



PRESENTED BY:

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INTRODUCTION

Empire Managed Solutions is a subsidiary of Empire Hospitality LLC, a nation-wide company based in Vancouver, WA and formed in 2008. The company was founded with the specific intent to source and manage contracts in response to the needs of the US Government, with our primary focus being the United States Military. We hold multiple GSA Contracts and are a trusted Prime Vendor for the US Military, Dept. of Veterans Affairs as well as numerous other US Government agencies. Our extensive contract experience has led us to be one of five Prime Vendors in the United States authorized to bid on and manage contracts for USMEPCOM, and we are honored to be a part of the program that supports our future military men and women. We also have a proven and successful past performance with FEMA, Federal First Responder support, and state level emergency management response. Empire Managed Solutions' core focus is the manufacturing and distribution of PPE and Medical Supplies. We recognize the importance of ensuring the products you order meet quality and safety expectations. Our factories are established medical device manufacturers and have been producing PPE well before the COVID-19 Pandemic.

The Empire Managed Solutions executive team is led by three Managing Partners that have developed a senior leadership team (four Vice Presidents, four Directors and support staff) all of whom are experts in the fields of manufactured goods procurement, sales, client relations, risk assessment and management, training and standards and quality control. This experience includes providing high quality manufactured goods to both US Military and Fortune 500 companies alike. Every member of management is available 24 hours per day, 7 days per week to ensure our clients are supported, whatever the need.

Empire Managed Solutions commits to setting clear and measurable expectations as it relates to ordering, inventory,

shipping and receiving. We are in constant contact with our manufacturer; along with an in-country Agent to ensure all aspects of Quality Control, to include product satisfaction and reliable delivery dates. Our estimated max production capabilities are 1.5 million pieces of PPE per week.

CAPABILITIES

Operating as Empire Managed Solutions

Our Vice President of Product and Sourcing, Rian Berry, has over fifteen (15) years of import/export, warehousing, and logistics experience. He is versed in both international and domestic shipping procedures utilizing various shipping modes to include Ocean, Air, and Ground. His experience includes importing product from China, India, and Europe and has imported and distributed to major customers such as Costco, Target, Wal-Mart, Nordstrom, Macy's and TJMaxx.

Empire Managed Solutions is proficient at:

- Working directly with supply chain and procurement officers to identify needs and generate quotes based on demand and need.
- Provide real-time product inventory and pipeline shipments and product capabilities.
- PPE supply lists as well as competitive pricing memos.
- We are proficient at quality control. To that point we have on the ground contract agents and worldwide forwarding agents to assist with up to the minute regulatory and compliance both foreign and domestic import and export.
- Our products are manufactured in FDA registered facilities and meet the toughest quality control standards
- Continuous communication from initial connect. From quote, purchase order, tracking, shipping, on-time delivery and customer follow-up.
- We have trusted on-site agents performing QC inspections prior to our products being shipped.

PAST PERFORMANCE

For the COVID-19 response, we currently have active PPE orders with FEMA, the states of Louisiana, Maryland and Oregon. Products that have been delivered have all been well received.

Invoice #SO-000036, SO-000037

DHS/FEMA/OCPO

Initial Order Placed: April 13, 2020

Total Invoiced Amount: \$39,999.30

Invoice #SO-00025

State of Louisiana

Initial Order Placed: April 3, 2020

Total Invoiced Amount: \$30,000.00

Invoice # SO-00005, SO-000010, SO-000011, SO-000012, SO-000032

State of Maryland

Initial Order Placed: April 1, 2020

Total Invoiced Amount: \$18,475,000.00

Invoice #SO-000013, SO-000034, SO-000036

State of Oregon

Initial Order Placed: April 1, 2020

Total Invoiced Amount: \$2,111,399.30