

HOW TO USE HENRY BROS. ELECTRONICS, INC.'S SUBCONTRACTORS:

HBE/AAI are often called upon to provide a turn key Security Systems and Solutions. These comprehensive programs often require the support of trades normally outside of our core business but integral to the overall success of the project.

Examples of such efforts includes, but are not limited to:

- * HVAC systems to maintain equipment within manufactures' recommended guidelines and/or extend system life and/or increase reliability.
- * Defining physical space for equipment requirements utilizing various construction trade services such as architects, engineers, construction companies, electricians, etc.
- * Employment of a locksmith to assist in physical security needs, installation or retro-fit of electrified hardware to facilitate access control, etc.
- * Providing ground services such as concrete pads for poles, trenches to facilitate cabling, physical security perimeter barrier products, etc.
- * Provide emergency power systems such as generators and/or UPS systems.
- * Provide power and signal cabling installations on large scale projects.
- * Provide work services relative to Asbestos, Lead or other "HOT" area concerns.
- * Provide landscaping services to enhance site security.
- * Provide ancillary lighting systems to enhance security.
- * Provide for site rehabilitation post installation -patch, paint, wall paper, carpet repair, etc.

The following procedures will be applied to any subcontractor utilization:

1. For any work in excess of \$10,000, we shall obtain three (3) competitive quotations from firms that have a proven track record in their industry and sufficient financial resources to complete the project in a professional manner, on time and within accepted budget.
2. Subcontractor identification information along with a biography will be submitted to the customer for review.
3. All subcontractor proposals will be provide to the customer with a written evaluation ranking the proposals, justification statements and supporting documents to assist the customer in making an informed decision.
4. Our project management and engineering team members will review proposals and our evaluations with customer.
5. Upon written authorization to engage the subcontractor pursuant to his/her proposal from the customer, we will provide the services below.

HBE/AAI will charge a fee to provide these services that shall not exceed 25% of the subcontractor's invoice amount.

The actual fee will be documented for each subcontract we are asked to manage and require the written acceptance of the customer.

The fee will vary based on the complexity of work provided by the subcontractor, never to exceed 25% of the subcontractor's invoice amount.

HBE/AAI will provide a copy of the subcontractor's invoice with all requests for payment of this fee.

HBE/AAI will provide proof of subcontractor payment to customer upon request -usually in the form of a cancelled company check.

This fee provides for the following by HBE/AAI:

HBE/AAI take full ownership of the project from cradle to grave insuring the customer receives the best possible solution.

Provides the customer with a **SINGLE POINT OF CONTACT FOR ALL TRADES REQUIRED.**

HBE/AAI will review all plans with customer and customer's consultant where applicable.

HBE/AAI will work with all disciplines to resolve/clarify any issues with plans and specifications for the project.

HBE/AAI will provide all necessary services to coordinate the work between trades to maintain project timelines.

HBE/AAI will provide technical guidance where applicable (based on our expertise) to the various trades to assure specification compliance.

HBE/AAI will review all subcontractor work to assure that it meets technical specifications and project intentions.

HBE/AAI will document to customer our findings with respect to subcontractor performance.

HBE/AAI will manage any subcontractor punch list items generated by the customer or HBE/AAI personnel to effect a timely completion.

HBE/AAI will manage all aspects of subcontractor expenses, review all billing requests for accuracy and compliance with agreements.

HBE/AAI will review and verify contractor compliance with any prevailing wage requirements.

HBE/AAI will assume full management of all warranty provisions set forth in the contract for subcontractor supplied goods/services.

HENRY BROS. ELECTRONICS, INC.'S LIST OF SUBCONTRACTORS:

Fir m	Description	Work	Regions
Armored Access Controls, Inc. 3284 Walden Ave Depew, NY 14043	Security Systems Contractor	Cabling, field device installation, programming, and integration	Regions 7-9
Forrest Electric, Inc. 2 Pennsylvania Plaza New York, NY 10121	Electrical Contractor	High and low voltage electrical work and field device installation	Regions 1-4, 7-9
CRC Associates, Inc. 300 Maple Ave., Ste # 101 South Plainsfield, NJ 07080	Electrical Contractor	High and low voltage electrical work and field device installation	Regions 1-4, 7-9
Dean Electric 7909 Third Avenue Brooklyn, NY 11209	Electrical Contractor	High and low voltage electrical work and field device installation	Regions 1-4, 7-9
Dumont Electric 70 Main Street Sparta, NJ 07871	Electrical Contractor	High and low voltage electrical work and field device installation	Regions 1-4
HPS Services, Inc. 36 Pulaski Drive No. Arlington, NJ 07031	Electrical Contractor	High and low voltage electrical work, as well as cabling, field device installation, programming, and integration	Regions 1-4

Empire Control Abatement 129-03 Fifteenth Avenue College Point, NY 11356	Hazardous Waste Abatement Contractor	Hazardous Waste Abatement	Regions 1-4, 7-9
TFL Electric 1462 73 Street Brooklyn, NY 11228	Electrical Contractor	High and low voltage electrical work and field device installation	Regions 1-4, 7-9
Comalli Technology Systems 18 Walker Way Albany, NY 12205	Security Systems Contractor	Cabling, field device installation, programming, and integration	Regions 5 and 6
Wells Communications 4338 State Rt 22 Plattsburg NY 12901 (SBE)	Security Systems Contractor	Cabling, field device installation, programming, and integration	Regions 5 and 6
Certified Multi-Media Solutions, Ltd. 1790 Hempstead Turnpike East Meadow, NY 11554	Security Systems Contractor	Cabling, field device installation, programming, and integration	Regions 1-4