



PSA Security Network Acquires USAV and CI Edge

FREQUENTLY ASKED QUESTIONS

Who is USAV?

Founded in 2001 by a small group of visionaries, USAV was designed to be an closely knit team of likeminded professional audio-visual (ProAV) integrators who could partner to deliver compelling AV solutions for organizations across the country. Today USAV cultivates camaraderie and unity among its affiliates helping all members to succeed on a higher level through fellowship, best practices, and creative solutions. Working together with USAV Preferred Manufacturer Partners (PMPs), USAV dealers service over 80 percent of the top 50 major metropolitan areas in the U.S.

Who is PSA Security Network?

PSA Security Network is the world's largest electronic security cooperative, owned by the most progressive security integrators throughout North America. Combined, PSA members boast over 300 branch locations, employ nearly 6,000 security industry professionals and are responsible for over \$3.5 billion annually in security, fire and life safety installations. PSA's mission is to empower its owners to become the most successful systems integrators in the markets they serve. PSA brings this mission to life by partnering with industry leading product and solution providers, delivering unparalleled education and training programs and by offering a variety of distinctive services that can enhance any company's operations.

Why did PSA acquire USAV?

From a strategic and operational perspective, USAV is a very good fit for the long-term growth and sustainability of the PSA organization. The low voltage integrator industry has been expanding and consolidating at a rapid rate in the last five years and most industry analysts agree the pace will only continue. Command and control software, managed services opportunities, cybersecurity threats and upside integrator potential are but a few of the business reasons management and our board of directors felt the acquisition was in the best interest of PSA stockholders and PSA as a corporate entity. PSA is now able to provide additional services to our existing physical security community, diversify our credit risk

and add new network command and control options (digital signage and communications) to our existing product offerings.

Where will the AV business be headquartered?

USAV will operate out of PSA's main corporate office in Westminster, CO.

Who will run the AV business?

The existing management team at USAV will continue to run the day-to-day operations of the AV business. K.C. Schwarz, CEO of USAV, and Chris Whitley, CFO and Founder of USAV will join PSA's management team and will report to Bill Bozeman, CEO of PSA. Both K.C. and Chris have many years of experience in the AV industry. K.C. brings over 30 years of technology experience, with 11 of these in the AV industry. Chris brings to bear 24 years of finance, accounting, and technology experience, with 16 of these in the AV industry.