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# Empire Electronics Inc.



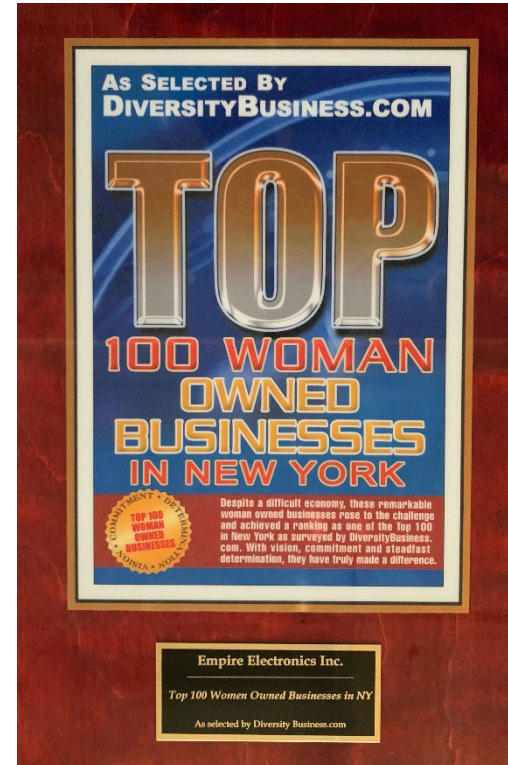
*Solving the Procurement Problems that keep you up at night*



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# Capabilities/Solutions

- ❖ Current & End of Life Computer Hardware and Electronic Component Solutions
- ❖ Technology Equipment:
  - *Audio Visual – A/V*
  - *Computer Hardware*
  - *Electronic Components*
  - *Network Devices*
  - *Telecommunications*
  - *Security Devices and Solutions*
- ❖ Revolutionary Cost Saving Fiber Optic Cable



# Current & End of Life Computer Hardware and Electronic Component Solutions



- Empire is a Leading Distributor of Current & End of Life Computer Hardware and Electronic Components.



## Quality Assurance Program



Product Verification and Authenticity



Product Kitting



Independent Test Labs

In 1999, Empire Electronics proactively implemented an anti-counterfeit program with our Independent Test Labs partners to avoid counterfeit and inferior products in the supply chain.

Empire achieved this objective by establishing innovative procurement practices in its quality and operations procedures to verify authorized distributors, licensed manufacturers as well as reputable alternative suppliers in our supply chain. Through our partnership with ERAI and others, Empire corroborates that our suppliers comply with industry standards for handling of ESD sensitive product and meet quality certifications as required.

For more information about Empire's Quality Assurance Program, Please visit <https://www.empireusa.com/quality-assurance>



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# Current & End of Life Computer Hardware Supporting Medical Devices in Healthcare.

**Problem Statement:** One of our Fortune 500 Clients required immediate action in assisting their Service team with Hard drives that were End of Life and no longer in production. The hard drives were needed as they are as a vital operational part of the client's product line.

**Impact:** By utilizing our independent test labs, Empire was able to validate and guarantee harddrive's fit, form, and function to the specific manufacturer's specifications.  
Our customer's Dead on Arrival Rate dramatically decreases.

**Summary of work:** Our client is one of the Top Medical Device Manufacturers in Healthcare.  
Medical Devices are required by HIPPA and the FDA to be in operation for 10-15 years.  
Empire utilizes an Innovative Quality Assurance Program since 1998 that greatly benefitted our clients service department.  
In 1998, when counterfeiting from China began to flood the market with counterfeit parts, Empire developed an innovative program to combat this problem.  
Empire Tested Every Hard drive with its Independent test lab to confirm: Authenticity, All Drives were New, All Drives had under 100 operation hours, and all serial numbers were genuine.

**Period of Performance:** 1-Year Contract

**Contract:** Prime – Sole Source Contract  
\$3,000,000.00

**Customer quote:** Available Upon Request

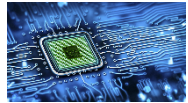


# Distributor of Technology Equipment and Value-Added Services and Solutions



## Audio Visual – A/V Solutions

- Supply of Equipment
- Design and Implementation Services



## Technology Equipment

- **Computer Hardware**  
ex. HDD / SSD
- **Electronic Components**  
ex. Semiconductors
- **Provide Both Current and End of Life.**



## Network Devices

- **Switches**
- **Routers**
- **Wireless Network Devices & Management**
- **Interfaces & Modules**
- **Optical Networking**
- **Software-Defined Networking**



## Telecommunications

- Access Points
- Outdoor and Industrial Access Points
- VoIP Phones
- Controllers
- Wireless and Mobility Devices



## Security Solutions

- Next-Generation Firewalls
- Advanced Malware Protection
- Cloud Security
- Network Visibility and Segmentation

# New York City Fire Department (FDNY) Executive Command Center



**Problem Statement:** FDNY HQ required a significant upgrade to fix their communication with emergency personnel, public communication and in-house conferencing.

**<Company Name> Work:** FDNY - Executive Command Center

**Impact:** Centralized System to adapt to intended use within organization as well as a simplified user experience.

**Summary of work:** AV over IP solution using encoders and decoders to transport 4K60 4:4:4 video and audio over standard Gigabit Ethernet. The system includes a layer 3 gigabit Pro AN switch certified for AVB, Dante and system encoders. Includes two (2) 86" Ultra High-Definition Commercial Displays as main (front) displays for each room and four (4) 65" Ultra High-Definition Commercial Displays (2 in each room) as side displays. Each display has an OFE micro form factor PC installed behind each display. The main display PC's have the ability to route their video source to other displays in the room. The system includes encoders for two (2) OFE cable boxes with the ability to route their source output to a selected display in the room. The table in each room has an encoder to provide two (2) HDMI sources to the system for selected distribution. Each table has a desktop 10-inch touch panel for system control. The touch panel and control system provide a user-friendly interface with the ability to select the following features: selected source routing to any/ all displays in room, room setup mode - Combined mode - one source to all 6 displays or Divided mode - Room A standalone one source to 3 room A displays and Room B standalone one source to 3 room B displays. Equipped with Video Conferencing (GoToMeeting) Room A only; wall mounted USB Camera and touch panel mode selection, Equipped with an Analog Phone Conferencing System Integration of VoIP and/or POTS phone conferencing into system including panel mode selection.

**Period of Performance:** Q4 2019

**Contract:** Prime Contract:  
\$99,837.00

**Customer quote:** Available Upon Request





- **Micro Armor Fiber** is a revolutionary U.S. patented, UL Listed and award-winning innovation which incorporates a tightly wrapped stainless steel coil around the fiber jacket, designed to provide the lightest, strongest and most flexible solution on the market.
- **MICRO ARMOR FIBER™** IS APPROXIMATELY 65% SMALLER  
75% LIGHTER THAN (AIA) ALUMINUM INTERLOCKING ARMOR.



- **Environmentally Friendly**
- **25 Year Warranty**

Samples available upon Request

### Small Footprint = Big Savings in:

- Labor
- Shipping
- Warehousing



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# Top 10 Reasons

To Use Tinifiber<sup>®</sup> Micro Armor Fiber<sup>™</sup>  
For ALL of Your Fiber Optic Connectivity Requirements:

- SIZE AND WEIGHT**  
Micro Armor Fiber is approximately 65% Smaller & 75% Lighter than Aluminum Interlocking Armor (AIA), with the smallest outer diameter of any armored fiber cable in the industry.
- DURABILITY**  
Engineered with a tightly wrapped stainless steel coil combined with Kevlar<sup>®</sup> and water blocking tape, Micro Armor Fiber is more durable and crush-proof than AIA.
- FLEXIBILITY**  
The Patented Micro Armor tubular coil technology allows for incredible flexibility with an unmatched armored bend radius.
- RODENT RESISTANT**  
Micro Armor Fiber's stainless steel construction is more rodent resistant than any product on the market today.
- LESS LABOR**  
Reduces overall manpower requirements, from unloading reels off of trucks to the pulling of fiber cables, which significantly lowers labor and installation costs.

- EFFICIENT INSTALLATIONS**  
Easily install cables into small core holes, tight pathways, risers and around bends, while limiting the need for support systems, all resulting in faster project turnaround.
- IMPROVED PATHWAY CAPACITY**  
A 500% increase in pathway capacity and a major reduction in cable congestion. Ability to run 6 times as many cables in a 2" conduit. Reduce cable congestion by up to 84%.
- SHIPPING**  
Using Micro Armor Fiber dramatically reduces shipping and warehousing costs by up to 66% due to the lower weight and smaller size of our cables.
- AWARD WINNING**  
2015 & 2016 consecutive winner of the "Govies" Government Security Platinum Level Award in the Fiber Optics category.
- UL LISTED**  
Micro Armor Fiber has successfully met UL's high standards of safety and compliance after rigorous testing and an extensive evaluation of representative samples.



# Partnerships

APPLE  
GOVERNMENT  
CONTRACTOR

  
CISCO  
Partner

  
AUTHORIZED  
PARTNER

  
Silver  
Partner

  
Hewlett Packard  
Enterprise



  
Google  
Partner

  
Lexmark<sup>TM</sup>  
Authorized Partner

Registered  
Partner

Life Is On   
by Schneider Electric

  
Western  
Digital<sup>®</sup>

  
Extreme<sup>®</sup>  
Connect Beyond the Network

  
Microsoft  
Partner

  
Powering Business Worldwide



 SEAGATE | Partner Program

  
JUNIPER<sup>®</sup>  
NETWORKS

See [www.empireusa.com](http://www.empireusa.com) for full list under, [Authorized Partnerships](#)

  
EMPIRE ELECTRONICS  
USA

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# Women-Owned Certifications



## New York City - 0002070649

- NYC - Agencies
- NYC Department of Education
- NYC School Construction Authority
- CUNY - City University of New York

## New York State - 1100039203

- NYS - Agencies & Authorities
- SUNY - State University of New York
- **Authorities:**
  - MTA
  - Port Authority

## THE PORT AUTHORITY OF NY & NJ



## Massachusetts



WBENC: 246103

WOSB: W140307



U.S. Small Business Administration



SBA WOSB  
Woman Owned Small Business



SAM.GOV®

CAGE: 43782



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# Future Growth

Empire is a Leading Diverse Partner in New York City and New York State:

- **Empire Electronics is in the Top 5 Prime Vendors (MWBE category) for Spending and Contracts**
- **In 2020, for all M/WBE Prime Vendors for New York City: (1,560 Total)**
  - Empire Electronics Inc. is in the **Top 3%** for YTD Spending and Contracts
- **In 2020, for all Top Largest Contracts in NYC (10,305 Total)**
  - Empire Electronics Inc. is in the **Top 1%** for Largest Contract at \$2.79Million

## How Empire can help:

- Empire can play a key role in providing equipment and services necessary to achieve product fulfillment, including End of Life and Current Technology Equipment.
- Empire holds extensive relationships with New York City Agencies, including CIO, Engineers, technology decision mangers and IT Design managers
- Empire provides Value-Added Services in product deployment, asset tagging, kitting and testing services.



# Contact/Questions

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CEO - 100% WOSB



**Julian Beneforti**

Operations Manager



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**(631)-544-9111**

No Voicemails during the day.

Provide White Glove Service  
From intake to delivery.



Full MFR Product Line:

[Authorized MFR Line](#)

Why Choose Empire?

[Click Here](#)

