

DIGITIZE, INC. WHITE PAPER

Company Description

Digitize is a leading designer and manufacturer of sophisticated proprietary fire and security alarm monitoring systems, used worldwide. The company was founded in 1977 by Abraham Brecher following the successful bid to install a citywide fire alarm monitoring system for the city of Philadelphia, the first such system based on digitally decoding telegraph boxes. In 1983, the company was recognized as one of the fastest growing privately held companies in the United States. As the company moves past its 30th anniversary, Digitize has assumed a leadership position in its niche market, and has continued to develop and enhance a high quality product line focused on custom and multiple building applications. The strength of the company lies in its ability to provide innovative solutions to complex alarm monitoring problems. This capability, along with the ability to interface with a variety of other manufacturers' equipment, allows Digitize to differentiate itself from its competitors.

The company is ISO 9001-2000 certified, which mandates its focus on continuous improvement and total customer satisfaction, as well as enhancing its commitment to deliver the highest quality products and systems. Digitize systems are UL listed and FM approved for fire, security, energy management and process control. As new products are developed, the company has them tested and approved for UL certification in their respective categories.

Currently, the company is implementing a new and more pro-active sales direction to aggressively pursue short and long term revenue growth. This sales initiative is being led by Arnon Amir, Vice President of Sales, who has developed and is executing the Business Plan necessary to achieve the company's growth objectives. The new sales direction will leverage the company's strength in the fire and security market to transition Digitize from a product and engineering company to a more pro-active sales driven and customer focused organization. The commitment to expand the company's distribution channels, thus creating additional business opportunities, is an essential ingredient of this new sales initiative.

Digitize Management Personnel

Abraham Brecher	Founder and President
Arnon Amir	Vice President, Sales
Linda Brecher	Vice President, Operations

Management Profile

As a successful entrepreneur, Mr. Brecher's has positioned the company for short and long-term growth. His expertise in designing custom software applications and his ability to develop innovative solutions to complex problems has positioned Digitize as a leader in this market. Mr. Brecher holds a BS degree in Electrical Engineering and a Masters in Business Administration, which he has combined to build a market-sensitive and customer focused business. His unique understanding of complex fire and security alarm applications and the products and systems needed to effectively compete in this market have kept Digitize at the forefront of the alarm monitoring industry.

Mr. Amir brings to Digitize an extensive background in sales organization development and business growth. His vision is to focus on our strengths as an industry leader and implement a new sales direction for the company, which will emphasize a greater concentration on offering the best possible solutions for our customers. Mr. Amir's experience includes senior level management positions in high tech and complex businesses, where his ability to develop long-lasting and mutually beneficial business relationships were essential to his success.

Ms. Brecher joined Digitize 10 years ago and has overall operational management responsibility for the company, which includes Production, Customer Service and Human Resources. She was responsible for the company becoming ISO 9001-2000 certified, and is committed to ensure that Digitize continue to operate and improve as a professional and customer focused organization.

Digitize Market Segment and Customer Base

Digitize's target markets include military installations, university campuses, government buildings, municipalities, transportation, industrial complexes, high-rise buildings, water treatment facilities and sanitation stations. Examples of common requirements for these customers are monitoring multiple locations or buildings, networking and displaying alarms at a central station, or several stations, communicating over various transmission media and the need to interface with a variety of manufacturers' equipment.

Digitize Mix & Match Philosophy

Digitize's alarm reporting and monitoring system is advanced and flexible, and can accept signals from virtually any alarm-input device. Our systems will issue alerts, identify sources, coordinate and suggest the best response to any alarm or trouble condition. The System 3505 will accept mixed or matched, individual or simultaneous inputs from direct wire, reverse relay, telegraph, 1221 radio, digital communicators, serial input/output devices and multiplexing systems (permitting interface between conventional and addressable fire alarm control panels) and multiplex point addressable interactive systems. The system will allow mixing and matching any of the following transmission media: hard wire, fiber optic, audio modem, Ethernet and several types of

radio frequencies. Digitize systems accept any combinations of these inputs, so it can be put to work with existing systems, without costly upgrades, or replacing current field equipment. This can save customers thousands of dollars.

Customers may also mix and match any of the following transmission media: hard wire, fiber optic, TCP/IP (over a Local Area Network), or polling, spread spectrum and repeating radio. The System 3505 accepts any combination of these communication pathways, so it can be put to work in an existing system, without costly upgrades, or replacing current field equipment and wiring. This capability saves our customers thousands of dollars and system down time.

The System 3505 uses its quarter VGA display, graphical logging printer and audible signals, to alert and solicit responses from dispatch personnel. The System 3505 displays the precise addressable information provided by the systems Fire Alarm Control Panels. It will also prompt the correct response by its ability to interface with dispatchers and support personnel through the use of remote annunciators, computer graphics, and computer aided dispatch systems, addressable printers, relay controls, e-mail, text messaging and addressable alphanumeric pagers. Other optional features include Test Mode and Out of Service options.

The Remote Annunciator (RA) displays all System 3505 text and data. The RA annunciates alarms by priority employing user defined sounds (.wav files) & colors and provides an interactive dispatcher interface with date & time stamping and data base capabilities. Several soft keys acknowledge alarms & troubles and provide custom functions such as FACP Test Mode and Relay Control. The Remote Annunciator communicates with the System 3505 via an Ethernet connection (supplied by others) and provides alarm filtering by priority, a dispatcher's response log and an alarm history log. The alarm history log may be downloaded in a comma-delimited file to facilitate report generation. Several Remote Annunciators may be used in a system to provide specialized alarm monitoring by department or alarm priority i.e. separate Remote Annunciators for fire, security and or maintenance.

The Digitize Computer Graphic Response and Management System (CGRMS) incorporates Alarm Logging, Database and Report Generation, Fire Alarm Control Panel Test, CCTV, and Access Control within its modular user-friendly design. CGRMS can be operated on a standalone windows XP computer, or as part of an integrated server and workstation configuration. An available optional hot backup server can be located at any other location, communicating to the primary server via an Ethernet connection. CGRMS is fully integrated with the SYSTEM 3505 via the Digitize D-LAN protocol. The D-LAN protocol provides a two-way, supervised, high speed connection between the two products. The D-LAN protocol can also be used to integrate the SYSTEM 3505, RA and CGRMS on one network. Alarms, Troubles and restorals are routed via the D-LAN protocol, as well as Test Mode and Enable/Disable (In/Out of Service) conditions.

Following is a brief list of the Fire Alarm Control Panels, with which the System 3505 can interface via the Muxpad II. The Muxpad II transmits to the System 3505 the precise text provided by addressable Fire Alarm Control Panels. Bi-directional supervised data transport between the Muxpad II and the System 3505 may be any combination of hard wire, polling radio, spread spectrum radio, audio modem, TCP/IP (over a Wide or Local Area Network), or fiber optic. Eight or thirty-two End of Line inputs provide the ability to interface to non-addressable FACP's and to add other alarms such as security, HVAC and process control. A programmable relay controlled from the System 3505 creates the ability to control other devices.

Manufacturer	Fire Alarm Control Panels
FCI	FC-ID, FC-IDA, and FC-IDX Addressable, 7200, 7100 and E-3
Gamewell	Flex 500 and Flex 600 series, with or without Annunciator and E-3
SimplexGrinnell	4100, 4100U, 4120 and 4020 both stand alone and networked, 4010
Notifier	1010, 2020, 3030 and 640
Spectronics	All addressable Spectronics FACP's
EST	IRC-3, EST-2, and EST-3 both stand alone and networked
Firecom	All addressable FACP's
Mircom	All addressable FACP's
Autocall	TFX-800
	Additional interfaces are continually being developed.

Digitize can also provide interfaces to the following systems:

Lenel	Serial Interface
Monaco	Serial Interface
King Fisher	1221 Radio interface
Infographics	Serial Interface
Vindicator	Serial Interface
Radionics	Serial Interface
SDS/Desplex	All encrypted security panels (owned and manufactured by Digitize)
AES	All repeating radio devices (private labeled by Digitize)

Key Digitize System Components

System 3505



Device Functions:

The System 3505 Central Receiving Device is the heart of the Digitize Proprietary Integrated Alarm Monitoring System. Using its ability to interface to virtually any alarm input device, the System 3505 provides the all-important Human/Machine Dispatcher interface.

The System 3505 identifies the source, issues alerts and suggests the best response to any alarm or trouble condition, by annunciating, printing and displaying all the pertinent alarm information including:

- Alarm Type
- Alarm Priority
- Date and Time of Alarm
- Alarm Condition
- FACP defined Text Message (the actual information displayed on the FACP)
- User defined Information
- User Defined “Who to call” and “What to do” alarm point instructions

Product/System Features	Customer Benefits
UL listed and FM approved, adhering to NFPA guidelines	Ensures high quality standards mandated by regulating bodies
150 pages of programmable text messages, expandable to over 50,000 pages	Provides user defined alarm point messages and “Who to call, What to do” instructions’ to the dispatcher
Large electro-luminescent display with 160 degree viewing angle	Provides necessary information and data to the dispatcher in an easy to understand format.
Audio Output for Alarm/Trouble and Restore notification with noise canceling technology	Provides annunciator output to a public address system to alert large areas
Real time clock 12/24 hr. with built-in battery backup	Allows customer to record the precise time that events occur
8 non-configured serial ports, including 4 high-speed ports with a top baud rate of 460.8Kbaud. (Two of the	Provide the ability to interface to other components and alarm inputs

high-speed ports are configured for RS-485 for specialized applications.)	
3 FORM C relays provide Alarm, Trouble and AUX Outputs.	Provides a means of interfacing to other alarm equipment
6 Configuration Card Slots for system expansion. 4 supervised EOL inputs, three of which can be used on custom options	Allows for system expansion and custom interfaces
32 membrane key switches with tactile feedback, provide System programming and operator control of external relays.	Facilitates the easy programming of the System 3505
Auto Switching Power Supply, 90-240 V AC, 50-60Hz	Allows the equipment to be used in a variety of power conditions and foreign countries
Programmable sound generator, with over a billion possible combinations of pitch, tone, ramping and volume.	Provides a means of alerting the dispatcher that an alarm has occurred and identifies the type of alarm
Manual or per programmed alarm response control and supervision capabilities	Allows the dispatcher to control the DGM, Muxpad, Q-Mux and point-specific relays on demand, or with preprogrammed soft keys. These relays can operate fans, sirens or other apparatus
Alarm text messages are printed on an easy loading, 31/8 inch Graphic Thermal Logging Printer.	Provides the ability to fulfill record keeping requirements
101 AT style plug-in keyboard	Allows easy text entry
Operating software resides in FLASH memory.	Ensures that operating program cannot be lost
One upload/download serial port for CPU-VII connection. Also used for diagnostics.	Provides the ability to upgrade operating software and extract diagnostic information
Built- in diagnostics, with AC failure indication.	Provides a means to diagnosis and repair system problems
Software upgrades available on the Digitize WEB site www.digitize-inc.com . User can upload latest operating software with a standard PC computer (not supplied).	Operating software upgrades are easily obtained and installed.
Redundant System Capability - Two System 3505 's can be interfaced together to form a Redundant System 3505	Provides customer with an "On-Line Spare System 3505" which will provide a critical backup system in case the master System 3505 fails.
Network Systems Capability - Several System 3505's or Redundant System 3505's may be networked together via any combination of data transport media, to provide an all area-networked system (joining several installations together).	A Networked system will allow one dispatcher to provide dispatch services to several facilities, thereby reducing manpower requirements.

Remote Annunciator



Device Functions:

Provides multiple redundant operator interfaces for one or more System 3505's. The Remote Annunciator features programmable color and sound schemes for events, historical data, filter by priority level and data export functions. Dispatcher's interface allows dispatcher to input alarm response into reportable database. The Remote Annunciator is linked to the System 3505 using a standard Ethernet connection, and several RA's may be linked to a customer's LAN.

Product Features	Customer Benefits
Flexibility to display alarm or trouble information at more than one location	Allows key information to be displayed when and where it is needed
Easy to read screen format	Allows instant access to key alarm data, creating faster response time
Touch Screen operation with clear icons and easy to follow directions	Increases dispatcher efficiency
Programmable color and sound schemes for events	Allows personalized selection of colors and sounds, and easier recognition of alarm types
Ability to produce historical data	Allows customer to generate and maintain user defined alarm history reports
Ability to export data and required information	Allows the user to export information to other programs such as Excel and Word for the creation of user-defined customized reports
Ability to program at remote location	Allows customer to program unit without need to access System 3505 at central location
Flexible utilization	Allows unit to be wall or desk mounted
Supervised connections	Provides the dispatcher with immediate notification in case of signal interruption
Secure programming due to administrator and operator use of user names and passwords	Allows customer to control access to protect system programming from unauthorized changes
Unit takes up less room than System 3505 No distance limitations due to Ethernet connection	Provides unlimited options in locating the Remote Annunciator anywhere in customer's system
Provides a less expensive alternative to the System 3505	Allows the customer to significantly reduce costs
Supports supervised printers	Provides a hard, rip & run copy for emergency personnel

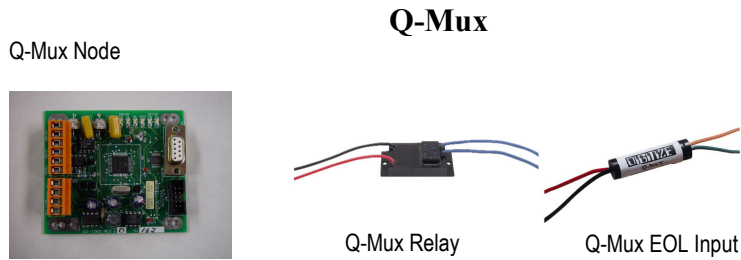
Muxpad II



Device Functions:

The Muxpad II is a UL listed, supervised, multiplex interface to a wide variety of manufactures' Fire Alarm Control Panels. The Muxpad II allows the Digitize System 3505 to display and print the precise alarm, trouble and supervisory addressable and non-addressable information provided by these FACP's. Also, eight pages of user-defined information can be added, providing critical "who to call/what to do" instructions, per alarm point.

Product Features	Customer Benefits
UL listed and FM approved, adhering to NFPA guidelines	Ensures high quality standards mandated by regulating bodies
Mix and match a large variety of FACP's and communication media.	Versatility: Customer is able to utilize Muxpad II even though facility may have an assortment of FACP's or communication media
Communication to System 3505 via any combination of RS-232, RS-485, fiber, radio, audio modem and /or Ethernet LAN/WAN, etc.	Allows customer to use any communication infrastructure or combination of communication infrastructures to communicate with System 3505
Interfaces to most manufacturers' FACP's, expandable to others with appropriate panel protocols	Allows different manufacturers' FACP's to be used in a campus wide alarm monitoring and reporting system
Provides interface to non-addressable Fire Alarm Control Panels, via a supervised link	Allows existing older legacy FACP's to be used with addressable FACP's.
Able to accept 8 or 32 End of Line NO/NC supervised contact inputs	Provides ability to interface with fire, security, heating/cooling and building maintenance systems e
Transmits precise text programmed into FACP to System 3505	Provides the dispatcher with the exact information they require to respond more effectively
Can be used as a custom interface to any serial device.	Provides a means of interfacing with additional alarm, maintenance and operational applications
Receives power from FACP	Reduces cost since expensive power wiring is not required
Has a built- in relay controllable via programming or manually from the System 3505.	Creates ability to activate sirens, lights, fans or emergency equipment, at the Muxpad II.
LED indicators demonstrate specific functions	Functions are clearly displayed, reducing potential problems and providing troubleshooting information
Supervision: Panel indicates trouble condition if power or communication to the FACP is lost	Customer is assured of increased safety since lost power or communication is displayed as trouble



Device Functions:

Two wire, supervised, time multiplex system capable of interfacing to over 3,000 individually addressable and programmable, input or output modules. Q-Mux is UL listed for activation devices, such as magnetic contacts, balanced magnetic contacts and smoke, heat, motion, sound and stress detectors, as well as existing non- addressable fire pull stations and notification devices, making these devices addressable. Also supports addressable Q-Mux relays to control other devices.

Product Features	Customer Benefits
UL listed and FM approved, adhering to NFPA guidelines	Ensures high quality standards mandated by regulating bodies
Monitor and control up to 99 addressable supervised input sensors and output devices, per node, over a single 6,000-foot cable pair	Allows the user to collect, monitor and control over 3,000 alarm and supervisory points at any location w/in the 11,000 ft. capability of product
Interface with 32 Q-Mux Nodes over a single 5,000-foot cable pair	Reduces cost of wiring and installation
Addressable, programmable, magnetically relays can be controlled from the System 3505	Able to control many devices such as lights, fans, motors etc. from over 11,000 ft away.
Thumbnail size I/O ID Modules and small footprint Nodes measure only 2.5 in. by 2.5 in.	Allows adaptability into existing systems with a minim of labor and expense.
Uses standard twisted pair wiring without shielding	Reduces cost of wiring and eases installation
Daisy chain, point-to-point wiring, no home runs	Reduces cost of wiring and eases installation
Cable pairs can be standard 24ga, telephone cable	Reduces cost of wire and eases installation
The Q-Mux line includes panic button, as well as monitoring other EOL devices	Lowers installation costs and converts non-addressable devices into addressable products.
Supervised cable and I/O ID modules	Alerts the dispatcher of communication problems instantaneously, for fast maintenance response
Reprogram able addressable I/O ID modules	Allows I/O ID Modules to be reused for other applications
Communication to the Q-Mux node is provided via RS-485 RS-232, or LAN	Cost effective and adaptable to many situations because of its communication versatility
Weather resistant I/O modules	Allows Q-Mux to be the solution in many environmental challenged areas
Individual power supplies may be used per node	Lowers wiring and installation costs
Diagnostic user friendly software	Easy trouble shooting