

2017 Barnes Buchanan Conference

AGENDA

THURSDAY, FEBRUARY 9

All presentations will take place in Ponce de Leon Ballroom IV* unless otherwise noted.

***PLEASE NOTE: LOCATION CHANGE**

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| 8:00 – 5:00 p.m. | Registration (Ballroom Foyer) |
| 10:00 – 11:30 a.m. | Spotlight on Cyber – Developing Strategies for Streamlined Incident Response
Ben Cotton – CyFIR (Ponce IV)
Matt Meade – Buchanan Ingersoll & Rooney

or

Capitalize on Trends that are Redefining Selling in the Security Industry
Gretchen Gordon – Braveheart Sales (Ponce II) |
| 11:30 – 1:00 p.m. | Lunch (on your own) |
| 1:00 – 1:05 p.m. | Welcome
Bryan Lawrence – Buchanan Ingersoll & Rooney |
| 1:05 – 2:00 p.m. | Company Presentations
Cliff Dice – DICE Corporation
Jeremy Morton – STANLEY Security
Terry Olah and Connie Busby – Alarm Detection Systems
Rob Jones – Moderator |
| 2:00 – 3:00 p.m. | Industry Investors Panel
John Kenny – Snow Phipps
Mike Levenberg – LLR Partners
Bill Polk – Egis Capital
Mary Ann Dunham – Moderator |
| 3:00 – 3:15 p.m. | Recognition of SDM's Dealer of the Year
Electric Guard Dog – Jack DeMao |
| 3:15 – 3:45 p.m. | Break |
| 3:45 – 4:30 p.m. | Keynote Speaker
Tim Whall – CEO of ADT |
| 4:30 – 5:15 p.m. | Remarks
Governor Jeb Bush |
| 6:30 – 9:00 p.m. | Reception in the Mediterranean Courtyard (Inclement Weather: Venetian Ballroom) |

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FRIDAY, FEBRUARY 10

All presentations will take place in Ponce de Leon Ballroom IV* unless otherwise noted.

***PLEASE NOTE: LOCATION CHANGE**

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| 7:30 – 8:30 a.m. | Continental Breakfast |
| 8:30 – 10:30 a.m. | Presentation: Alarm Industry and Market Overview
Michael Barnes – Barnes Associates |
| 10:30 – 11:00 a.m. | Break |
| 11:00 – 12:00 p.m. | Future of Smart Homes
Alex Dunn – Vivint
Steve Trundle – Alarm.com
Bryan Lawrence – Moderator |
| 12:00 – 1:30 p.m. | Lunch on the Front Lawn* (Inclement Weather: Ponce V & VI)
*PLEASE NOTE: LOCATION CHANGE |
| 6:00 – 7:30 p.m. | Cocktail Reception on the Beach Club Patio
Dinner on your own |

SATURDAY, FEBRUARY 11

MEET AT THE OCEAN GOLF AND TENNIS CLUBHOUSE FOR BOTH ACTIVITIES.

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| 8:30 a.m. | Scramble Golf Tournament |
| 10:30 a.m. | Tennis Tournament |
| 12:30 p.m. | Lunch & Awards Ceremony |

Since some of our panelists are officers of public companies, we offer the following disclosure. Please note that any forward-looking statements made by our panelists are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. You can identify these forward-looking statements by such words as "should," "anticipate," "estimate," "approximate," "expect," "target," "may," "will," "project," "intend," "plan," "believe" and other words of similar meaning and expression. You can also identify forward-looking statements by the fact that they do not relate strictly to historical or current facts. Forward-looking statements are inherently subject to a variety of risks and uncertainties that could cause actual results to differ materially from those discussed. Although it is not possible to predict or identify all risk factors, they certainly include today's uncertain economic times. We direct you to these public companies' SEC filings for additional risk factors. Our panelists, including our public company officers, cannot, of course, give any assurance that any goal, plan or target discussed today can be achieved; and our audience is cautioned not to place undue reliance on such statements, which speak only as of the time when made. Our panelists and their companies undertake no obligation to release publicly any revisions to forward-looking statements as a result of future events or developments.