

## **CORPORATE EXPERIENCE**

### **1. Number of Years of Corporate Experience Providing Services Relevant to the Solicitation:**

New Hermes was founded in New York by Norbert Schimmel in 1938, with the introduction of his first pantograph engraver. In 1950 Gravograph was borne as the manufacturing entity for New Hermes and Gravograph products.

### **2. Organization's Size, Experience in the Field, and Resources Available to Perform Services:**

Today Gravograph is one of the Gravotech Group brands which are represented in more than 30 countries, by 22 subsidiaries and more than 40 agents and distributors. Globally, Gravotech Group has more than 900 employees. The North American Headquarters is located in Duluth, GA, employs more than 125 team members and provides manufacturing, distribution, financial services, customer service and sales functions for North American.

### **3. Company Background/Brief History:**

With over 75 years in the engraving industry, Gravotech Group is the global leader for engraving solutions. We are the only manufacturer offering a complete range of marking technology that includes: Pantographs, computerized engraving systems, CO2, YAG & Fiber lasers for engraving and cutting, micro-percussion and scribing systems for traceability and UID marking. Gravotech marking and engraving systems are piloted by Gravostyle professional engraving & design software. Our products are sold by a field based direct sales team in the US & Canada. Installation, training and warranty service is provided by Gravograph employed field technicians in the US and Canada. Additionally, depot repair service is available at centers located in California, Georgia and Ontario, Canada.

### **4. Information That Demonstrates Organizational and Accounting Controls and Manpower Presently In House or the Ability to Acquire the Type and Kinds of Personnel Proposed:**

New Hermes/Gravotech/Gravograph utilizes J.D. Edwards Enterprise (JDE) software as our core platform. We utilize JDE for purchasing, to schedule manufacturing, inventory tracking, account management, invoicing and accounts receivable. This provides a platform with security and tractability for all transactions and inventory movements. Gravotech has internal accountants and financial controllers who monitor daily business activities. Gravotech also contracts with Price Waterhouse Coopers(PWC) to conduct independent mid-year and year end audits of our books.

New Hermes/Gravograph/Gravotech Group has been a proud supplier to United States Government Agencies dating back to approximately 1955. Gravotech Group, dba Gravograph – New Hermes currently holds contract GS-07F-9477G on schedule 51v which is expiring without unexercised renewals, on January 31, 2014.

Gravotech Group's work force is scalable in response to market changes and production needs. Manufacturing and distribution activities can be shifted between manufacturing locations in the US and Europe in response to rapid demand changes.

We have the capacity to manage and implement large scale product launches, conduct installation and training session in numerous locations simultaneously and support large installation bases over national and international boundaries. Our installation and support experience ranges from industrial equipment and manufacturing centers such as the automotive industry, to retail partner with several thousand locations such as Things Remembered, Williams Sonoma and Estee Lauder cosmetics.

**5. How Will You Will Market Services to Federal Clients and Who Will Perform These Functions?**

Gravotech Group products are currently marketed through numerous avenues such as: GSA schedule, GSA Advantage, eBay, FedBid, through resellers and teaming partners, at regional government expos and by direct to market salesmen. Gravotech Group also promotes its products to schedule customers through industry publications and buyers guides.

**6. Discuss The Use of Subcontractors if You Intend to Use Them Under a Resultant Contract. (If Applicable, a Letter of Commitment is Required to Cover the Term of the Contract.)**

New Hermes/Gravograph/Gravotech Group does not utilize subcontractors to fulfill any of its project requirements.