

Unified Purchasing Cooperative
of the Ohio River Valley



Ohio's Newest Sports Lighting Collective Purchasing Partners



Your National Sports Lighting Experts & Beyond



Turnkey lighting, IoT, EV, Solar EPC, Sports Lighting

Aligned w/ top lighting agent, work closely with many OEMs, unmatched product knowledge

Utility and Roadway

Distribution warehouses

New construction specification & design

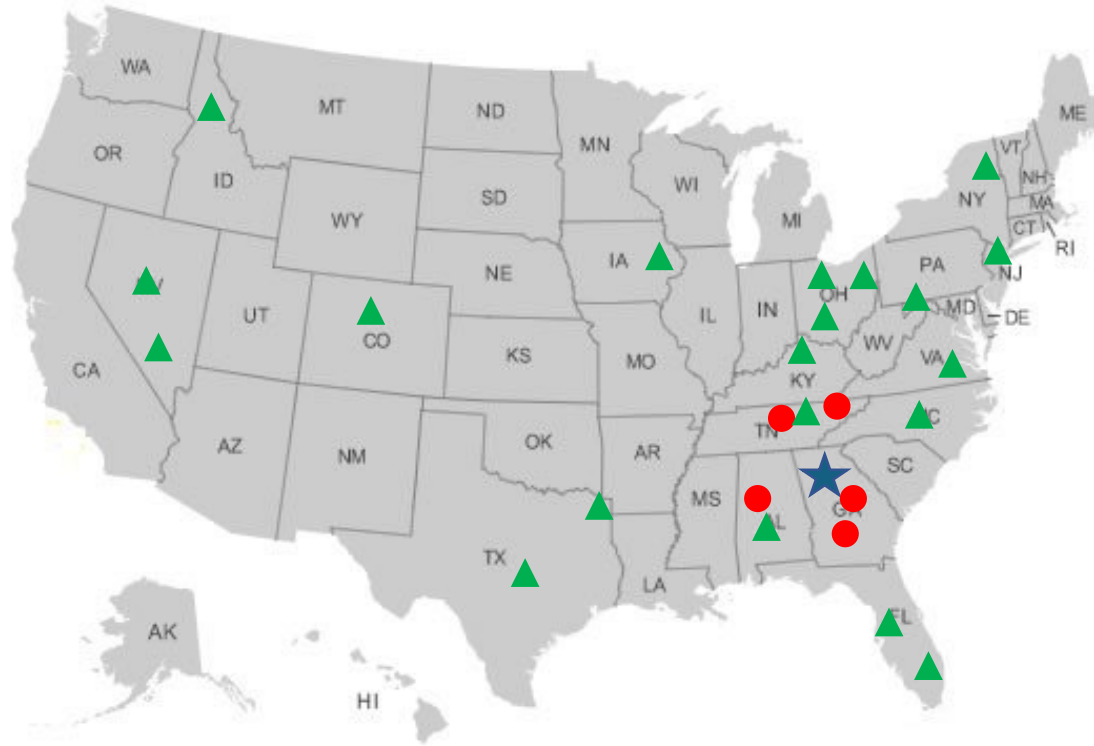
Self-Performing installing capabilities

Lighting, EV, Sports Lighting maintenance teams

Large team of certified lighting designers

Experience with 3000+ site roll-outs

No change order policy



★ HQ - Atlanta, GA

● Satellite Offices

- Macon, GA
- Birmingham, AL
- Nashville, TN
- Chattanooga, TN
- Knoxville, TN

▲ Satellite Teams

National Coverage – Dedicated mobile teams moving state to state

PSG's Model

*We're not just another vendor - we're your **partner**.*

We aim to simplify the process

PSG will own the process from: Initial survey and audit, to design and engineering, ROI analysis, rebate submissions, installation and warranty.



**SURVEYING &
AUDITING**



**DESIGN &
SOLUTION
ENGINEERING**



**TURNKEY
PROPOSAL / ROI**



**REBATE
ADMINISTRATION**



INSTALLATION



**DISPOSAL/
RECYCLING**



**CONTROLS
COMMISSIONING
& TRAINING**



DOCUMENTATION



**WARRANTY
SUPPORT**



Positive Impacts in Ohio

❖ Experienced

- Ohio Based Point of Contact
 - ✓ Brian Kutolowski

❖ National success installing sports lighting within Municipalities, Higher Education, & Parks and Rec associations

- Ohio Products in Use
 - ✓ Mt Vernon Nazarene University – Soccer
 - ✓ City of Cuyagoga Falls – Basketball & Tennis
 - ✓ Wellston Ballfields – Baseball & Softball

❖ 3000 Unique Projects Nationwide

❖ Host one of our top Manufacturers

- LSI Lighting – Cincinnati
 - ✓ Develop Ohio Loyalty



Engagement with Ohio Cooperatives

Growth in New Markets = The Goal

- **Lunch & Learns, Webinars**
 - Tailored towards specific groups like Ath. Dir, Superintendents. Facility Directors
 - Jointly hosted with the cooperative
- **Shared Marketing Materials**
 - Emails, Newsletters, Websites, Social Media
- **Conferences**
 - Partner with cooperative members to generate positive brand recognition in front of key audiences
- **Facility Showcases**
 - Highlight successful projects for regional members

New Collective Purchasing Opportunities





Contract Overview

- **Purpose:** Leverage collective purchasing power to provide cost effective-solutions to educational, government, and non-profit entities
- **PSG's Role:** Awarded the AEPA contract for sports lighting, enabling streamlined procurement for Ohio institutions

Benefits for our clients

- **Cost Savings** – Access to Pre-negotiated, competitive pricing
- **Efficiency** – Simplified procurement process, reducing administrative burden
- **Tailored Solutions for Each Client** – Unique and flexible solutions for any situation
- **Compliance** – Contracts meet state and federal purchasing requirements
- **Quality Assurance** – Products and services vetted through a rigorous selection process

Our AEPA Product Offering Partners



Specification Grade



Economical Grade



Specification Grade

We Supply American Manufacturers Providing Defensive Prices Against Tariffs

Alignment

- Musco
- Ephesus

Strengths

- Complete Systems
- Towers
- Remote/Integral
- Specification Break/Lock

Alignment

- Techline
- GeoSport

Strengths

- Integral Retrofits
- Value Engineering Projects

Alignment

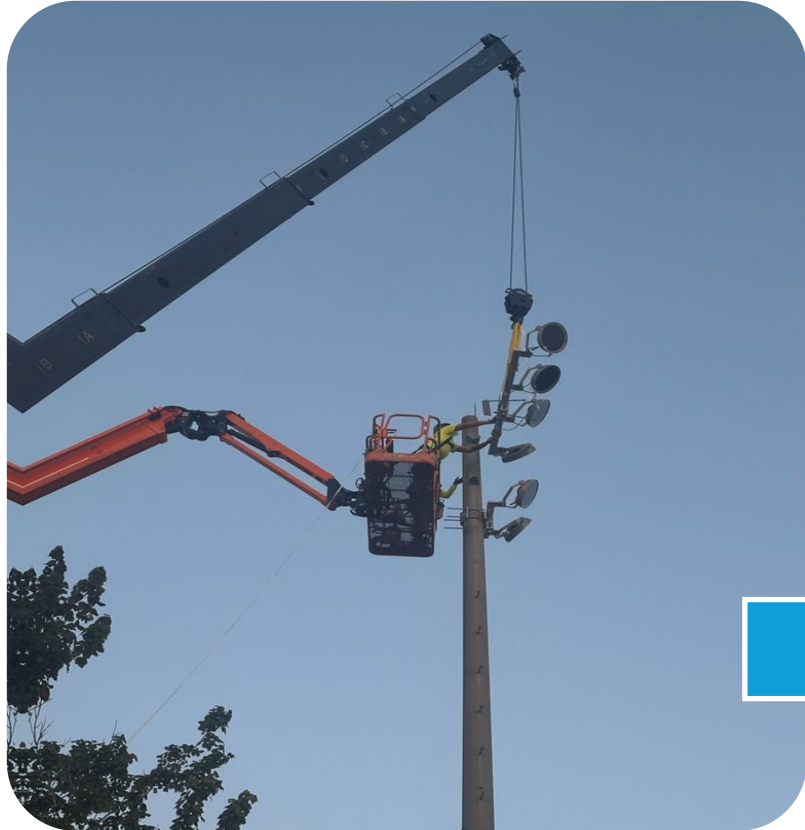
- Unique Specialization

Strengths

- Court Lighting
- Towers
- Specification Break/Lock
- Ohio Based

Leveraging a Job Well Done: PSG's Best Marketing Tool For Growth

R.S. Means



**Sports Lighting Installation
& Maintenance**



**Secondary Sports Facilities
(Locker Rooms, Coach Offices)**



**Energy Solutions Provider
(Retrofits, Utility, Efficiency)**

Thank You!



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