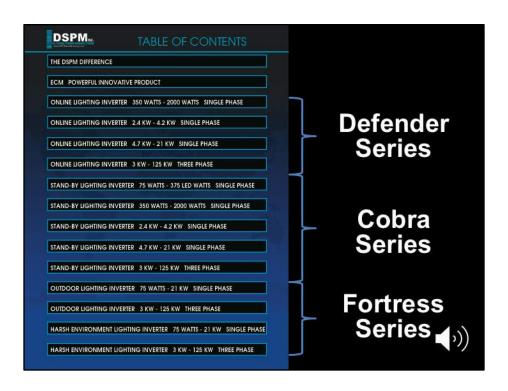


#### Slide #1:

Welcome to the DSPM product presentation seminar, we have pre-recorded some of this seminar but encourage questions before we proceed to each slide. We will cover the entire product line. Hopefully you have a copy of this presentation in front of you and have had a chance to take a look at before starting this seminar. We encourage you to ask any questions that come to mind. We have technical people and sales people in the room to assist in answering any question you might have. If we are unable to answer your questions, we will get back to you just as quickly as possible with the desired answer.

What you see before you is our family of cabinets for our Lighting Inverter line of products. As we proceed through this seminar you will see the power ratings and capabilities of these cabinets. Most of these are Nema 1 rated, which means they are used in some type of a building whether it be in the basement, a closet or in a hallway.

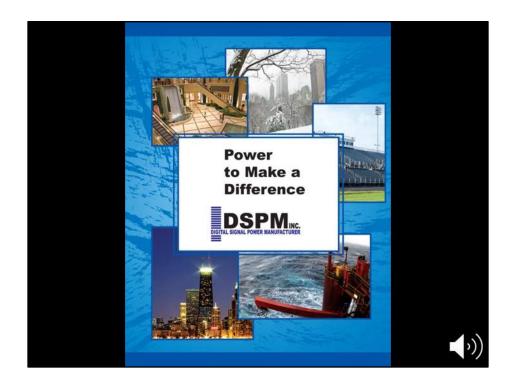
We also have a whole series of outdoor cabinets that are Nema 3R convection cooled with fans only, Nema 4 completely sealed with air conditioning outdoor application and Nema 12 for completely sealed indoor applications.



#### Slide #2:

We have broken our product index down into the three basic categories of our product line. The defender series is our double conversion online product ranging in power from 350W to 125 kW both single phase and three phase.

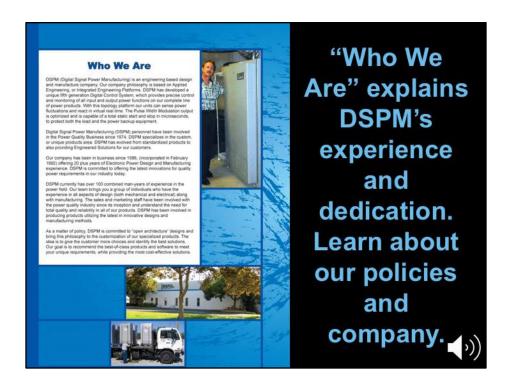
The Cobra series is our standby model which features a 99+% efficiency. This product ranges from 75W all the way up to 125kW both single phase and three phase. And lastly our outdoor units, the Fortress series this includes our Nema 3R, Nema 4 and Nema 12 enclosures.



# Slide #3:

To help our customers understand who and what we are, and what we do we have put together our corporate brochure. Our company motto is "Power to Make a Difference." You can download this company brochure from our website at www.dspmanufacturing.com

There are many other items on our website to help you in understand our product capability and our potential.



### Slide #4:

DSPM stands for Digital Signal Power Manufacturing, we are an engineering design based and manufacturing company. We manufacture all of our products in our plant in Ontario, California. We are in compliance with the Buy American Act. We have been involved in the power industry since 1974, we truly understand power. DSPM has been in business since 2003 and we have shipped thousands of units to the Lighting Industry.



### Slide #5:

Along with our standard product line we have the ability to customize products to unique applications. Whether it is an outdoor application or on the sea, our engineering capability allows us to build a reliable product to the customers unique specifications when requested. Our standard Nema 1 enclosure has many man years of experience and you will find the design to be very user-friendly and well thought out.



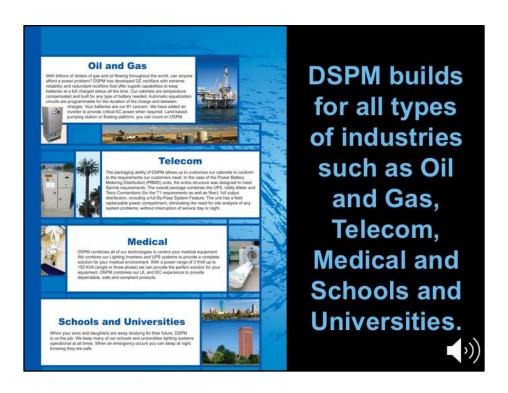
### Slide #6:

An example of our engineering capability is the sea launch system. The sea launch system launches satellites from the ocean and to do that they utilize DSPM technology. Not only does this represent our ability to handle salt environments but are systems control the lights on the launch vehicle so that the vibrations and shock capabilities are put to the test every time they launch.



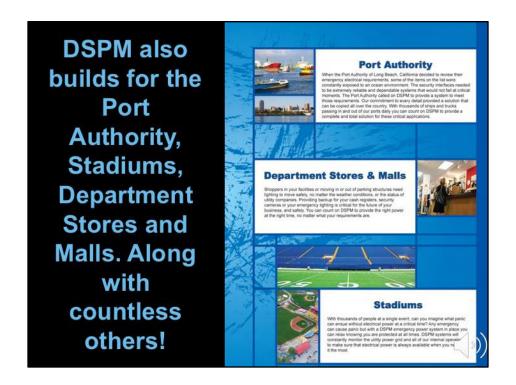
# Slide #7:

We have many sites that are military applications. We build both commercially available units at various military bases and completely militarized units when required by the military. We have also built units for many of the airports around the country including Dulles International in the Nation's capital.



# Slide #8:

We supply to a number of markets including the oil and gas industry, which require us to handle harsh environments. The telecommunication industry, both indoor and outdoor, as well as medical applications. We have many schools and universities using our products to protect the children and futures of this country.



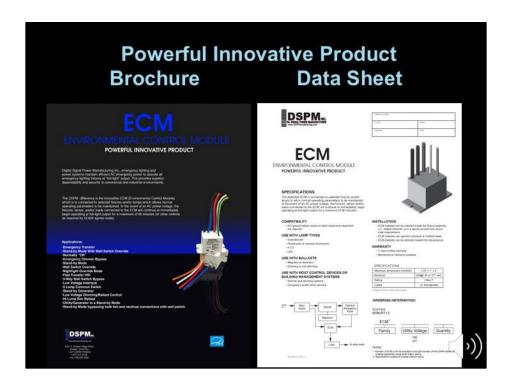
### Slide #9:

DSPM has a number of units at various ports around the country, many department stores and malls utilize the DSPM technology, keeping the shoppers safe in the event of an emergency. One of our favorite applications to install is stadiums or really any gathering of the public. This can be at church, a library, or a movie theater which we allow for complete and safe evacuation for any of these facilities.



# Slide #10:

Our Environmental Control Module (ECM) allows us to customize the lighting environment to unique applications. We have devoted an entire seminar to this module and its unique capabilities. This device features a 20 amp rating and is available in voltage levels from 120V through 277V. This device has a common, normally open, and normally closed contacts. It is small enough to fit in a receptacle enclosure in the wall but powerful enough to handle continuous 20 amps.



# Slide #11:

You can download the brochure and the datasheet from our website, www.dspmanufacturing.com.

We also have documented a number of applications to help you utilize this device to its fullest capabilities. Please visit our website for detailed information about this product. You can download unique applications and we also have a webinar dedicated to this product. If you would like at the end of this presentation we can follow up with the ECM webinar.



#### Slide #12:

The ECM module is approximately a 1½ inch cube and is small enough to fit almost anywhere but powerful enough to handle 20 amp of switching current. The device is UL 924 listed and is approved for Emergency Lighting applications. There is a list of some of the applications, and you can find these applications documented on our website with individual sheets to explain the wiring and application of this unique Environmental Control Module.



# Slide #13:

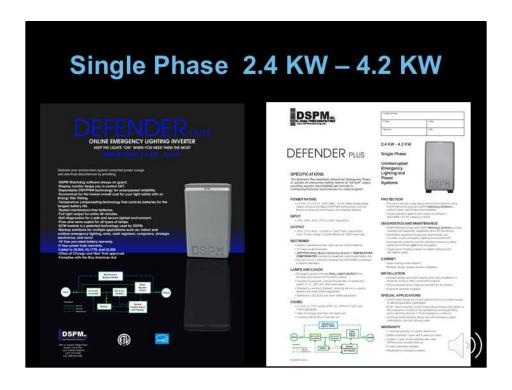
We will now cover the Defender Series which is our double conversion online series. This product will handle any light on the market today, whether it be HID or LED. This system allows for the lights to be protected 100% of the time through the inverter and there is no switchover time when the power is lost.



### Slide #14:

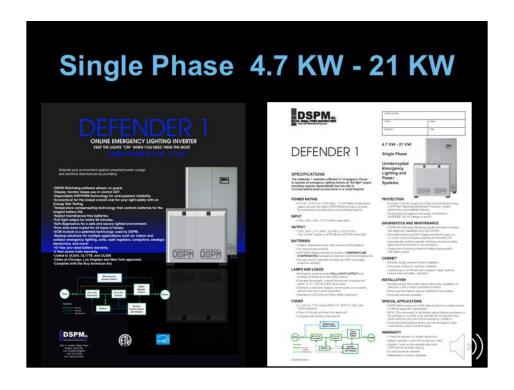
The smallest of the Defender line is the Defender Mini. The power ranges from 350W to 2000W in a single enclosure which includes a minimum of 90 minutes of battery backup and has many options that are integrated into this small enclosure. It also has wall mounting brackets available that will allow this device to be hung on the wall if required, if not it'll sit on the floor. This is a standard Nema1 enclosure and will handle environments up to 104° F. The data sheet, brochure, technical manual and many other documents are available on our website.

On the back of the Defender Mini datasheet is a guide in developing the model number that would be right for your application.



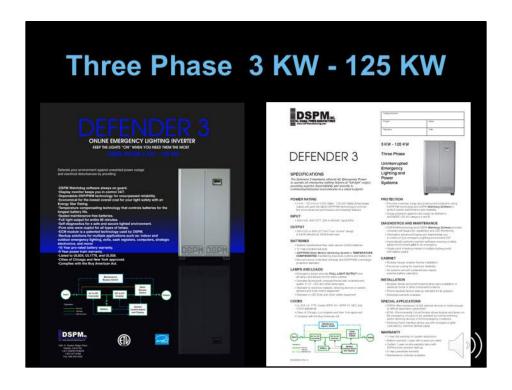
### Slide #15:

The next model available is the Defender Plus which is a power rating of 2.4kW to 4.2kW. Again, this is a fairly small enclosure, it is 2 ft² by approximately 36 inches tall. This product also has all the batteries installed for a minimum of 90 minutes and will fit in most any application where the environment does not exceed 104° F. It is one of our standard Nema 1 enclosures and has many options available. Some of those options are normally off circuits, output distribution built inside the unit. The built-in LED display provides a wealth of information as well as alarm codes in the event of a failure. All of our systems are rated at 100% load (although we do not recommend running them at 100%) and they are capable of running at 100% indefinitely.



### Slide #16:

All of the preceding products have been single phase and this is the largest of the single phase product line. The Defender 1 product line ranges from 4.7 KW through 21 KW. There is no need for a battery cabinet up to the 14 kW level, above the 14 kW level a battery cabinet is required. Again the batteries are included inside the cabinet for a minimum of 90 minutes in many of the options previously mentioned are available in the DE one configuration also. Again some of those include normally off circuitry, internal distribution up to 30 individual pole positions. This is our standard Nema 1 enclosure and is also capable of going to a 104°F environment. On the back of all of our data sheets there is a guide in developing the model number that is right for you.



### Slide #17:

The Defender 3 represents our three-phase product line, the smallest of which is 3kW and the largest of which is 125kW. All of our products are UL approved to both UL1778 and UL924. The batteries are included in the inverter cabinet in some of the smaller models but most of these products require multiple battery cabinets in order to provide the 90 minutes of backup. This model features an LCD display and offers many of the same options. The back of the datasheet allows you to develop the model number that is right for you and configure the options for your unique situation. All of our products have Ethernet capability for remote monitoring, alarming and testing functions.



### Slide #18:

The Cobra Product line represents our energy efficient standby lighting inverter product. This product is housed in same cabinets as the Defender series but come standard in the standby mode. The major advantage of this product line is the efficiency is increased to 99+%. The input power is shunted to the output terminal blocks with the inverter in a hot standby mode waiting for the utility to fail. In the single phase product line we offer slow transfer which takes approximately 3 to 5 cycles. In the three-phase product line we offer fast transfer which typically occurs in less than one cycle. Again the same options are available as in the defender line.



### Slide #19:

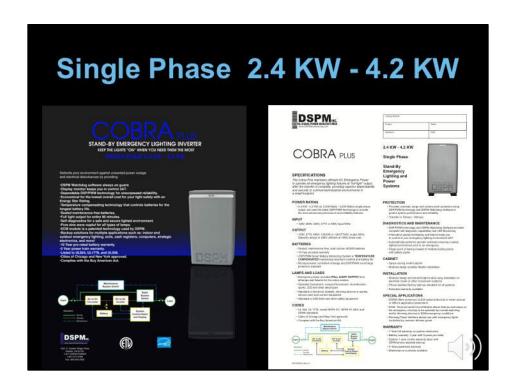
The smallest Cobra available is the Micro. It is available from 75W through 375W. Input voltages are 120V or 277V and output voltages are 120V or 277V. The product comes standard with a minimum of 90 minutes' battery backup inside the enclosure. With a 104°F ambient temperature standard. This is the least expensive product that we produce for the lighting industry, which has no visible display on the outside and has limited options but is extremely cost-effective. The enclosure is approximately 18 in² by approximately 9 in deep. Wall mounting brackets come standard with this unit. This product features a 600% overload capacity at the highest power rating specifically designed for starting LEDs when going to the standby mode operation.



### Slide #20:

The Cobra Mini comes in a power range from 350W to 2000W. Again, the batteries are included in the cabinet is approximately 2 ft² by 18" deep. This model comes standard with an LED status panel, internal 90 minutes minimum battery run time at full load along with all of the options available for the Defender product line.

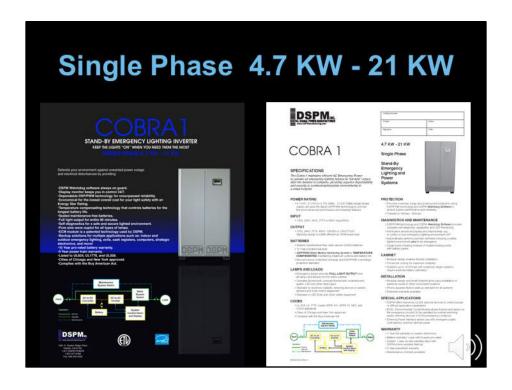
Some of those options include normally off circuitry, internal distribution and Ethernet connections. The back of the datasheet provides a model number development guide that will help you develop the product will best fit your needs.



### Slide #21:

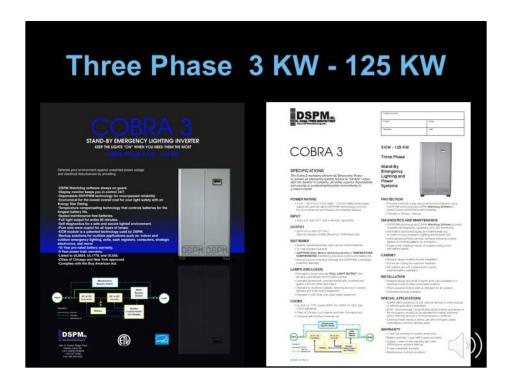
The Cobra Plus comes in a power range from 2.4kW to 4.2kW. Batteries are included which will provide a minimum of 90 minutes at full load. All of our standard options are available with this unit and as all Cobras provide for a minimum of 99+% efficiency. The cabinet is approximately 2 ft² by 36" tall. This product will also handle the 140° F ambient temperature. The LED panel will show the inverter in hot standby and provides a wealth of information as well as alarm codes if there any problems with the machine.

All of our products come standard with an internal functional bypass switch. This is in addition to the static bypass and is available in case of a catastrophic failure of the unit that the customer can place the unit in mechanical bypass so that the load will still be functioning until we can get a technician out there to repair the unit.



# Slide #22:

The Cobra 1 is the largest single phase models available. The power range functions from 4.7kW to 21kW. The 14kW and below model offers all batteries in a single enclosure, the enclosure is approximately 39" wide by  $18\,\%$ " deep and is 72" tall. The 15kW through 21kW requires an extra battery cabinet to provide for the 90 minutes' minimum battery backup at full load. All standard options are available on this unit and this unit will also operate up to a 140° F environment.



### Slide #23:

The Cobra 3 is our three-phase model smallest power level is 3kW all the way to 125kW. The 3kW through 8kW models do not require a battery cabinet but all other sizes require one or more battery cabinet. All battery cabinets are matching and provide internal disconnects for each battery string so that maintenance can be performed on the batteries independently when maintenance is performed.

All of our multiple string batteries have individual battery disconnects for the entire product line, including the Defender product line and the outdoor products. We have many service programs available ranging from 8 to 5 Monday through Friday, to the 365 days a year 24 hours a day including maintenance. These maintenance contracts are available on all models. The three-phase model offer a synchronous transfer and can be used for all types of lighting.



#### Slide #24:

Our Fortress series come standard in either Nema 3R, Nema 4 or Nema 12. The Nema 3R model is a convection cooled forced air capable of withstanding 122°F continuous operation at full load. The Nema 4 and Nema 12 units come standard with air conditioning in a sealed enclosure for the harshest of environments. The Nema 4 and 12 also offers 122°F standard ambient operating temperature with this model has the additional feature of keeping the batteries at a 77°F operating temperature regardless of the external ambient as long as the ambien is 122°F or less.

The product is UL approved up to 30kVA both single-phase in three-phase models. The higher power levels are available and if UL is required we can arrange for field visits to have the UL inspector approved the unit on-site.



### Slide #25:

The Fortress 1 is the Nema 3R single-phase model has two basic cabinet sizes. All of the batteries are housed within the enclosure and the system is capable of operating to 122°F. This product is available in the online mode or the standby mode. The standard options are available again such as normally off, internal distribution and Ethernet connections. These products can be utilized indoor or outdoor, if your environment iside gets a little wet these products would be ideal, and if space is limited inside they can be placed outside on a concrete pad and handle extreme environmental conditions. There is an optional heater that operates inside the unit for extremely low temperature environments. With this heater option the units can operate down to a -40° F.



### Slide #26:

The Fortress 3 is our Nema 3R three-phase model and it also comes in two basic cabinet configurations. In the smaller models the batteries are included inside the unit and in the larger systems there are multiple battery cabinets. This unit will operate to 140°F continuously at full load. Eyebolts are standard for lifting this unit onto the concrete pads, as all of the standard options available including the normally off, internal distribution and the Ethernet connections. The battery charger come standard with a temperature compensation circuitry and the standard warranty for the batteries is 10 years prorated one year complete replacement. This is a standard battery warranty for all of our products please see our website for the prorated chart.



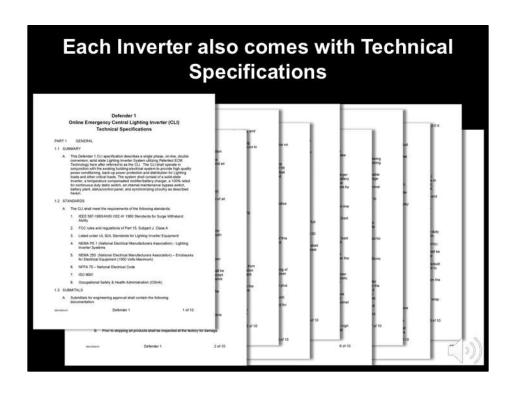
### Slide #27:

The Fortress 1 Harsh is our single-phase Nema 4 or Nema 12 outdoor cabinets. The product comes standard with external air conditioning; all batteries are included for a minimum of 90 minutes run time at full load with an operating temperature to 122°F. Our standard cabinets are cold rolled steel that has had special plating and powder coat painting but stainless steel configurations are available for all of the outdoor units if required. All of the standard options are available for this product also. These products come in either online or standby modes of operation.



# Slide #28:

The last of our standard products is the Fortress 3 Harsh which is our three-phase Nema 3R or Nema 12 outdoor cabinet unit. The smaller kVA units include internal batteries and the larger units require extra battery cabinets. All cabinets have individual air-conditioners for climate control, which allow the external ambient to be as high as 122°F and it keeps the internal ambient to a comfortable 77°F. This unit is UL approved to 30kVA also but is available up to 125kW. This model is available in the online mode or the standby mode operation.



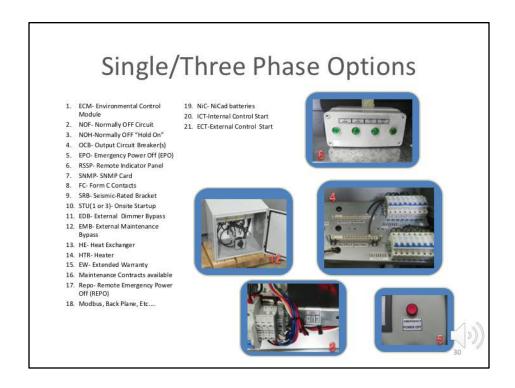
#### Slide #29:

On our website, you will find complete specifications for all of the above products in a word format or in standard PDF format. All of our units have CAD drawings available for easy importation of the dimensions of the cabinets. Full technical manuals and maintenance manuals are available along with a complete set of brochures and data sheets on all the above products. We have installation guide instructions that will define the input power and output power, input and output current and the voltages for both input and output for ease of determination.

We also have available many training PowerPoint's, and we offer complete service capability either during warranty or after the warranty. Our standard battery warranty is one year full replacement and nine years prorated. We do have available optional twenty-year battery warranties.

To learn more about these options please contact our sales department.

We maintain a 24 hour a day technical service, the phone number is (951)840-0811



#### Slide #30:

This is a list of the options available for both the single-phase and three-phase units. As you can see from the list, we have many options available specifically designed for the Lighting Industry. Prominent among them is the environmental control module and its many functions. Some of the more popular options are the normally off and the normally off hold on. Also, the External Maintenance Bypass Switch allows service to be performed on the unit while the power for the load is coming through the utility. Another convenient option is the output circuit breakers that allow for the distribution of the power from our unit to the individual loads this puts everything inside of one enclosure.

We truly hope that the new catalogs are easier to use and explain any question that you may have.

Remember if you need the Data Sheets they are available as PDF's with the fields ready to fill in.

#### Slide #31:

Our catalogs are available for download on our website, along with a wealth of other information as covered above.

We hope you have found this webinar to be helpful and if you need any assistance in specifying and/or understanding our products more fully please do not hesitate to contact one of us.

We thank you for your time and this concludes our webinar thank you very much.



# Slide#31:

We maintain a toll-free number which is (877)377-6769 or (877)DSPM-Power Again thank you for your time.