



BRISBANE AUTOMATIC GATE SYSTEMS

COMPANY PROFILE



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MISSION

Brisbane Automatic Gate Systems will continue to excel in our complete understanding of each individual client's needs for the supply and installation of superior quality, tailor-made access systems throughout Australasia.

OUR VALUES

➤ EXCELLENCE AT EVERY LEVEL

Brisbane Automatic Gate Systems employ only the most knowledgeable and dedicated staff, manufacturers and suppliers. We require all our personnel and associates to display a high level of passion for, and to possess a deep knowledge of, our business and our products. We ensure our dedicated staff perform within a working environment where each team member is valued. In turn, our company provides consistent excellence for every one of our similarly highly-valued clients.

➤ EXTENSIVE AND UP TO DATE KNOWLEDGE

We provide continuous training opportunities for our staff to ensure their already exceptional knowledge remains up-to-date, allowing our company to provide only the highest standards of service well into the future. Our extensive expertise will locate and install the most well-suited access system solutions for your property, business or premises.

➤ A COMPLETE UNDERSTANDING OF INDIVIDUAL REQUIREMENTS

We ensure all our clients receive the due focus and dedication they deserve through stringent assessments, guaranteeing the correct solution every time. Brisbane Automatic Gate Systems treats your company as if it is our own, taking the time and energy to provide you with the perfectly functioning solution that best fits your requirements.

➤ INTEGRITY AND RESPONSIBILITY

Brisbane Automatic Gate Systems prides itself on open, honest communication with all clients, suppliers and team members at all times. We believe in two-way communication between client and service and between service and supplier at every project phase.

➤ SUPERIOR PRODUCTS AND SERVICE

We only purchase and install the highest standard of products accompanied by exceptional warranty and support services. Our dependable systems and processes are always synonymous with reliability and safety.

➤ INTEGRAL FLEXIBILITY

Our policy dictates that we provide excellent, tailor-made solutions to individual and often unique requirements, while our knowledge, experience and carefully chosen suppliers enable us to think out of the box whenever necessary.

➤ QUALITY ASSURANCE

Our quality assurance standards are guided through the internally regulated design and implementation of in-house procedures and self-auditing. We do this at regular intervals to ensure our clients receive quality-assured access system services, day and night.

➤ DEDICATED FRONT RUNNER

We consider it our duty to stay up-to-date with the newest technologies in our field, researching the latest ideas even before they reach the marketplace. Staying ahead of the competition means we are always able to offer excellent, current advice and provide a wider range of products together with the skills necessary to install and maintain them. By making this combination of qualities integral to the operation of our company, Brisbane Automatic Gate Systems will remain one of the leading access system industry leaders for generations to come.

➤ EXPANSION THROUGH EXCELLENCE

Brisbane Automatic Gate Systems began as a small concern, supplying locals in Brisbane with quality gate and access control solutions. Today, we are an access services industry leader providing secure environments for significant infrastructures throughout Australia, New Zealand and Papua New Guinea. None of this would have been possible without our pristine reputation and enthusiastic clients' word of mouth. By continuing to uphold our preeminent position through integrity, quality service and knowledge, we plan to expand our business to the global services industry market in the coming years with similar success.



ABOUT

Brisbane Automatic Gate Systems (BAGS) was first established as a family-owned business in 2000. We have since become one of the leading gate and access control systems companies in Australia, offering the widest range of gate automation equipment available to satisfied clients all over the country, as well as in New Zealand and PNG. Having outgrown our premises on numerous occasions, we are currently located at our large office in Cleveland; we are now starting to expand further into the global market.

A large privately owned corporation with continuous growth, BAGS insists on old-fashioned business values while embracing the latest technologies, efficiency methods and business practices. At BAGS, the client stands central, meaning we have been able to successfully and organically expand due to our excellent reputation and our many clients' enthusiastic word of mouth.

With nearly 20 years of experience in every aspect of access control, BAGS is able to provide current and expert advice to all manner of clients. We enthusiastically tackle challenges, using our broad knowledge to solve often unique problems for large accounts and small.

While we provide a dedicated service to small business and residential customers, our reputation means we often work closely with large enterprises. Our current clients include city councils, sports stadium management, airport access and access security, hospitals and medical centres. All home and industrial projects are managed and executed by our highly trained team, dedicated to producing customised designs, exceptional products with long-term warranties and problem-free installation. All of our products are manufactured to legislative and quality standards, whatever the individual customer's requirements.

We pride ourselves on our reputation for integrity and will provide honest information when recommending the right solutions for our clients, large or small. This integrity encompasses every aspect of our business, from product to supplier and from technical support to communication. Our passion for the access control industry shines through in every BAGS department.

KEY FIGURES

PRODUCT GROUPS

Gate Automation & Barriers

- Gate openers
 - Solar openers
 - Keypads
 - 3G / 4G network controls
 - Smart phone access control
 - Pedestrian Entrance
 - Free Exit and Safety Loop access controls
 - Automatic barriers
 - Bollards
 - Industrial door openers
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Parking Systems & Access Control

- Car Park access
 - Card and token access
 - Swipe Card and Fob systems
 - Entry and Exit ticket systems
 - VOIP systems
 - Complete system setup
 - All accessories and functions, including remote controls
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Commercial & Industrial

- Government-controlled Utilities
 - Councils
 - Schools
 - Unit Complexes
 - Retirement Villages
 - Parking Garages
 - Private Complexes
 - Shopping Centres
 - Medical & Health Centres
 - Industrial Multiplexes
-

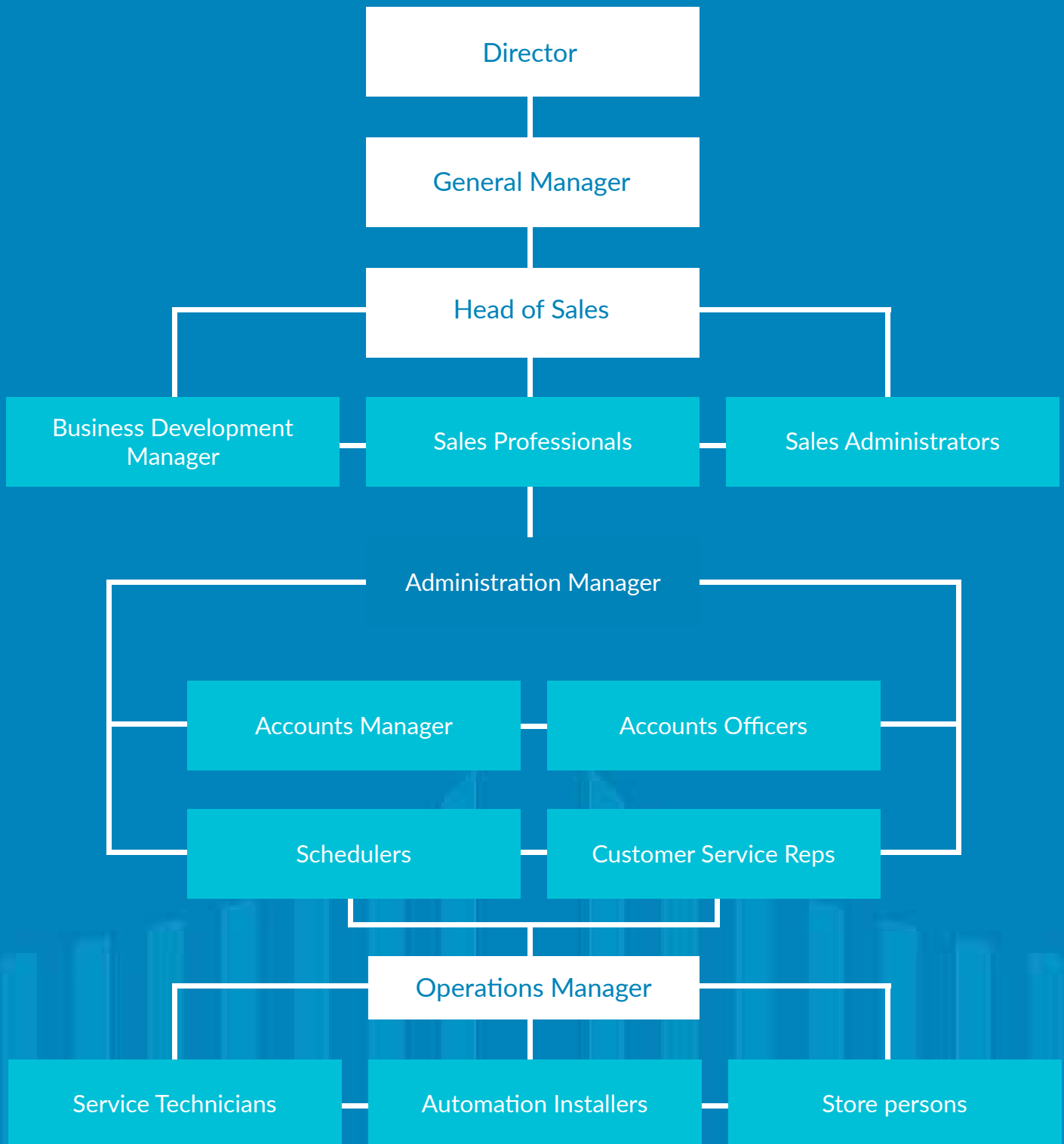
Commercial Preventative Maintenance Agreements

Residential

- Houses and Apartments
- Acreage Blocks,
- Stations and Farms

MANAGEMENT

Theo and Kaylee Bouradas established Brisbane Automatic Gate Systems in 2001 and are its joint owners. Theo, Head of Sales, has built upon his excellent reputation over 25 years of experience in the access control installation industry. General Manager, Kaylee, has brought her extensive years of experience in finance and corporate administration to the company.





Brisbane Automatic Gate Systems is an equal opportunities employer. With mobile technicians and sales team, an on-site administrative and customer service departments our company works according to a highly effective management system which creates a seamless workflow for all of our clients while engaging key stakeholders. Brisbane Automatic Gate Systems not only embraces information and technology in its products, but uses the latest software to ensure quick response through various departments. Our technicians use iPad's to communicate and collaborate in real-time, negating excess paperwork and increasing collaboration throughout the company. Vehicle tracking systems also mean we can contact the closest available technicians for emergency jobs.



OUR ACHIEVEMENTS

From its beginnings as a garage business to one of Australia's leading gate automation companies, Brisbane Automatic Gate Systems enjoys continual growth in both sales and reputation, where corporate responsibility or giving back to the community is high on our list of priorities, together with knowledge and experience, continuous staff training and customer care.

Brisbane Automatic Gate Systems is an Employer of Choice within the Access Solutions industry. Our staff choose to stay with us, enjoying long-term career opportunities and training. Even though ours is a large company, we enjoy a family based environment in all departments and we are extremely proud of our solid retention rates. This trend is also reflected in our customer retention rates; our clients remain with us, knowing they can rely on our rapid response, willingness to listen, and highly skilled technicians. This has allowed us to create two extremely strong company divisions for residential and commercial access. Word of mouth and written reviews from satisfied customers have placed our company in an extremely positive light. Since 2014, we have witnessed a 38% increase each year of clients signing up with our Preventative Maintenance Agreement.

Through its years of experience in the sector, Brisbane Automatic Gate Systems can work closely and efficiently with international suppliers.

LARGE ACCOUNT MANAGEMENT

With the expertise and experience necessary to supply and install our products on large infrastructures or at multiple national and/or international premises, Brisbane Access Gate Systems use tried and tested but flexible methods to manage our large accounts.

Large Accounts

Under Large Accounts we specify:

- all clients who require daily and crucial automated access management for pedestrian and/or vehicular access on large single or (small) multiple sites
 - groups that manage such systems including public road access and/or parking
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Brisbane Automatic Gate Systems Large Accounts Management Service

We offer tailor-made public and private access solutions for sites with heavy foot traffic, multiple sites and/or large high security access sites which include problem-solving those challenges these situations often provide. Occasionally implementing localised partners as dedicated as our own to integrity and quality of service for those locations which are more widely spread, Brisbane Automatic Gate Systems guarantees the smooth installation of complex or multiple access solutions with maximum efficiency and minimum disruption.

NEED TO SECURE YOUR PARKING SPACES?



Combining state-of-the-art software with revolutionary design, Brisbane Automatic Gate Systems car parking solutions encompass an extensive range of services for a fully automated, small or large car parking solution to maximise your revenue potential.

Our full parking station service includes consultation, design, and installation, providing you with an ongoing product and service from inception to end result.

Parking Ticket Machine Systems

Parking stations are able to be fitted with highly effective and efficient parking station payment systems, including:

- cashier capabilities
- pay machines
- credit card facilities
- number plate recognition (NPR)

Parking stations can also include number plate recognition (NPR), a service technology that is able to record number plate details on car park entry, along with logging the time of entry. With number plate recognition you can be assured of peace of mind with high-end, superior security and increase in revenue.

We offer a vast range of parking stations and parking management systems related services to enable your business to manage your parking services more efficiently.

We deliver up-to-date car parking technology and professional industry experience to assist you in maximising your car parking station revenue.

OUR CAREFULLY SELECTED BRANDS

➤ SEA

Official distributor of SEA Automation Products



Already well known within the US Market, Brisbane Automatic Gate Systems has recognised the quality of SEA products over existing products as usually located within the Australian Market. SEA Automation offers a wide range of hydraulic systems and an expansive Heavy Duty line. SEA is unique in the market as this company offers high levels of flexibility which enable them to satisfy suppliers with their in-house production system. Raw materials are purchased by SEA and then manufactured following qualitative productive process phases, becoming end-user products only after having passed stringent controls throughout production. This strategy has allowed SEA to successfully enter the market in over 50 countries. Now expanding into the Australian and US markets, their reputation has led them to become a major competitor. In Australia, SEA Automation Products have taken over approximately 5% (\$300k) of the \$6M market since arriving here in 2010.

As the principal Australian SEA Automation Products importer, BAGS has now become the official distributor and are looking to increase this company's share of the market through the focussed distribution of their excellent quality access system products.



➤ NICE GROUP

Nice Group Integrated Automation Systems



Another Italian leader in the access system industry, the Nice Group is a leading international player in the field of home and building automation. Founded in 1993, Nice built its way up from a small gate accessory supplier to a global concern and has only recently expanded into the South American market. With the natural Italian eye for design, Nice provide beautiful and revolutionary products for every sector within the access system industry.



➤ ROTECH Group



Rotech a wholly owned Australian company has been supplying vehicle and pedestrian access equipment to the door and gate automation market in Australia for more than 15 years. Their automatic PL boom gates and Tristar full height turnstiles are Australian made. Rotech keep up to date with the latest trends so that they can utilise this knowledge to provide other premium products such as gate openers, industrial door operators, supermarket gates and waist height turnstiles. Accessories such as transmitters, keypads, PE beams, access cards and scanners are also available. Rotech are able to offer a solution to any access control problem and a gate opener to suit every purpose.

