Building Relationships

A.I. Unified Security, Structured Cabling and Electrical-integration Alive

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Firstly, please introduce me to iAlive with an overview of your main products and services, locations, and client base?

Providing UPS, ELLIS DON, CINEPLEX, ArcelorMittal, Martinrea Automotive, distribution centers, manufacturing, and correctional infrastructure, we also white label our services for larger IT and security companies. Our pragmatic approach is to make buildings intelligent, intuitive, and **Alive**.

iAlive is an integration company based in Toronto that serves Canada nationwide.

AI based security/alarm systems, access control, CCTV, facial recognition, AV systems, and network rack configurations. Of course, we bring all these together under one roof, including the design and installation of copper and fiber optic cables for infrastructure.

iAlive provides and adheres to UPS-approved and preferred product

manufacturers such as CommScope, which provides all network hardware, including branded fiber, copper cables, jacks, and patch panels. Our long-term relationships with various vendors benefit all of our clients with the latest technology solutions and services.

The operational benefit of a unified security operations platform is situational awareness – knowing what is happening and where, at any given moment, to notify operators immediately of potential security threats by combining innovative integrated solutions.

iAlive includes nature's organic principles in its business model - backed by millions of years of substantiated proof - and adapts it to suit an ever-evolving use of technology in our world. By mimicking a system that has brought our existence this far, we can continue to grow and evolve without depleting ourselves. This inorganic technology learns with us and caters to our

comforts while protecting our environment, sustainability, and pocketbooks. At **iAlive**, we carry life into the future.

We are incorporating GREEN technology and LEEDS-approved, environment-sensitive, low-emission footprint products for our solutions to improve quality of life through social responsibility. At the same time, we will be conscientious of safeguarding both our natural resources and our environmental heritage by integrating the "4Rs" - reduce, reuse, recycle, and recover – in our solutions.

Could you outline iAlive's mission, values, and ethos that underlie your digital transformation strategy?

We aim to be recognized as a leader in intelligent and innovative networked physical security products, services, and solutions by delivering outstanding value and quality to our clients and earning their respect and loyalty. We also strive to be a company that is a great place to work and to grow as a team and a family with long-term goals.

Our core values for the recognition we receive from our clients include:

- Quality products and support for our clients and partners.
- AI-infused building self-awareness, well-being, and development of our teams.
- Conducting ourselves and our business practices with integrity and loyalty.
- AI integrated with innovation and cutting-edge information technology.

We strive to collaborate with you to provide custom and innovative solutions. **iAlive** was created with the belief that technology can break down barriers and improve users' day-to-day lives. With over 36 years of experience in the PSIM industry, we formed **iAlive** in 2014. We're always embracing and integrating new technologies to push boundaries to meet your physical security and communication infrastructure needs

and provide our clients with the tools to stay ahead in a complex, ever-changing world.

We firmly believe that you get back what you give to this universe. We try to be fair with our clients, and we focus on building relationships instead of trying to make a quick buck.

I understand that iAlive is a company that prides itself on being at the forefront of technology, improving continuously, and taking initiative. Could you tell us more about this?

iAlive turnkey solutions
- AI unified security
- Situational awareness and notification
- AI face recognition, crowd detection, indoor outdoor people, and vehicle tracking
- AI CCTV analytics for quick and accurate response
- AI PSIM off-site alarm video verification with two-way audio
- AI CCTV guard tours
- ULC intrusion, fire, and medical alarm monitoring
- Cloud backup and redundant servers
- 24/7 online support and remote management
- Structure cabling and fibre
- Wireless PTP, PTMP, MESH, and last-mile connectivity
- One company, one phone number
- Consulting and design services

What makes iAlive stand out from the competition?

The power of AI and unified systems. Unified solutions are our core development focus. It empowers advancements in how our clients embrace AI and new technologies for their physical security operations.

Unified systems provide all physical security activities, functions, and data accumulated

within the same system; you can harness data flow across your security activities.

iAlive makes securing people, buildings, and assets more accessible whilst supporting operational efficiencies.

iAlive's approach for stitching multiple systems onto one platform.

Our vision is to eliminate the redundancy and duplication that come with having many different security solutions. Our clients wanted a seamless, unified system for each security product, meaning a lot of time, cost, and effort in maintenance and upgrades to each product individually. Because of our clients, we created a physical security platform that would enable multiple products by numerous manufacturers to be unified to work as one.
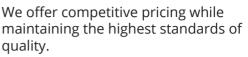
How unification is different from integration.

The core goal for unified security is a suite of products developed as one unit. Different modules can be controlled on a seamless system according to changing environments. Integration is when you connect one system to another; it has its benefits, but upgrading and maintaining multiple systems isn't one of them.

Our approach.

iAlive provides secured operations and intelligent systems, and we are always looking at new technologies to make digital systems more innovative and informative to protect our clients, assets, people, and organizations from physical and cybersecurity threats. **iAlive** is committed to building secure and compliant solutions; our approach emphasizes risk identification and mitigation, transparent and open communications, and working with a network of trusted partners.

Our dedicated core team is experienced and highly skilled in the industry. Our team has become a family over the years.

We offer competitive pricing while maintaining the highest standards of quality.

We have the knowledge and experience to custom-fit the solution for small to enterprise-level clients. Most importantly, we are committed to looking out for clients and focusing on future requirements and expansions in a fast-changing technology environment.

Finally, could you tell us more about your relationship with UPS Canada and what role the company's digital transformation capabilities play in this relationship?

We have worked closely with UPS Canada to provide various services and solutions. The project included a complete network upgrade for the central HUB in Vaughan, replacing all Cat6A and fibre cables, including 195 Access Points throughout the 460,000 Square feet (sqft) warehouse. During the holiday season 2023, we provided UPS Canada with temporary sites and expanded the Scanner capabilities at existing sites.

Other UPS Canada projects include new CCTV installation, sorting line status monitors, and complete audio-video media stations, alongside the supply and installation of cradles for backup internet. We provide a bridge between UPS and UPS-preferred manufacturers of fibre, cabling, network infrastructure and we work with the UPS IT team to assist in any capacity to provide solutions for new projects, keeping everyone informed on any new technologies or products.

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