



Media Kit 2010

Headquarters:
35 Airport Road
Morristown, New Jersey 07960
P - 973.267.5236
F - 973.267.5237

Sales & Engineering Offices:
Boston
New York City
Philadelphia

www.AlliantTech.com

About Us

www.AlliantTech.com

Background

Founded in 1998, Alliant Technologies, LLC is an IT engineering and consulting firm headquartered in Morristown, NJ. Alliant provides a full range of IT infrastructure services including technology consulting, enterprise networking, IP telephony, IT systems and security engineering, convergence planning, data center migrations, managed services, VAR solutions and infrastructure cabling.

Specialties

Alliant has broad experience in multiple technical fields. Our current areas of expertise include:

- Regulatory Compliance Audits
- Structured Cabling
- Voice & Data Network Design
- Converged Networking
- Aware Support Services
- Vulnerability Assessments
- Data Center Migrations
- IP Telephony Solutions - SmoothIP™

Divisions

Alliant Technologies' solutions incorporate the products, services, and resources of AlliantWare, Integrated Cabling Solutions (ICS), and Alliant Managed Services (AMS), the strategic business divisions of Alliant Technologies.

AlliantWare

AlliantWare specializes in procurement of best-in-class IT products and services for enterprises. AlliantWare's dedicated procurement staff provides added value for clients through competitive pricing, on-time product delivery and partner-certified expert engineers.

Integrated Cabling Solutions (ICS)

ICS is an IT infrastructure cabling company that designs, installs and manages the physical layer infrastructure for organizations throughout the United States. ICS provides services include: structured cabling, staffing, wireless deployments, security device installation, and the installation of paging and masking sound systems. Each project ICS delivers, clients are assured expert installation methodologies, project management and project integrity from initial consultancy and design to installation and ongoing maintenance of complex data and voice networks.

Alliant Managed Services (AMS)

AMS, the newest subsidiary of Alliant, was founded in May 2009 and focuses on providing post-implementation support of IT infrastructure components. The 24/7 Network Operations Center (NOC) in Morristown, NJ monitors thousands of devices for its enterprise clients, and responds with engineering support in the event of degradation in service levels. The AMS engineering team acts as an extension of the client's IT Operations staff, covering all 24/7 shifts and providing skill sets that may not be available in-house. AMS specializes in monitoring, managing and administering solutions from Cisco, AT&T, VMware, NetApp and Microsoft.

Resources and Service Delivery

Alliant's engineers, sales team and staff are dedicated to technical competency and complete customer satisfaction. Alliant employees are required to maintain certifications and are dedicated to continuous learning in their areas of expertise. Many of Alliant's people are speakers and trainers for community groups and industry events.

Alliant's experienced business and engineering specialists are organized into technical practice areas. All Alliant services delivered through our classic ADIS methodology (Analysis, Design, Implementation and Support). This approach enables Alliant to deliver complete IT solutions that include technical assessments, engineering and project management, and ongoing support to modify, adapt and evolve to our client's IT capabilities.

Clients

Mid-size companies to Fortune 500 enterprises.



Strategic Partners



Alliant Technologies has built strong, long-term relationships with IT industry leaders. We believe that aligning ourselves with a select group of world class partners and dedicated technical teams that are committed to continuous learning and acquiring annual certifications, provides superior service for our clients. Between our deep technical resources and our strategic and select partners, Alliant can scale projects from single sites to global implementations. When you select products from our partners you can rely on Alliant for superior design, procurement, installation and support.

Select Partners

Layer 1 Partners



Leadership

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Bruce Flitcroft, CEO



Bruce Flitcroft is the CEO and founder of Alliant Technologies. He has expertise in emerging technologies, management of high-growth companies, key technology alliances and navigating the evolution of enterprise infrastructure.

Prior to establishing Alliant, Bruce was vice president of technology services and a corporate officer for AlphaNet Solutions (now Ciber IT Operations), managing an engineering staff of 500 and establishing new service offerings.

Under his direction, AlphaNet grew from \$20M to \$200M, and by 1996, the firm was recognized as a top integrator and one of the best-run small firms in America.

Earlier, Bruce was president of Datar IDS, Inc., a Value Added Reseller specializing in Novell implementations. Bruce started his career at Bell Laboratories designing and implementing early Ethernet LAN technologies.

Bruce was recently featured in Entrepreneur magazine for his ability to attract talented personnel to growing companies, and recognized in the Morris County Daily Record newspaper for the growth of Alliant.

Bruce resides in Mendham, NJ with his wife and three children. He enjoys adventure travel, gardening and skiing with his family.

Richard Tarabour, COO and VP of Operations



Richard Tarabour is COO and VP of Operations at Alliant Technologies, L.L.C. He is responsible for the non-financial operational functions of the company including marketing, sale operations, product development, solution development, alliances, human resources and legal.

Previously, he was Director, Service Provider Segment Marketing, at Cisco Systems, Inc., where he was responsible for creating new innovative products and services, for the Service Provider Market. His primary focus was to assist customers in achieving their highest value from enablement of Cisco Advanced Technologies.

Prior to Cisco, Rich had been with Telcordia for more than 17 years and has served in a number of capacities during that time. His experience ranges from product planning, project management, and alliances and partnerships to consulting and systems engineering.

Rich holds a Masters of Business Administration and a Masters of Science in Computer Science from Monmouth University and a Bachelor of Arts from Alfred University. He is a Certified Project Management Professional, a Certified Quality Analyst, a member of Society of Telecommunications Engineers and a member of the Project Management Institute.

Gary Finkel, CFO



Gary has been the Chief Financial Officer of Alliant Technologies since 1999. He is a founding principal in the company and has overall responsibility for all financial aspects of the company.

Prior to joining Alliant Technologies, Gary was the Chief Financial Officer of CyberShop.com, a Nasdaq-traded online retailer. He held overall responsibility for all financial and administrative functions. Gary directed the March, 1998, IPO for CyberShop.com, which raised \$18.7 million.

From 1995 to 1998 Gary was the Chief Financial Officer of AlphaNet Solutions, a Nasdaq-traded information technology company based in New Jersey. In this position, Gary managed the financial and administrative areas of the company. Specific accomplishments included directing the company's IPO, which raised \$22 million, a follow-on stock offering, which raised \$33 million, and several acquisitions.

From 1989 to 1995 Gary held financial management positions for Continental Health Affiliates, a mid-sized, diversified, publicly owned healthcare provider. He was Chief Financial Officer from 1993 to 1995. His accomplishments included the IPO of a previously wholly owned subsidiary and successfully restructuring company debt.

Earlier in his career, Gary spent seven years at SONY Corporation in a range of financial management positions, and three years at Price Waterhouse.

Gary earned a BS degree in accounting from Binghamton University. He has been a Certified Public Accountant since 1981.

Mike Pastor, President, Alliant Managed Services



Mike Pastor joins Alliant Technologies as President of Alliant Managed Services where he brings 18 years of telecom, media, technology and entrepreneurial experience. Mr. Pastor also serves as President of CayComm Media Holdings, Inc., a Connecticut based corporation formed to develop a regional, facilities based enterprise selling integrated voice and data communications, internet bandwidth, and information technology services exclusively to the business segment.

The company has completed a Series A financing to secure the staff and advisors to develop and validate the investment thesis, culminating in a joint venture with Alliant Technologies and the formation of Alliant Managed Services.

Previously, Mr. Pastor served as a Corporate Officer and the President of Net2Phone Cable Telephony, LLC (formerly NASDAQ: NTOP) where he led sales and marketing team securing \$170 million in contract based revenues.

He was a principal in a November 2003 roadshow underwritten by JPMorgan that raised \$63 million for the company's entry into hosted VoIP telephony for cable operators including an investment by Liberty Media Corporation. He directed the business from startup to over 100,000 subscribers and \$20+ million run rate prior to company's acquisition by IDT Telecom.

Mr. Pastor has been a frequent speaker and panelist at telecom and cable industry trade show events, and was previously selected to the CableFax 100 (Cable's 100 Heavy Hitters) "Also Influential" category and CableWorld's "Tops in Tech"...Six Who've Made a Mark". He also possesses previous direct sales, management and business development experience with Automatic Data Processing, Bloomberg.com, and Ziff Davis' NetBuyer.com.



Contacts

Headquarters:

35 Airport Road
Morristown, NJ 07960
P - 973.267.5236
F - 973.267.5237

Boston:

2 Battery March Park
Quincy, MA 02169
P - 973.267.5236
F - 617.904.1663

Sales & Engineering Offices:

New York City
Philadelphia

ICS Headquarters:

35 Airport Road
Morristown, NJ 07960
P - 973.775.4160
F - 973.775.4169
www.icscabbling.com