



# Government and Military Applications

RAISING PERFORMANCE WITH THE PUSH OF A BUTTON





## A Step Above the Rest

As engineers and fellow project managers, we understand the frustration of suppliers missing targets and care about making our fellow program managers successful. We understand the pressures of being responsible for delivering on promises. It's why we are so sensitive about doing what we say and not over-promising and under-delivering.

As fellow project managers, we understand the importance of delivering on time. We have a better than 96% overall delivery rate. We have been trusted with key projects for border security and critical UAV technology platforms, and our operational availability is greater than 98%. We can be your trusted supplier to ensure you can get what you need when you need it.



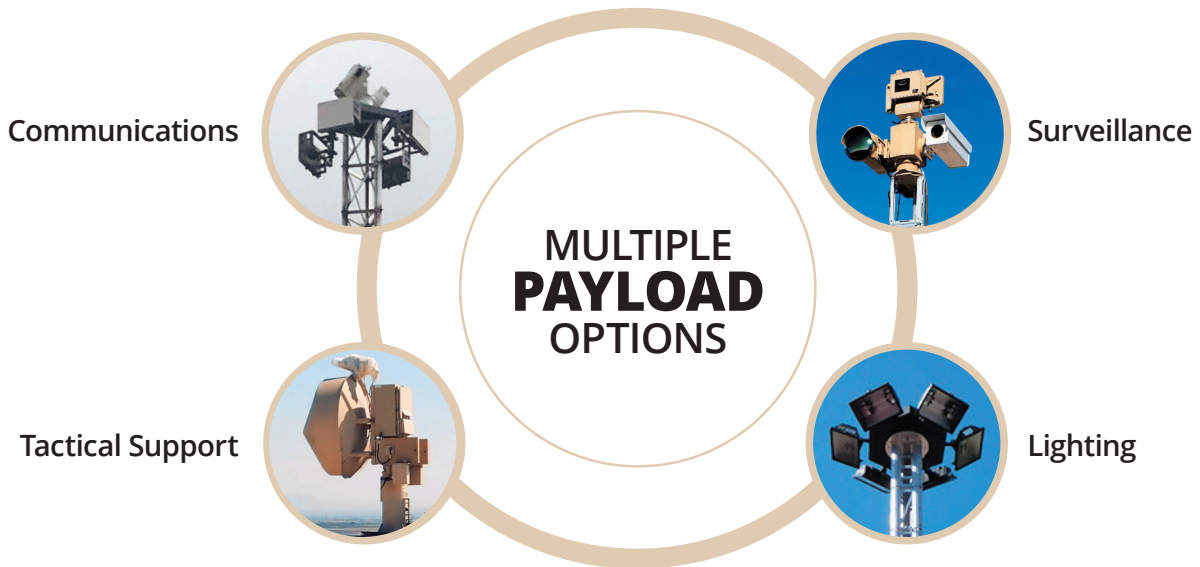
**“People choose Tower Solutions for its ease of use, speed of setup and ability to handle harsh environments like high winds or freezing rain. When you need a simple solution that leaves minimal traces that it’s been there when you’re done, Tower Solutions is a perfect choice.”**

Steve Olsen  
President, Olsen Innovation

Go to [www.towersolutionsinc.com/show](http://www.towersolutionsinc.com/show) to see what success looks like.

# HISTORY OF INNOVATION

In 1999, the first Tower Solution was launched in the entertainment industry. It's innovative lifting mechanism made for a fast, portable solution for setting up events. As the company grew, so did the performance demands specifically from military and government customers. The result was a series of pioneering innovations which set new industry standards such as simple operation (15 min setup with one person), lifting capacity (1 ton), and rigidity (1.5" deflection @ 80ft, with 1 ton weight, 60 mph winds, and 100 sq ft sail). During this time of innovation Tower Solutions has also closed the pricing gap. Our goal is to continue to expand the global footprint in our current markets, while reaching out to customers in new applications.



## SOME OF OUR SUCCESS

We have provided our large (80') towers to all four of the services. The US Air Force has purchased and continues to purchase, over 100 of our large towers for use as ground data terminals for the Predator and Reaper UAV program. They were chosen because of our stability (lack of movement/twist). The Army also uses our towers for the same purpose (UAV support). The Marine Corps purchased our large towers for use in Afghanistan for surveillance.

While not a military service, the US Customs and Border Patrol is using over 90 of our towers as part of a surveillance system on the southern border of the United States. Our towers are chosen because of our ability to support heavy payloads, allowing them to be used for both surveillance and communications platforms.

## KEY BENEFITS



### FAST

80 Feet in 5 Minutes



### SIMPLE

1 Man Setup



### STRONG

Lifts 1 Ton Payload



### STABLE

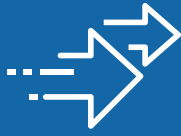
Withstands Hurricane Winds

## OUR AGREEMENT



We Guarantee To Hit Spec and Target

# WHAT MAKES US UNIQUE



## Speed

Our ability to execute quickly. No one touches our 15 minute setup time, 24-hour response to customer inquiries, or quick turnaround in system quotes, and no one can deliver customized solutions in a matter of weeks.



## Simplicity

Our ability to keep things simple for our customers, whether single push of a button so a non-technical person can raise a tower, or a team that spearheads a project from start to finish, so the customer doesn't have to.



## Pioneering

Our innate drive to set new standards in our industry, whether new performance levels with our products or new levels of service for our customers. We don't wait to be asked, we just do it because it's the right thing to do.

# OUR PROCESS

## Step 1



### Identify Specification

Project managers and engineering meet to project details for specification, schedule, and cost.

## Step 2



### Engineer to Specification

Tower Solutions team custom designs solution for the customers application and timelines.

## Step 3



### Delivery and Validation

Onsite delivery of systems with validation of equipment and customer sign off.

Check out our website at  
[www.towersolutionsinc.com](http://www.towersolutionsinc.com)  
for more information

