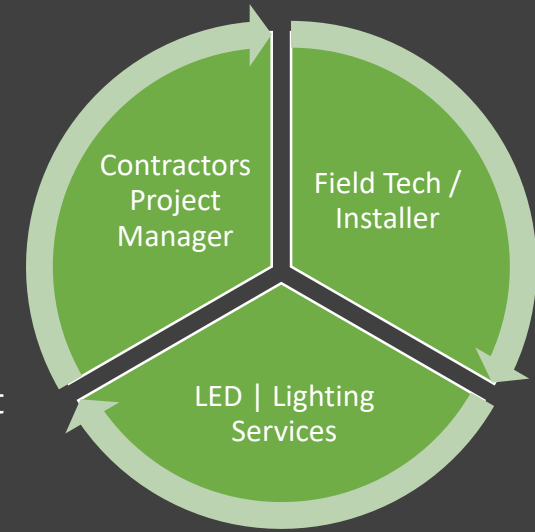


# Full Control Every step of the way

We understand no two projects are alike. With that in mind, we have designed a proprietary Project Management System, that can be scaled to meet any project demand. In addition to its dynamic capabilities, key to our system success is collaboration with **National LED Team → Contractor → Field Tech.**



## Keys to our success



### Lighting Services Team

Works directly with customer to establish a clear job scope and fulfill customer expectations.



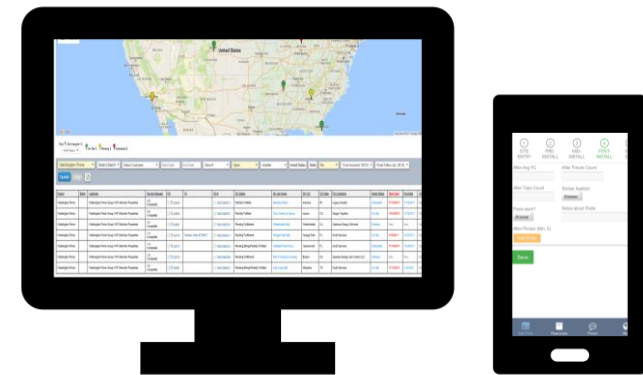
### Contractors Project Management Team

Coordinate job scope with National LED team, assemble necessary labor force and schedule installations crews.



### Site Leads / Installers

Crews are routed into the field and they utilize our mobile app to check in, report and check out each store.



Desktop and Mobile Interface

# Project Management / Process Overview

- A Customer Provides Approved Store List.**

Once we have received the list of stores to be retrofitted, we import that list into our system. By importing the list, the sales order for each location is created and immediately mapped on the project dashboard.
- B Contractor Selection.**

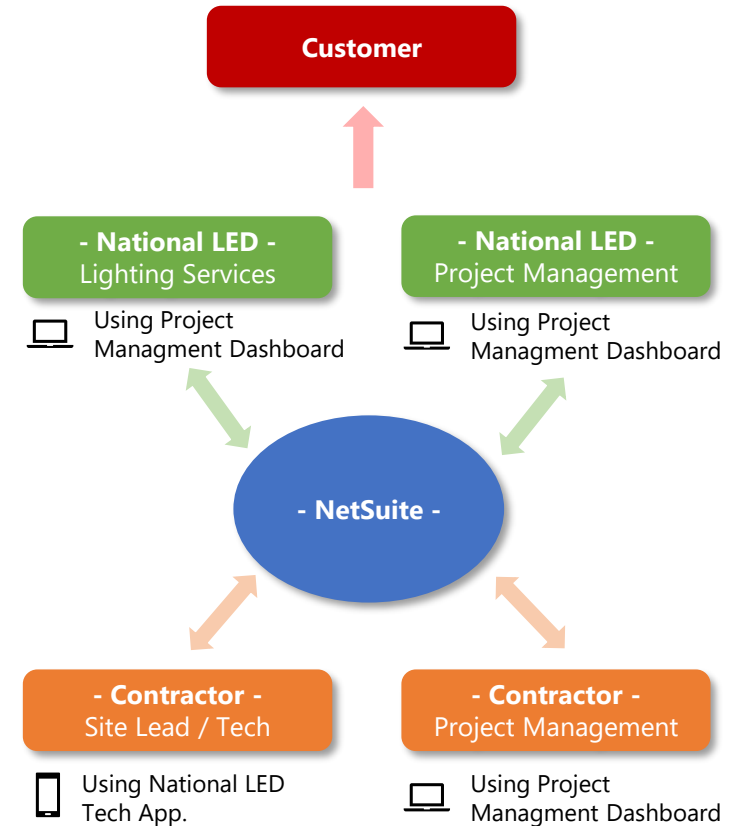
Preferred National LED contractors are assigned based on stores geographical locations. National LED has a large contractor network across United States. Each contractor is self-performing, licensed/insured for their territory and familiar with all National LED products.
- C Installation Scheduling.**

Based on overall project deadline, National LED team will put together lighting installation schedule and work with contractors to assure their capacity.
- D Crew Allocation.**

Once weekly schedule is established, contractors will start assigning site leads and routing crews.
- E Work in Progress.**

With crews out in the field, National LED team works closely with each contractor to assure weekly goals are met.
- F Completion.**

Upon completion of each store, National LED team performs a courtesy call to each location to assure store managers were satisfied with our work. In addition, certain percentage of the stores are subject for internal audit.



# Installation Scheduling Process

Project: [ ] Start Date: [ ] End Date: [ ] Update

System Target Client Target Vendor Target Completed

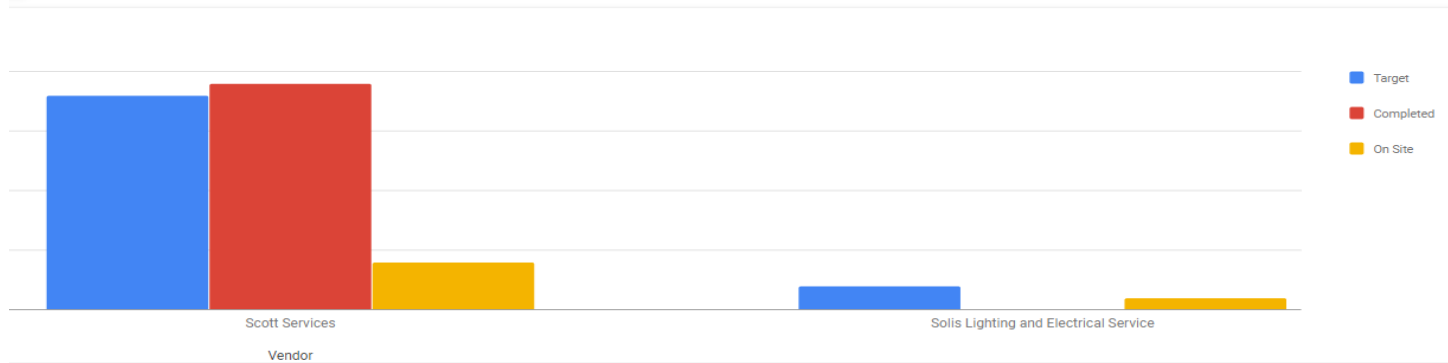
Target by Project	Apr 2	Apr 9	Apr 16	Apr 23	Apr 30	May 7	May 14	May 21	May 28	Jun 4	Jun 11	Jun 18	Jun 25	Jul 2	Jul 9	Jul 16	Jul 23	Jul 30	Aug 6	Aug 13	Aug 20	Aug 27	Sep 3	Sep 10	Sep 17	Sep 24	Oct 1	Oct 8	Oct 15	Oct 22	Oct 29	
AAP - Distribution (2) (1) (2) (0)																		0 1 0	1 1 0 On site: 1	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
AAP - Retrofits (1443) (780) (1129) (705)	20 22 15	40 43 39	40 43 41	40 39 38	25 27 26	20 21 12	25 26 23	20 21 19	20 24 19	50 50 51	40 52 41	40 57 43	50 56 53	40 55 28	50 54 63	50 70 44	70 75 67	70 75 75	32 70 17 11% 3 On site: 17	32 0 75	32 0 70	32 0 60	32 0 13	32 0 6	32 0 6	32 0 6	32 0 6	32 0 4	32 0 0	32 0 0	32 0 0	32 0 0
Dollar General - Exterior (551) (0) (560) (0)																				61 0 61	61 0 62	61 0 62	61 0 62	61 0 62	61 0 64	61 0 63	61 0 63	61 0 63	61 0 63	61 0 60		
GameStop - Retrofit (2319) (0) (2316) (0)																				105 0 26	105 0 26	105 0 26	105 0 26	105 0 26	105 0 36	105 0 128	105 0 128	105 0 128	105 0 128	105 0 128	105 0 128	
The Fresh Market (6) (0) (0) (0)																				1 0 0	1 0 0	1 0 0	1 0 0	1 0 0	1 0 0	1 0 0	1 0 0	1 0 0	1 0 0	1 0 0	1 0 0	
Washington Prime (9) (0) (1) (0)																				0 0 0 On site: 1	0 0	0 0										
Totals	20 22 15	40 43 39	40 43 41	40 39 38	25 27 26	20 21 12	25 26 23	20 21 19	20 24 19	50 50 51	40 52 41	40 57 43	50 56 53	40 55 28	50 54 63	50 70 44	70 75 67	70 75 75	32 71 19 11% 8 On site: 19	32 0 76	32 0 70	32 0 60	199 0 100	199 0 94	199 0 94	199 0 94	199 0 104	199 0 191	199 0 191	199 0 191	199 0 188	

Target by Vendor	Scheduled (Completed)	Actual POs	Apr 2	Apr 9	Apr 16	Apr 23	Apr 30	May 7	May 14	May 21
Beacon Electric and Lighting Inc	2	2	0	0	0	0	0	0	0	0
Charles Electrical Services, LLC	1 (1 bal 0)	1	0	0	0	0	0	0	1	0
DVM Industries LLC	97 (1 bal 96)	98	0 (1)	0	0	0	0	0	0	0
Direct Electric LLC	1	1	0	0	0	0	0	0	0	0
Duffy's Electric, Inc.	16 (16 bal 0)	16	0	2 (2)	3 (3)	3 (3)	3 (3)	4 (4)	1 (1)	0
Elk Ridge Electric	2	1	0	0	0	0	0	0	0	0
Green Energy RX LLC	25 (24 bal 1)	27	0	2 (2)	5 (5)	9 (9)	1 (1)	0	5 (5)	0
K2 Electric	7	7	0	0	0	0	0	0	0	0
Mountain Electric of MT, Inc.	1	1	0	0	0	0	0	0	0	0
Paulson Electric, Inc.	3	3	0	0	0	0	0	0	0	0
Peace Services LLC	15 (15 bal 0)	16	2 (2)	2 (2)	4 (4)	5 (5)	2 (2)	0	0	0
SR PLUS, LLC	21 (3 bal 18)	21	0	0	0	0	1 (1)	0	1 (1)	0
Scott Services	771 (189 bal 582)	734	16 (16)	33 (33)	28 (28)	20 (20)	20 (20)	6 (6)	14 (15)	17 (18)
Solis Lighting and Electrical Service	34 (3 bal 31)	37	0	0	0	0	0	0	1 (1)	1 (1)
Staybright Electric of Colorado Inc	54	54	0	0	0	0	0	0	0	0
Switch-It-Up LED LLC	19 (5 bal 14)	19	0	0	1 (1)	2 (2)	0	0	2 (2)	0
T and J Electrical Associates, LLC	2 (2 bal 0)	2	0	2 (2)	0	0	0	0	0	0
TCL Industries, INC.	58 (2 bal 56)	58	0	0	0	0	0	2 (2)	0	0
US LED	0	4	0	0	0	0	0	0	0	0
<b>Totals</b>	<b>1,129</b>	<b>1,102</b>	<b>18</b>	<b>41</b>	<b>41</b>	<b>39</b>	<b>27</b>	<b>12</b>	<b>25</b>	<b>18</b>

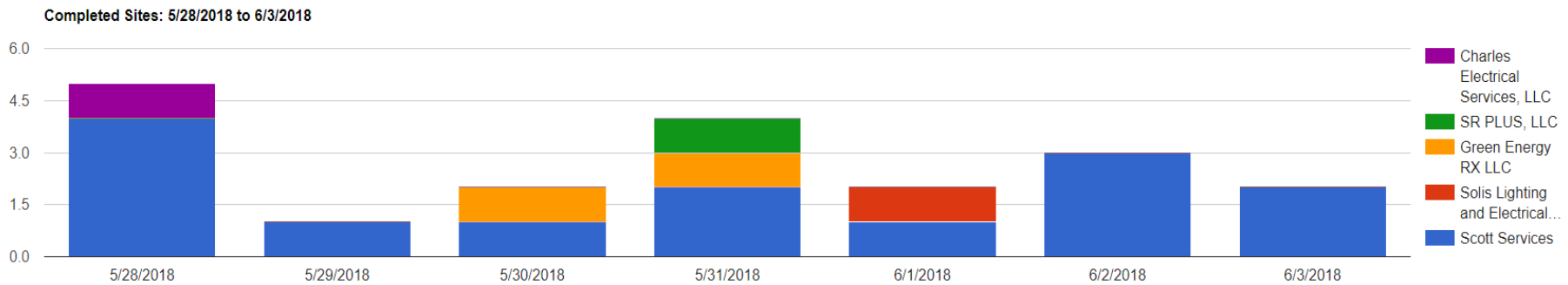
**A** Weekly installation schedule planned out by National LED and Contractor.

# Installation Scheduling Process

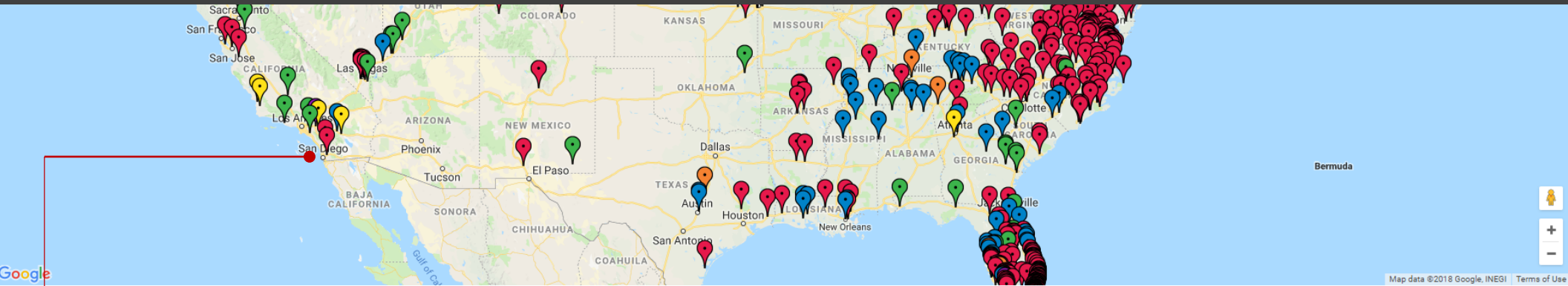
Contractor progress gauge.  
Target → Completed → On Site



Weekly completion report provides insight on each contractor's weekly goals and completion success.



# Project Dashboard



Total: 956

Install Status: N/A 4 Call-Back 6 Completed 66 On Site 2 Pending 826 Pending Materials 9 Scheduled 43

Filters:

Project: [Dropdown] Batch: [Dropdown] Select Customer: [Dropdown] Store #: [Dropdown] Open: [Dropdown] Installer: [Dropdown] Site Lead: [Dropdown] Install Status: [Dropdown] State: [Dropdown] Is Warranty: [Dropdown] Has Service Request: [Dropdown]

To be invoiced: Off (: [Dropdown] Pend Follow Up: Off [Dropdown] Proposed Contractor: [Dropdown] N/A Filter: [Dropdown] Rebate Approval Sta: [Dropdown] Site Auditor: [Dropdown] [Update] [Clear]

Project	Batch	Customer	Audit	Service Request	Proposed Contractor	PO	IQ	SO #	SO Status	SO Job Name	Rebate Approval Status	Energy Provider	SO City	SO State	PO Contractor	Site Lead	Install Status	Start Date	End Date	Completed Date
AAP Retrofits	Q2-2018	Advance Auto Parts			Scott Services	53466		30021870597	Pending Fulfillment	105796	Approved	City of Bay City- (MI)	Bay City	MI	Scott Services		Q Pending	4/1/2018	7/15/2018	New
AAP Retrofits	Q2-2018	Advance Auto Parts			Scott Services	53467		30021870598	Pending Fulfillment	103106	Approved	City of Bay City- (MI)	Bay City	MI	Scott Services		Q Pending	4/1/2018	6/24/2018	New
AAP Retrofits	Q2-2018	Advance Auto Parts			Scott Services	53468		30021870599	Pending Fulfillment	101709	Approved	Consumers Energy Co	Midland	MI	Scott Services		Q Pending	4/1/2018	6/20/2018	New
AAP Retrofits	Q2-2018	Advance Auto Parts			Scott Services	53469		30021870600	Pending Fulfillment	108016	Approved	Consumers Energy Co	Mount Pleasant	MI	Scott Services		Q Pending	4/1/2018	6/20/2018	New

A

Map markers for each location. Powered by Google Maps, with ability to zoom to street level for exterior audits.

B

Available date filters.

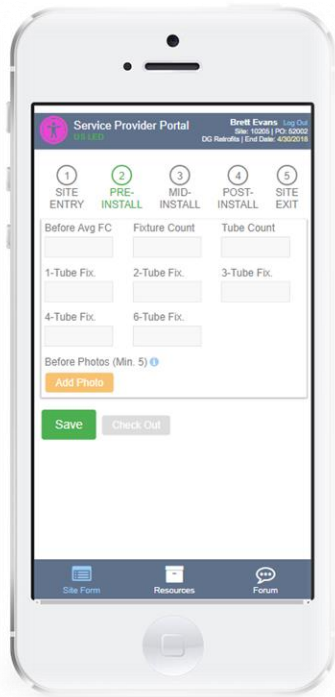
C

Displayed date information, table view.

D

Data Export & KPI's.

# Field Tech App

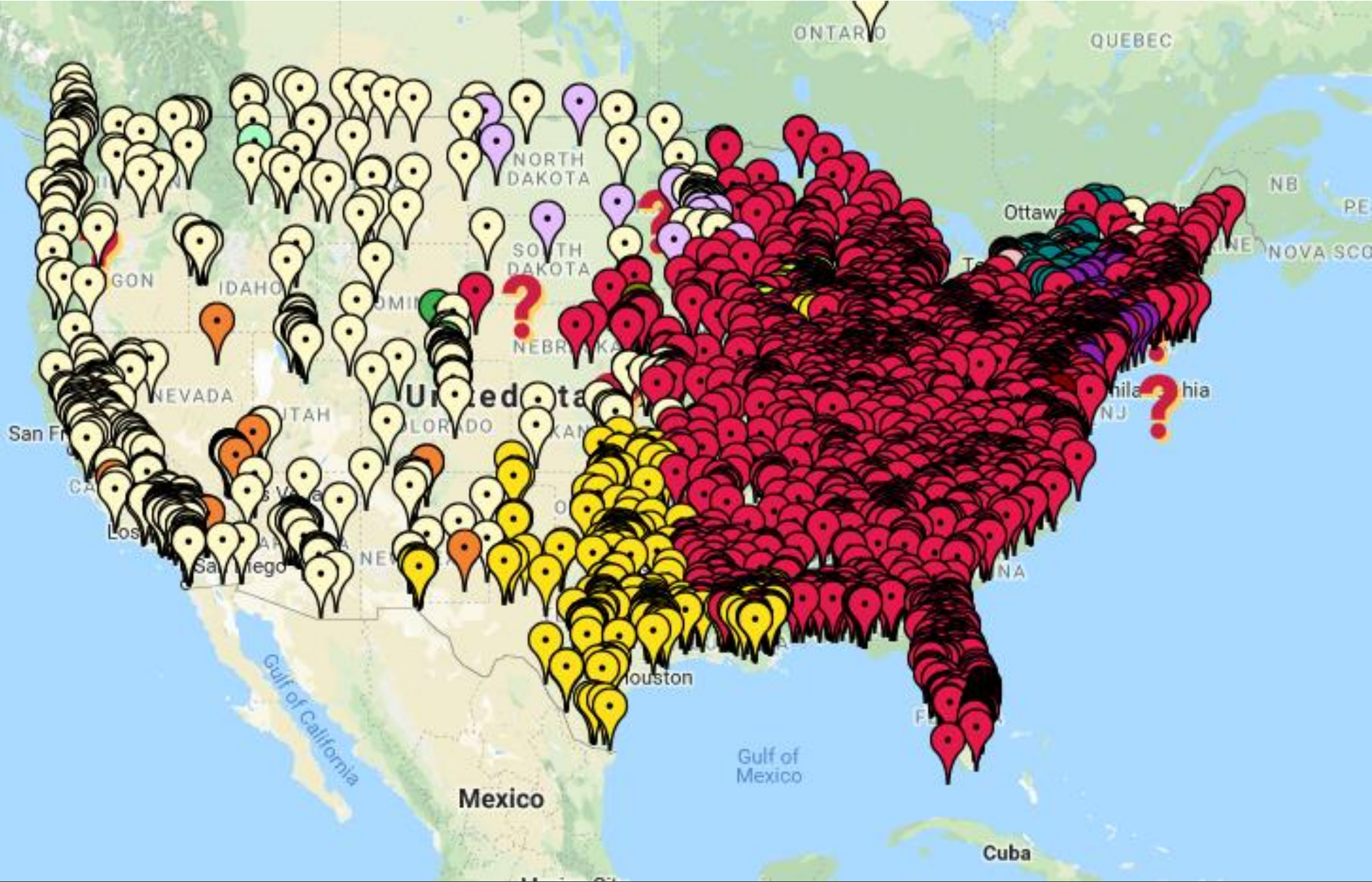


Each crew is routed and specific locations are assigned to them by Contractor's Project Manager. Tech, only have access to the list of stores assigned to them and once they are physically at the location, GPS coordinates will tell them if they are at the right place.

- A** Once on site crew will check into the site via app and project status will be changed from **Scheduled to On Site**. National LED and Contractors Project Managers will receive a notification of the check in.
- B** Crew will perform all the pre-install counts, take foot-candle and before pictures which is all immediately uploaded to the system.
- C** Any change orders during the install can be communicated within the app for a quick resolution.
- D** Upon completing installation, foot-candles and photos are taken once again. Walk thought with the store manager is performed to assure everything is done up standards. Crew must obtain a electronic signature from the manager, clean up and leave the store in better shape than found. Once signature is obtained, installation status is changed to **Completed**. Notification is sent to National LED and Contractor's Project Manager.

Each step of the process is automatically updated in our system providing us with a up to date crew status.





## Questions / Comments?