on investment in AES technology. We're providing access to information for all levels of customers, from installers to sales and marketing, to help them do their jobs in the field and we're enhancing our product lines to provide better performance," said Bill Kieckhafer, President & COO, AES Corporation. "Our dedicated team is already working on 2017 products and services. We look forward to sharing these developments in the months to come as we roll out our product roadmap initiatives."

To learn more about how mesh radio technology works, visit our website and check out our video gallery at <http://aes-corp.com/resources/video-gallery/>. For product and pricing information, please contact our global Sales team at (800) 237-6387 or [sales@aes-corp.com](mailto:sales@aes-corp.com).

### **About AES Corporation**

Established in 1974, AES Corporation is the leading manufacturer of code compliant wireless alarm communication products and solutions serving commercial security markets and government agencies worldwide. AES-*IntelliNet*<sup>®</sup> patented technology will never sunset compared to obsoleting technologies such as cellular and traditional phone lines. AES private mesh radio networks are owner operated and controlled, providing infinite scalability and superior reliability with the fastest transmission speed available. Over a half million AES smart subscribers are installed worldwide. AES is the clear choice for life safety and security, protecting people and property for over 40 years.

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