



Industry Resources - Available for Your Success

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January 2016

Introduction

Kurt and I were both executives at Security Networks. Across a variety of measures, Security Network's story was very successful. We believe that the success was a function of its people, processes, and systems. Kurt and I were fortunate to play a material role in its development.

After our departure, we independently created two consulting organizations. We quickly realized that just as it we did at Security Networks, we deliver incremental value when we deliver our collective services to our clients. As a result, we work closely with each other as well as our other partner, AspenRoot, and believe that either individually or through our combined resources, we can be of great benefit to your organization.

Areas of Expertise

- Leadership
- Customer Experience
- Building a Culture
- Communication
- Team Building
- Setting Priorities, Planning, and Being Organized
- Data Driven Performance Management
- Software Development and implementation
- Process mapping
- Automation

Our Partners

- X-it Strategy Consulting (Ken Wiesenfeld)

www.xitsc.com

- Alarm Consulting Group Inc (Kurt Becker)

www.alarmconsultinggroup.com

- AspenRoot (Lori Gottshalk)

www.aspenroot.net

About X-it Strategy Consulting and Founder Ken Wiesenfeld

X-it Strategy, a financial consulting firm, is focused primarily on the electronic security industry, assisting small to middle market companies, improving the value embedded within their finance/accounting resources, optimizing their business processes and organizing their environment for a capital event.

- Over 20 years of progressive financial and operational experience.
- Chief Financial Officer at Security Networks (2006-2013), an electronic security provider to over 200,000 customers and more than \$100 million in annual revenue (2013), having grown the company from \$5 million in annual revenues when he began with the company.
- CFO of Guardian International (2001-2005) in Hollywood, FL.
- Prior to that position, held various management positions at Security Technologies Group and Sensormatic Electronics Corporation, starting his career at Price Waterhouse
- Graduated from the Wharton School at the University of Pennsylvania

Xit Strategy Engagements

- Member of the Board of an SDM 100 Company, acting as an industry partner and offering consulting services to the CEO/CFO to further advance various board objectives
- Obtaining a senior credit facility, in connection with 2 acquisition opportunities (where Xit is assisting in the buyer due diligence and conversion planning)
- Capital planning, streamlining its operation, assessing a new software platform, and improving the finance/accounting function
- Optimizing a client's use of a Sedona Office Accounting/CRM system
- Completed assignment as Interim VP Accounting of an SDM 100 Company to elevate the accounting function to "World Class"
- Created a "Vendor Management database" which yielded cost savings via re-negotiation and multiple bid processes
- Worked as Interim Acting CFO for a high growth technology company within the security industry, tasked with organizing the accounting and finance functions, working with senior management and the board to evaluate the capital structure and financing options
- Performed Due Diligence on a SDM 100 Company acquisition
- Assisted Bank in Due Diligence on a recent placement of debt with a SDM Top 20 Company
- Talent Sourcing – hiring key members of the finance and operations management team
- Implementation of Software upgrade – assisted Client in the project management efforts to upgrade accounting software to latest version

About Alarm Consulting Group Inc and Founder Kurt Becker

An accomplished executive and entrepreneur with more than 25 years in the security industry, Kurt Becker has established a career-long record of success marked by diligence, agility, and innovation. With a relentless drive to spur business development and uncompromising commitment to customer service, Mr. Becker has repeatedly shaped organizational culture to realize results across profitability, efficiency, and growth.

For ten years, Mr. Becker directed all aspects of day-to-day operations for the residential security provider Security Networks, LLC. As Vice President of Operations with oversight of strategic and tactical planning, he seized every opportunity to enhance organizational efficiency and advance business development efforts. From recruiting and training top talent to sourcing and securing the most competitive vendor contracts, Mr. Becker expertly balanced immediate needs with the company's longterm vision. Among his many achievements in this role, he played a key role in expanding the client base from 4,000 to 225,000 accounts across 46 states and the addition of a UL-certified central station in Orlando. Further, he provided essential contributions to the successful sale of the company to the second largest residential security provider in the country at one the highest valuations on record

Since the sale of Security Networks, LLC, Mr. Becker has built and currently manages his own consultancy, Alarm Consulting Group, Inc. Drawing from his previous success as a Consultant for KwB & Associates, Inc., he exclusively serves security companies, developing customized solutions in the areas of licensing & compliance, field operations management, process improvement, and exit planning. In this role and previously with Security Networks, LLC, Mr. Becker has garnered outstanding client feedback, lauded as a subject matter expert and industry leader who knows what it takes to accelerate business expansion and achieve sustainable growth

Alarm Consulting Group Engagements

- Currently assisting a 4 clients with State and local licensing compliance
- Assisted SDM 100 with evaluation of field operations process and recommended / implemented process improvements
- Assisted Buyer in Due Diligence on a SDM 100 Company acquisition
- Partnered with security industry CRM company to build API for their product. Consulted with numerous security companies to implement API

About AspenRoot, LLC and Founder Lori Gottschalk

With twenty years experience in Information Systems and Accounting and over fifteen years in the security industry, AspenRoot is a software development company capable of solving the most complex IT problems. Our development teams are formed project by project, custom-tailored to the specific needs of the project. This decentralized structure allows us to eliminate costly overhead and focus directly on a client's requirements, resulting in lower costs and a rapid development cycle for our clients.

AspenRoot consultants are highly skilled in the latest technology, specializing in areas such as C#.NET, MVC, AJAX, Entity Framework, Responsive Design, web services development and consumption, mobile app development, and SQL Server database development.

Through our business practices, we are able to provide on-time, on-budget, quality work, capable of growing with our customers.

AspenRoot Engagements

- Developed dealer portal for Security Networks to streamline customer onboarding, due diligence, e-signature, dealer funding, service, retention data, etc., synchronized across five back end systems to reduce costs, improve efficiency and eliminate double entry.
- Built Dealer Funding application for an SDM 100 Company to increase efficiency, improve communication and provide real-time information to Dealers about funding data.
- Partnered with security industry CRM company to build API for their product. Consulted with numerous security companies to implement API with Salesforce.com and other custom front end systems.
- Created a map-based mobile application for tracking sales opportunities and converting to customers, seamlessly integrating with back end CRM and monitoring software.
- Performed data conversions to migrate highly sensitive customer data from legacy systems to new CRMs.

HELPING YOUR BUSINESS STAY THE COURSE



Our mission is to provide our clients with guidance and insight to help elevate their business to the next level.