

Representing the Manufacturer

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



Ace Computers is a technology solutions provider helping customers stay connected and achieve mission success with industry-leading computer products



ANTAIRA TECHNOLOGIES

Leading developer and manufacturer that provides high-quality industrial networking and communication product solutions



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



Zero Trust

SEPIO leverages Layer 1's unique data source, fingerprinting, machine learning, and big data for complete visibility over hardware assets.



INTERMOUNTAIN MARKETING, INC.

P.O. Box 630167 - Littleton, CO 80163-0167
303.278.7800 Phone | 800.638.0058 Toll Free
Visit us on the web @ 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 ITS, and security systems integrators, 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 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. The IMM philosophy is simple: **Total Customer Satisfaction**.

ORDER PLACEMENT AND TRACKING

IMM offers support to our customer's orders process 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 | Mobile 303.668.0577

Bob has many years of experience designing, specifying and marketing security systems and integrated solutions. He left IMM in 1997 to serve as the Western Region Sales Manager for Fiber Options, Inc. After the M&A with GE Bob, returned to IMM as the Managing Partner, Vice President, in December 2001. He purchased IMM in October 2004.

Mike Roth | 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.

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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