



## OVERVIEW – CAPABILITY STATEMENT

*Denison Consulting is dedicated to assisting manufacturing, industrial and large commercial customers reduce energy cost and improve efficiency in today's Industrial Internet of Things (IIoT). We deliver turn-key engineering and consulting solutions connecting the operations floor to the executive suite, enabling our customers to convert raw data to actionable real-time information with bottom line impact.*

### MARKETS SERVED:

- Our solutions serve the needs of the following core industry groups:
  - ✓ Chemical/Petrochemical
  - ✓ Oil and Gas
  - ✓ Manufacturing
  - ✓ Large Industrial
  - ✓ Large Commercial
  - ✓ Food and Beverage
  - ✓ Aerospace/Defense
  - ✓ Automotive
  - ✓ Pulp and Paper
  - ✓ Metals and Mining
  - ✓ Electrical Utilities
  - ✓ Pharmaceutical

### SERVICES PROVIDED:

- Comprehensive Power and Energy Management Assessment addressing business and operational drivers
- Real Time Power Quality and Energy Management software and services supporting plant, campus, or enterprise
- Denison Watch™ Real time monitoring service installed, configured and hosted on customer premise and offered as cloud-based, securely hosted service monitored by Denison Consulting Group engineers
- PLC programming, operator interface programming, PLC/VFD integrated systems
- Control system design, testing, and commissioning
- Lighting solutions – from initial design to turn-key installations
- Network design, data center design, security services including penetration and intrusion testing
- On site, 24 hour and emergency technical support
- Documentation and training

## CORE COMPETENCIES:

- **Technical Competency – Engineering Solutions** – from initial complete understanding of your firm’s business and operations process, measurement and real-time monitoring of industrial facilities, delivery of reported business and engineered recommendations to improve efficiency, reduce consumption and cost; to network design and delivery; customized configuration of real-time monitoring platforms converting conversion of raw data from disparate smart devices into singular real-time platform.
- **Real-Time Energy Monitoring and Management** – unique, cloud-based, securely hosted Denison Watch™ solution allowing our team to customize, configure and install real-time energy measurement and management platforms for your plant, campus or aggregate that view across your global enterprise. Our solution also allows companies to hire our tenured, highly skilled engineering team to remotely monitor facilities to provide ongoing proactive solutions to address your plant or facilities operations.
- **Dedication to Service and Continuous Improvement** – team who is well versed in quality and delivery of solutions to meet customer’s requirements and schedules, partnering with world-class manufacturing partners with deep commitment to R&D and ongoing training and support. Our processes adhere to TQM principals.
- **Global Capabilities** – partnering with world-class manufacturing leaders in automation, control and energy systems, and internetworking and security systems, Denison Consulting Group is able to deliver globally.

## COMPANY DATA:

- **Leadership** – Denison Consulting Group is 100% woman-owned and WBENC-certified as a Women’s Business Enterprise (WBE), with 20+ years’ experience working with global clients and leading multi-functional teams to deliver complex technical deployments.
- **Technical Strength** – core engineering staff members have an average of 20+ years’ experience in electrical and power systems, internetworking and security with large-scale project experience
- **Program and Customer Relationship Team** – core team members have an average of 20+ years’ experience managing large client relationships programs
- **Strong Corporate Structure** – well-financed with no debt, fully insured, and processes in place allowing for ability to scale. Current revenues under \$1M

## DIFFERENTIATORS:

- **Technical Strength** – proven prior track records and ability to integrate complex hardware and software platforms and deliver customized, engineered and installed solutions – including both operations/plant floor and secure internetworking/communications teams offering end-to-end solutions
- **Partnership with World-Class Manufacturing partners** – allows us to deliver best in class technical solutions, with evolution/migration path to deliver tomorrow’s technologies and solutions
- **Agility and Flexibility** – small firm size allows for greater flexibility and focus
- **Financial Strength** – firm is well-financed and without debt, with multiple lines of credit
- **Lower Risk** – tenured and insured team with track records focused on continuous improvement
- **Focus on Quality Delivery** – adherence to TQM discipline and focus on continuous process improvement

## OFFERING:

- Denison Consulting Group offers products and solutions under the following NAIC and UNSPSC codes:
  - ✓ 541330 Engineering Services
  - ✓ 5411614 Engineering Process and Logistics Services
  - ✓ 5411690 Other Engineering Consulting (Energy Consulting)
  - ✓ 518210 Data Hosting and Related Services
  - ✓ 541511 Custom Computer Programming Services
  - ✓ 541512 Computer Systems Design
  - ✓ 541513 Computer Facilities Management Services
  - ✓ 542519 Information Security Solutions
  - ✓ 7215150 Energy management controls installation service
  - ✓ 83101900 Energy conservation
  - ✓ 81101516 Energy or utility consulting service
  - ✓ 83101901 Energy conservation programs