GLOBAL
ADVANTAGE
BECAUSE BUSINESS KNOWS NO BOUNDARIES
THE UNIVERSITY OF ARIZONA
TECH PARKS
ARIZONA

From the
laboratory to the
marketplace
GLOBAL ADVANTAGE
supports every stage
of product development.
THE UNIVERSITY OF ARIZONA
TECH PARKS
ARIZONA

Make
CONNECTIONS
to the vibrant southwest region.

# Power of the Region

North America is comprised of **three of the biggest** economies in the world.

**Canada**
Population: 35.5 million
GDP:$1.6 trillion
FDI Inflow: $53.9 billion

**United States**
Population: 319.0 million
GDP: $17.4 trillion
FDI Inflow: $92.4 billion

**Mexico**
Population: 119.7 million
GDP: $2.1 trillion
FDI Inflow: $22.8 billion

# Power of the Region

CANAMEX Trade Corridor

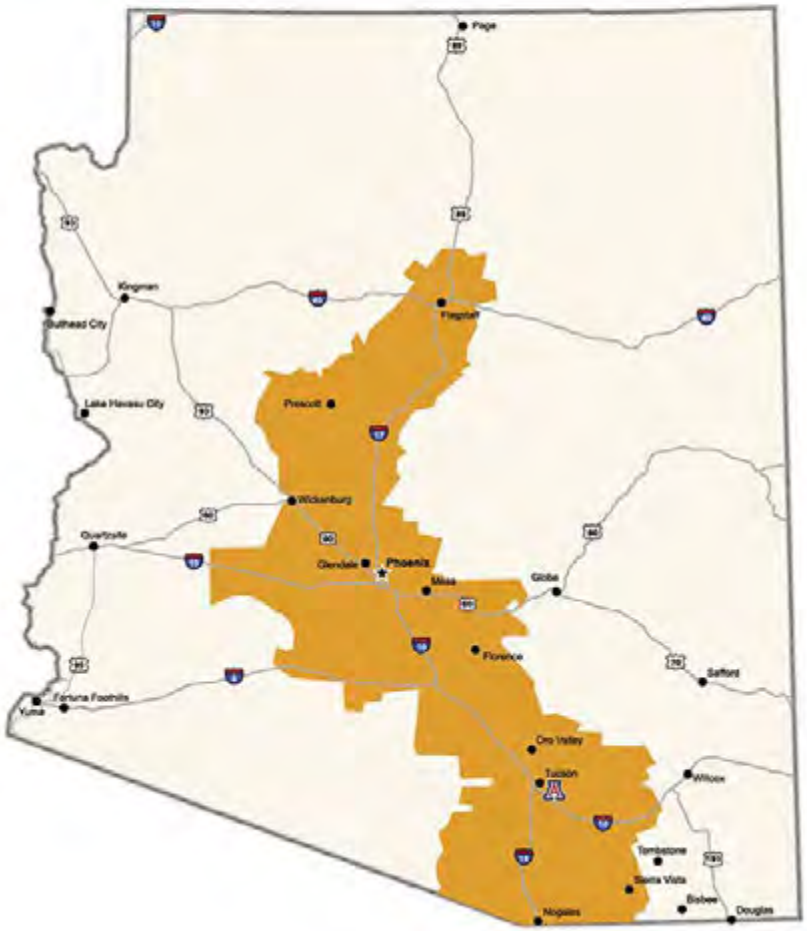
- CANAMEX includes transportation, commerce and communications components.
- The CANAMEX Route is 3,800 miles and stretches from Anchorage, Alaska to Mexico City.

# Power of the Region

The Southwest is the **FASTEST GROWING** region in the United States.

# Power of the Region

Arizona Sun Corridor




**Population 2015:**
6,758,251

**Principal Cities:**
Phoenix & Tucson

**Percent of U.S. Population:**
2%

**2014 GDP:**
$286.6 billion

# Tucson, Arizona

- 6th largest Aerospace and Defense manufacturing cluster
- 4th best city for millennials
- 1 of 5 best cities for entrepreneurs
- 1 of 10 best cities for global trade
- The second-largest city in Arizona with 1.1 million residents

# Connect with the University of Arizona.

- Top 20 public research university in the U.S.
- Number 1 in physical sciences research among U.S. public institutions
- One of the nation's top producers of Fulbright Scholars
- Campus of 50,000 students and staff from around the world

# Key Industry Sectors

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TECH PARKS ARIZONA

Gain
MARKET ACCESS

# EXPAND your reach.

- Connect to 68 million consumers in thriving North American markets.
- Direct access through Tucson, Arizona to California, Texas and Mexico.

# Facilitating PRODUCT DEVELOPMENT

# Get customized solutions

- Research & development
- Proof of concept
- Prototyping
- Testing, validation & demonstration
- Manufacturing—first generation, full scale, advanced

# Customized MANUFACTURING

# Ready to manufacture?

Access high quality, low-cost facilities and a skilled workforce in Arizona and Mexico.

- Design & fabrication
- First-generation manufacturing
- Full-service manufacturing
- Advanced manufacturing

Providing Quality
BUSINESS
ASSISTANCE

# Locate at the UA research parks.

Choose the UA Tech Park at Rita Road
or the UA Tech Park at The Bridges

- State-of-the-art facilities
- Attractive and secure campuses
- Leading edge technology companies
- World-class testing and demonstration sites
- On-site educational offerings

# Land softly at Tech Parks Arizona

- Connection to the UA programs, faculty, students, and facilities
- Introduction to industry and community partner and collaborators
- Assistance with business plans
- Assistance with marketing analysis and marketing plans
- Access to the local investment community
- Assistance with event planning
- Access to office, laboratory and production space
- Access to business incubation services from the Arizona Center for Innovation

Let us
customize
a program tailored
to your business.

Global Advantage
A network
of trusted partners.

THE UNIVERSITY OF ARIZONA
TECH PARKS
ARIZONA

TEP
Tucson Electric Power

THE OFFSHORE GROUP
You Manufacture ... We Do The Rest

CUSHMAN &
WAKEFIELD
PICOR

Involta

CAID
INDUSTRIES

intugo

FARHANG & MEDCOFF
Attorneys

GBP Consulting & Coaching

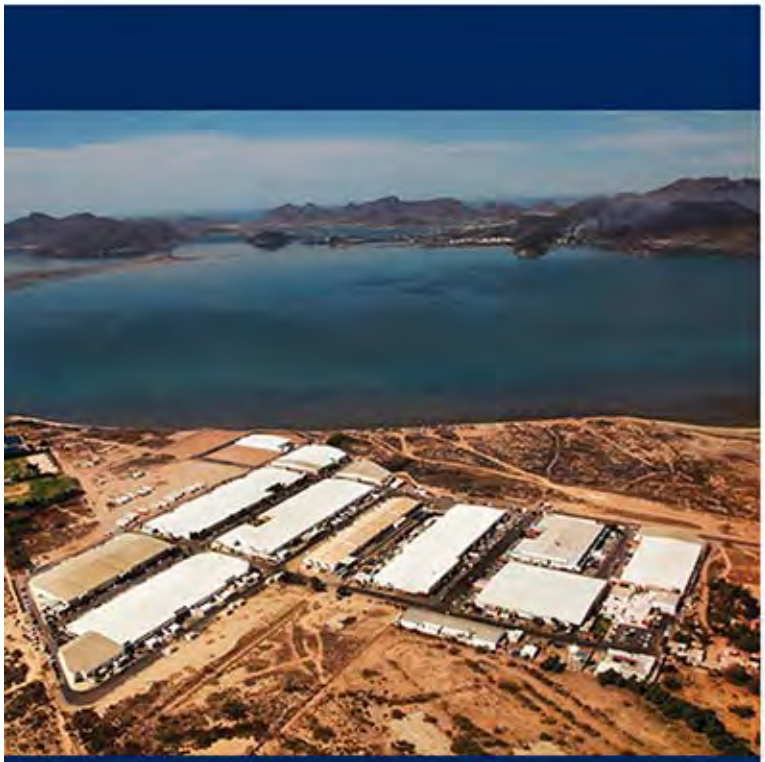
THE UNIVERSITY OF ARIZONA
TECH PARKS ARIZONA

- UA Tech Parks – world-class office, laboratory, testing & demonstration facilities
- Soft landing program
- Business support services
- Market analysis and market entry support
- Connection to University of Arizona expertise and resources

EXPANDED OVERVIEW

THE OFFSHORE GROUP

*You Manufacture ... We Do The Rest*



- State-of-the-art manufacturing facilities & infrastructure
- Export/import management
- Administrative support and labor management
- Environmental compliance

EXPANDED OVERVIEW

CUSHMAN & WAKEFIELD | PICOR
INDEPENDENTLY OWNED AND OPERATED

- A full-service commercial real estate company
- Manufacturing, R&D, and warehouse facilities in both Arizona and Mexico
- Site selection & land acquisition services in Arizona and Mexico
- Bilingual negotiation services– low cost/high value results
- Property management and real estate consultation

EXPANDED OVERVIEW

CAID INDUSTRIES

- Fabrication
- Mining technology and services
- Automation
- Engineered systems
- Machining services

EXPANDED OVERVIEW

FARHANG & MEDCOFF
Attorneys

- Corporate formation & structuring
- Securities, finance and asset acquisition/dispositions
- Intellectual property
- Labor and employment
- Real estate and environment

EXPANDED OVERVIEW

intugo

Innovative Sourcing for:

- Software Development
- Back Office Support
- Call Center Operations

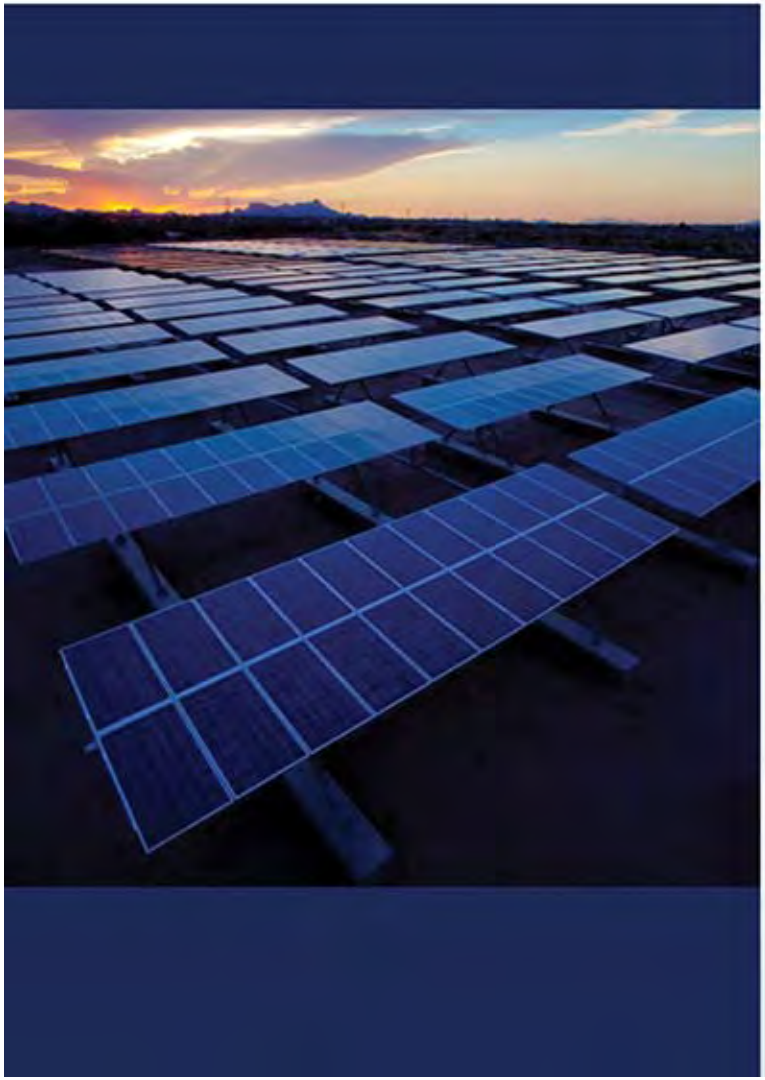
GBP Consulting & Coaching

- Pre-hire assessments
- 1:1 coaching for founders and key employees
- Team development
- Accelerating integration of new hires
- Global network of business coaches and consultants

- World-class data center provider
- End-to-end IT solutions
- Highly available Compliant Cloud solution
- Computer, storage, backup and Disaster Recovery as a service
- Level 3 data center in Tucson, AZ
- Nationwide and international connectivity
- 24 x 7 x 365 network operations services

EXPANDED OVERVIEW

Tucson Electric Power



- National leader in renewable energy
- Low cost, highly reliable power
- Focused research and development in energy generation, storage and grid management
- Partner in the UA Tech Park's Solar Zone

EXPANDED OVERVIEW

The Global Advantage network
seamlessly handles
every aspect of
business development.
Nothing is too big or too small.
THE UNIVERSITY OF ARIZONA
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# TECH PARKS ARIZONA

## Creates Interactive Ground

that generates, attracts and retains technology companies and talent in alignment with the mission and goals of the University of Arizona

# UA TECH PARK

In southeast Tucson

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ARIZONA

# UA TECH PARK

The UA Tech Park is one of the nation's premier research parks – a dynamic, interactive community where innovators and business leaders meet, where emerging companies and technology giants work side by side.

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TECH PARKS ARIZONA

# UA TECH PARK AT THE BRIDGES

In the heart of downtown Tucson

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ARIZONA

# UA TECH PARK AT THE BRIDGES

The UA Tech Park at The Bridges is 65 acres located in central Tucson with direct access to the University of Arizona, Downtown Tucson and Tucson International Airport. It is part of a larger mixed use development that includes residential and retail development on 350 acres.

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# ARIZONA CENTER FOR INNOVATION

THE UNIVERSITY OF ARIZONA
TECH PARKS ARIZONA

# ARIZONA CENTER FOR INNOVATION

Arizona Center for Innovation (AzCI) is a business incubator and innovation center that fosters start-ups and emerging technology companies in the development of their ideas, discoveries and next evolution of product through customized programs. AzCI helps navigate companies to the next level of success.

THE UNIVERSITY OF ARIZONA
TECH PARKS ARIZONA

# LEADING EDGE

## SOLAR ZONE

- Multiple technology power generation
- Research & development
- Materials & supplies
- Manufacturing & distribution of solar equipment and hardware hub
- Green job & workforce training
- Public demonstration & awareness

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TECH PARKS ARIZONA

# BUSINESS ADVANTAGE

## WORKFORCE

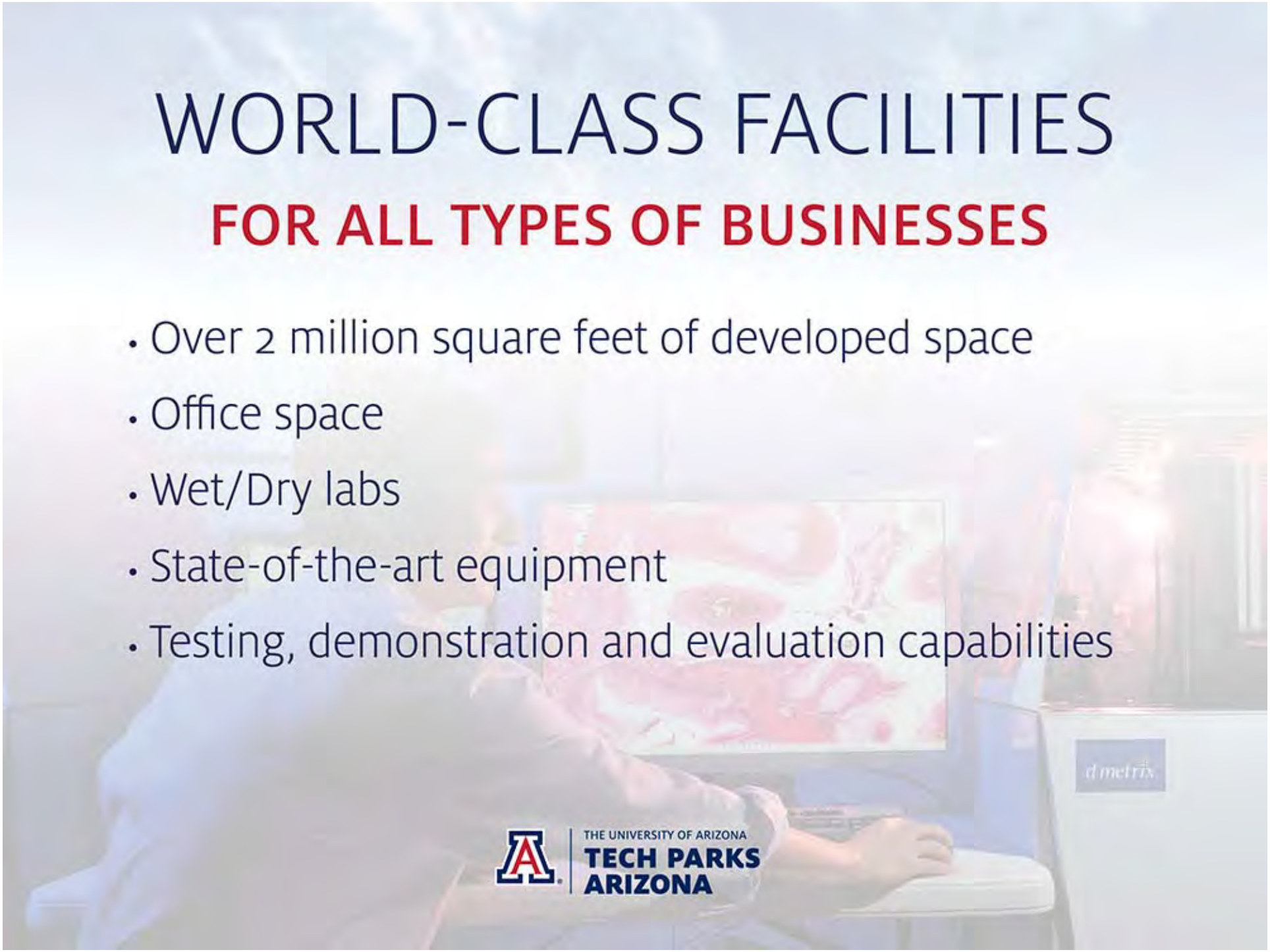
- Business support
- Employee services
- University services

THE UNIVERSITY OF ARIZONA
TECH PARKS ARIZONA

# WORLD-CLASS FACILITIES

## FOR ALL TYPES OF BUSINESSES

- Over 2 million square feet of developed space
- Office space
- Wet/Dry labs
- State-of-the-art equipment
- Testing, demonstration and evaluation capabilities

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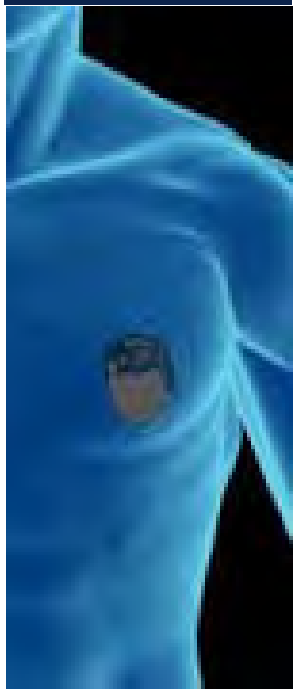
TECH PARKS ARIZONA

For more information, contact us at:
520.382.2437 | globaladvantage@uatechpark.org
THE UNIVERSITY OF ARIZONA
TECH PARKS
ARIZONA

BACK TO TECH PARKS

THE OFFSHORE GROUP
You Manufacture ... We Do The Rest

# Areas of Manufacturing

| Automotive | Aerospace | Medical Devices | Electronics |
| --- | --- | --- | --- |
| | |  | |

# BUSINESS DEVELOPMENT ASSISTANCE – THE OFFSHORE GROUP

- State-of-the-art manufacturing facilities
- Administrative and support services
- Export and import management
- Logistics infrastructure and support
- Labor management including payroll
- Shelter legal framework, accounting and taxes
- Environmental compliance and occupational health and safety
- Workforce transportation

THE OFFSHORE GROUP

*You Manufacture ... We Do The Rest*

BACK TO OFFSHORE

**Ford Supplier Park - Hermosillo, Sonora, Mexico**

CUSHMAN & WAKEFIELD | PICOR

# Our Expertise – The Real Estate Component

| Warehouse & Distribution Space For Sale/Lease | Manufacturing Facilities For Sale/Lease | Site Selection & Land Acquisition | Sonora, Mexico Real Estate Services | Property Management Services | Commercial Real Estate Consulting Services |
|---|---|---|---|---|---|
| | | | | | |

If there is a commercial real estate requirement of any type in Southern Arizona or Sonora, Mexico, we have the relationships and bi-lingual staff to provide quality, timely service.

# INTEGRATED REAL ESTATE SOLUTIONS

- Incorporated both in Arizona and Mexico
- Up-to-date knowledge of available manufacturing, logistics, R &D, and warehousing facilities in Southern Arizona and Sonora, Mexico
- Established relationships with the most respected and trusted land owners and developers of commercial real estate in both markets
- Current information on market lease rates, land values and new construction costs
- Skilled negotiation services to insure a competitive environment for a low cost/high value result

CUSHMAN & WAKEFIELD | PICOR

BACK TO PICOR

CAID INDUSTRIES

INNOVATORS OF MANUFACTURING TECHNOLOGY

Est. 1947

# Engineering & Design

## Professional Service Capabilities

- Design Build, Value Engineering & Welding Engineering
- 8 on-staff Professional Engineers (PE's)
- 20 Degreed Project Engineers
- 20 CAD Designers
  - AutoCAD, Solidworks, Inventor, PD3D, CADWorx, XSteel
- 3 Certified Weld Inspectors
- Metallurgical Lab, Xray, Hydro testing, Pressure Testing & In house Destructive Testing capabilities
- Supply Chain Services
- Technical Engineering & Project management support
- Certifications
  - Certified ASME Code Shop: R, S & U
  - ISO 9001-2000 Certified
  - AISC Major Structural Steel Certified

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CAID INDUSTRIES

INNOVATORS OF MANUFACTURING TECHNOLOGY

Est. 1947

# Fabrication Group

## Core Products & Services

- Custom Engineering Solutions
- High Volume  Program Manufacturing
- Process tanks & ASME Pressure Vessels
- Heat Exchangers & Coalescers
- Process Piping, Pipe Supports, Piping Racks
- Flotation & Process Column Cells
- Chutes, Hoppers, Bins
- Gas Ducting, Ventilation Stacks, Baghouses
- Mixers, Agitators, Impellers
- Enclosures, Housings, Sheet Metal panels
- Structural Steel Platforms, Towers, Racks
- Sand Blasting & Painting

## Materials

- Carbon Steel, Stainless Steel, Aluminum, Super Alloys, Rubber lined & Jacketed Designs

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# Automation Group

- Design, Assembly, Integration and testing of Automated Systems
- Custom equipment, Lean Manufacturing Cells, Semi Automated and Fully Automated Systems
- Robotics, Controls, Vision Systems, Prototyping & Project Management

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BACK TO CAID

FARHANG & MEDCOFF

Attorneys

# Your Legal Resource

www.FMAZLAW.com

# FARHANG & MEDCOFF

| Securities & Finance | Intellectual Property | Labor & Employment | Structuring-Mergers, Acquisitions, Formations | Real Estate & Environmental | Commercial Litigation |
|---|---|---|---|---|---|
| | | | | | |

**Full Service Business Law Firm**

# Strategic Legal Advice as Your Business Grows

- Customized fee structures for Global Advantage referrals
- Local presence with international experience
- Strong network of investor contacts
- Experienced in representing start-ups
- Practical approach to problem-solving
- Broad expertise to support your growing business

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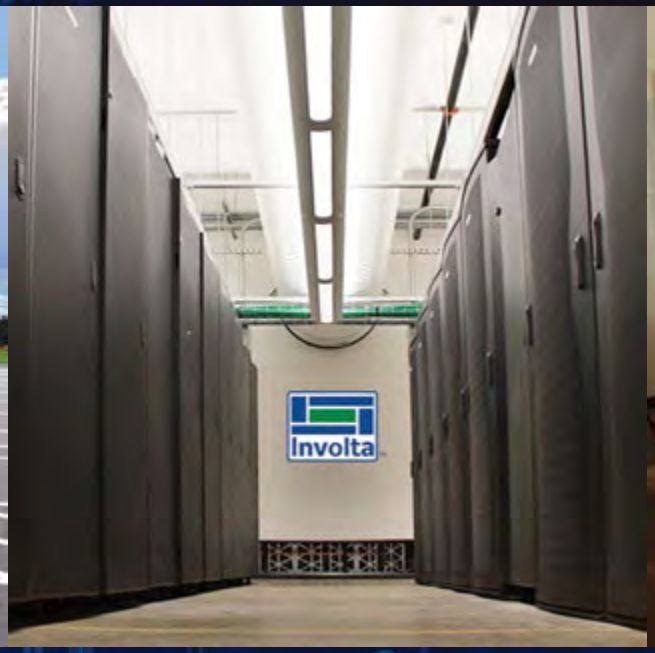
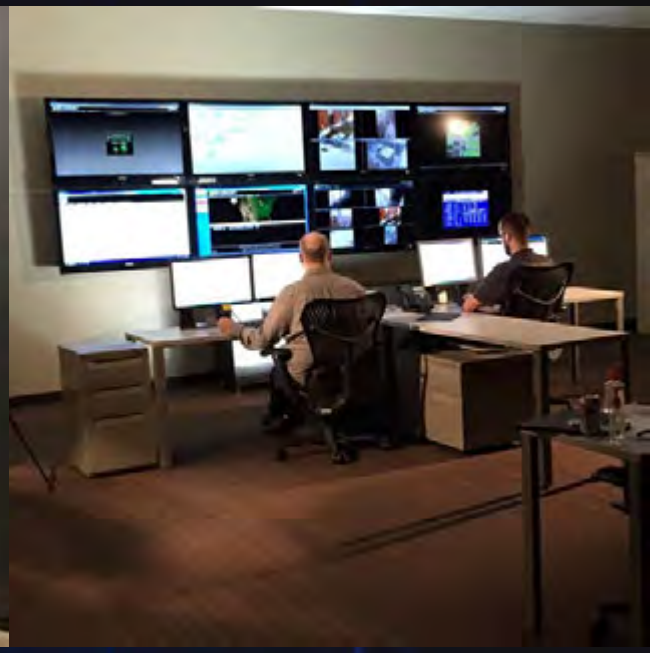
BACK TO FARHANG & MEDCOFF

# Our Brand Promise



SUPERIOR INFRASTRUCTURE + OPERATIONAL EXCELLENCE + PEOPLE WHO DELIVER

# Deep Expertise

## Industry

- Involta has extensive experience serving clients in healthcare, IT Services, financial services, manufacturing industries and many other enterprises .

## Technology

- Our team's specialties span the IT stack, allowing us to handpick a team with expertise specific to your needs
- Over 30 professional services engineers certified with leading solutions providers like Cisco, Microsoft®, Citrix, VMware and EMC, plus experts in LAN and WAN, virtualization, fiber services, cybersecurity (CISSP) and more

## Compliance

- We have guided clients through successful compliance audits related to numerous standards, including SSAE 16, HIPAA, GLBA, JSOX and SOX
- Involta's internal control processes and data center facilities are audited annually against the demanding SSAE 16 standard and based on an ITIL.

# Smart Investment

- Reduce cybersecurity risk profile
- Reduce IT infrastructure capital expenditures
- Avoid financial devastation from a disaster
- Reduce data and system recovery time
- Increase business agility with scalable capacity
- Improve productivity with greater IT reliability and availability
- Increase your companies up time and availability more cost effectively

# Strategic Partner

- IT Partner, not vendor
- End-to-end / full-stack capabilities
- Here for you 24/7/365
- Ability to provide world class data centers
- Ability to provide highly available and highly secure CompliantCloud solutions
- Deep team of technical resources for consulting and implementation
- Connectivity to our national footprint
- Experienced and trusted partner in our industry

BACK TO INVOLTA

# TEP Solar Energy Leadership

- More than 242 megawatts (MW) of community-scale solar capacity, enough to serve 50,000+ homes
- More than 150 MW of customer-sited distributed generation (DG)
- History of solar energy innovation
  - Record-setting Springerville array
    - Est. 2001
    - Once was largest in Western Hemisphere @ 4.6 MW
  - Community solar program pioneer
  - "Solar Zone" at UofA Science and Tech Park
    - 23 MW
    - 7 different technologies and manufacturers
  - TEP-Owned Residential Solar Program
    - 1st-of-its-kind fixed tariff program
- National recognition
  - Solar Electric Power Association (SEPA) 2012 Investor Owned Utility of the Year
  - SEPA's Top 10 Solar Utility in Nation
  - 2015 SEPA Solar Champion Award

Tucson Electric Power

# Cutting-Edge Energy Storage

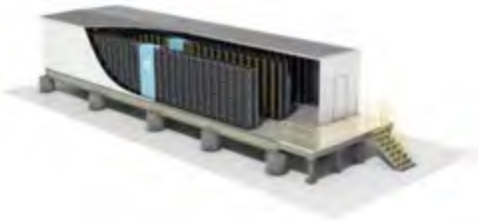
## (2) 10MW 2.5MWh Utility-Scale Battery Storage
## Grid Resiliency through Frequency Response

University of Arizona Science & Tech Park

10MW Storage + 2MW Solar Generation

DeMoss-Petrie Substation

10MW Storage



TEP
Tucson Electric Power

# (3) New 5MW Solar Plants
## Pushing the Industry Forward

- **5MW Ft Huachuca Expansion**
- **5MW TEP Community-Scale**
- **5MW UNSE Community-Scale**

**Using the latest Centralized Inverter Technology**
**SMA 2200**

**Flexible**
- Operation up to 1,500 V DC
- Highest DC:AC design ratio in the industry
- Nominal power operation from -25°C to 50°C

**Highly Integrated**
- Area for customer SCADA equipment
- Integrated zone monitoring
- LOTO DC and AC disconnects
- On-board 120V ac Power Outlet

TEP
Tucson Electric Power

BACK TO TEP