

# Representing the Manufacturer

COLORADO - UTAH - WYOMING - NEW MEXICO - MONTANA - IDAHO - ARIZONA - EL PASO TX



## CLEVELAND ELECTRIC LABORATORIES

FIBER OPTIC SENSORS TO MONITOR TEMPERATURE, STRAIN, PRESSURE AND OTHER DATA IN HARSH ENVIRONMENTS



## CAMERA LOWERING SYSTEMS

MANUFACTURES RAISING AND LOWERING SYSTEMS TO LOWER AND RAISE CAMERAS



## CLEARSITE

PERPETUAL POWER UNIT  
ENTERPRISE SERVER  
(PPU SERVER)



## DESIGNED SECURITY, INC.

STATE-OF-ART SECURITY AND ACCESS CONTROL PERIPHERAL PRODUCTS



## LITE THE NITE TECHNOLOGIES LLC

MULTIMEDIA SOLUTION WITH 4K ULTRA HD LITETOUCH INTERACTIVE FLAT PANELS



## MILLENNIUM

INNOVATIVE ACCESS CONTROL WEB BROWSER-BASED SOFTWARE



## PROXIM WIRELESS

ADVANCED WI-FI, POINT TO POINT, AND POINT TO MULTIPOINT OUTDOOR WIRELESS SYSTEMS



## Rosenberger

INNOVATIVE FIBER OPTIC CABLING INFRASTRUCTURE AND SERVICE SOLUTIONS FOR DATA CENTERS AND MORE



## SANS TECHNOLOGY

INTEGRATED DATA STORAGE SOLUTIONS FOR SECURITY AND SURVEILLANCE MARKET SEGMENT



## TELLABS

PON/POL OPTICAL NETWORK TECHNOLOGIES



## INTERMOUNTAIN MARKETING, INC.

P.O. Box 630167 - Littleton, CO 80163-0167

303.278.7800 Phone | 303.278.7880 Fax | 800.638.0058 Toll Free

Visit us on the web @ [www.immrep.com](http://www.immrep.com)



# Representing the Manufacturer

**INTERMOUNTAIN MARKETING, INC. (IMM)** is an independent Manufacturer's Representative and Security Systems Design Consultant Firm. IMM represents numerous Manufacturers of Closed Circuit Television, Access Control and related Electronic Security Products.

## MARKETING

IMM's principal method of bringing products to market is through direct contact with security systems integrators, security equipment distributors, architects and engineers. The company also utilizes direct mail promotions, catalogs, newsletters, the internet @ **www.immrep.com**, and product seminars/training courses to promote our product lines. Further, the company provides design and consulting services directly to end users, promoting brand name recognition and brand requests by the end user.

## TRAINING FACILITY AND SUPPORT

IMM believes training and support to be essential ingredients to the development of the marketplace. Training and support programs insure proper implementation of the product and creates satisfied dealers and end users. IMM's complete training facility provides a hands on positive learning environment. The IMM philosophy is simple: **Total Customer Satisfaction**.

## COMPUTERIZED ORDER PLACEMENT AND TRACKING

IMM processes customer orders via our computerized order entry system to insure accuracy and product compatibility, as well as to provide design assistance, and real time order tracking. Potential problems for the Customer and the Manufacturer are minimized from conception through execution to completion.

## EXPERIENCE

**Bob Fruchey** | [Bob@immrep.com](mailto:Bob@immrep.com) | Mobile 303.668.0577

Bob has many years of experience designing, specifying and marketing security systems. He left IMM in 1997 to serve as the Western Region Sales Manager for Fiber Options, Inc. and returned to IMM as the Vice President in December 2001. He purchased IMM in October 2004.

**Mike Roth** | [MikeR@immrep.com](mailto:MikeR@immrep.com)

Mike has many years of experience assisting organizations to proactively solve network communications challenges. He is currently driving design and deployment of Network Services for Smart City applications. Network Services include Fiber PON and Wireless utilizing Private 5G, CBRS, LoRaWAN and Edge Computing supporting a variety of vertical markets which include healthcare, transportation, education and manufacturing.

**Marie Tullos-Warren** | [Marie@immrep.com](mailto:Marie@immrep.com)

Marie Tullos-Warren joined IMM January 2017 as our office management, factory and sales support professional. Marie comes to IMM with an extensive IT background and Business Analyst skills. Marie's ultimate goal is to support our customers as well as our factories and to assure IMM's office operates effectively and efficiently.

## PROJECT INVOLVEMENT

Some of the major projects in which IMM and its principals have been involved include:

Denver International Airport  
RTD Park-n- Ride Denver  
KCNC Channel 4—City Cam System  
Ocean Journey Aquarium - Denver  
Central City/Blackhawk Casinos  
Little America Hotels  
Aurora Public Safety Dept.  
Denver News Agency

Inn of the Mountain Gods Casino  
Auraria Higher Education  
Utah Dept. of Corrections  
LDS Church - Utah  
Cripple Creek Casinos  
Isletta Gaming - New Mexico  
Arapahoe County Jail  
Utah Department of Transportation

Salt Lake City International Airport  
Canon City Maximum Security Prison  
The Pepsi Center - Denver  
NORAD Cheyenne Mountain  
Rocky Mountain Harley-Davidson  
Invesco Field at Mile High  
Federal Bureau of Prisons  
Salt Lake County

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**CAD Solutions**

Professional CAD Services and Solutions