



## Vital Alert Technologies, Inc.

**Company Overview:** Vital Alert will produce and sell wireless communications systems, associated software and licenses to systems integrators, communication equipment vendors and network providers. The company is the holder of two exclusive licenses from Los Alamos National Laboratory for patented very low frequency digital communication technology for the urban and mining fields of use. The company has developed a proof-of-concept prototype and is now commercializing products for launch in the third quarter of 2009. These systems will save lives, improve network reliability and assist first responders with managing emergency situations in urban areas, mines and other environments where line-of-sight communications are precluded.

**Problem:** Natural and terrorist disasters such as 9/11, Sago Mine, hurricane Katrina and the London subway bombings have brought to light the glaring failures of current Radio Frequency (RF) communications technologies. Radio signals fail to penetrate deep indoor locations due to the presence of concrete, rock, metal and other natural and solid materials. This creates shielded areas without adequate radio coverage causing dangerous situations for first-responders and inefficient emergency response activities.

**Solution:** Our patented technology enables wireless communication in obstructed environments by bridging the signal from one environment to another. The technology is interoperable with virtually all conventional radio and wireless equipment. The Vital Alert system will extend the coverage area of radio networks for mass emergency notification and operations, into deep indoor areas, tunnels, mines, underground facilities and building infrastructure.

**Marketing Opportunity:** Government spending on first responder IT and telecom is forecast to grow to \$4.6 billion annually by the end of 2010, in part because of the increased availability of Department of Homeland Security funds. Providing interoperable communication systems to first responders in obstructed environments and providing emergency warning in high rise buildings and underground facilities are high priorities.

**Management Team:** James Hackwood (president and CEO) has a successful, global track-record of high-tech product development and business growth from startup to revenue generation; Joe Miller (chairman and founder) is a successful entrepreneur with more than 16 years of technology experience in the development of ultra-low frequency communications systems; Ann Hueter is a successful sales and marketing executive in the wireless and telecom market with established relationships with key people at many of Vital Alert's largest target customers.

**Funding Request:** Vital Alert is requesting \$3.2 million to complete the commercialization of the product and to fund the sales, marketing and operations activities.



**JAMES HACKWOOD**

*Investors: Salida Capital  
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*In Attendance:  
James Hackwood  
Joe Miller  
Ann Hueter*

*Revenue Forecast:*

2010:	\$ 1.2M
2011:	\$ 7.9M
2012:	\$ 24.3M
2013:	\$ 35.9M
2014:	\$ 45.4M