



Backgrounder: November 2007

For questions, please contact Jeff Wilde, partner, Shen Milsom & Wilke in New York City, at 212/725-6800; jwilde@smwinc.com

SHEN MILSOM & WILKE

Integrated communications technology and acoustic consulting

Founded:

1986

Principal Business:

Shen Milsom & Wilke is an international technology consulting practice offering comprehensive design and consulting services in the areas of multimedia/audiovisual, information technology/telecommunications, medical equipment planning, building security, and acoustics.

Employees:

About 160

Office locations:

New York, Princeton, Washington, D.C., Chicago, Houston, Denver, San Francisco, Las Vegas, London, Dubai, and Hong Kong.

Senior employees:

Fred Shen, P.E., President, fshen@smwinc.com

Jeff Wilde, Partner, marketing jwilde@smwinc.com

Robert McFarlane, Principal, data center design/Interport
rmcfarlane@smwinc.com

Steve Emspak, Partner, multimedia jemspak@smwinc.com

Michael Leiboff, Partner, multimedia mleiboff@smwinc.com

Jon Burris, Partner, multimedia jburriss@smwinc.com

Randy Tritz, Partner, rtritz@chi.smwinc.com

Richard Derbyshire, Partner rderbyshire@dc.smwinc.com

Dennis A. Paoletti, Principal, acoustics dpaoletti@sf.smwinc.com

Gary Schiff, Principal, building security gschiff@smwinc.com

Jay S. Pulaski, Principal, medical equipment planning
jpulaski@smwinc.com

Robert Martino, Senior associate, building security rmartino@smwinc.com

Office locations and managers:

New York Headquarters

417 Fifth Ave., 5th Fl.

New York, NY 10016

Tel: 212-725-6800
Fax: 212-725-0864
info@smwinc.com

Chicago (Randy Tritz, rtritz@chi.smwinc.com)
2 North Riverside Plaza, Suite 1460
Chicago, IL 60606
Tel: 312-559-4585
Fax: 312-559-5393

Denver (Dana Hougland, dhougland@smwinc.com)
1822 Blake Street, Suite 2A
Denver, CO 80202
(720) 482-0770
(720) 482-0450 Fax

Houston (Tim Lindstrom, tlindstrom@smwinc.com)
9800 Richmond Avenue, Suite 345
Houston, TX 77042
Tel: 713.278.8228
Fax: 713.278.8235

Las Vegas (Tim Lindstrom, tlindstrom@smwinc.com)
4310 Losee Road, Suite A-1A
North Las Vegas, NV 89030-3379
(702) 396-6400
(702) 396-6410 Fax

Princeton (Jim Merrill jmerrill@smwinc.com)
44 Princeton Hightstown Rd.
Princeton Junction, NJ 08550
Tel: 609-716-1900
Fax: 609-716-6464

San Francisco (Thomas Shen info@sf.smwinc.com)
33 New Montgomery St., 10th Floor
San Francisco, CA 94105
Tel: 415-391-7610
Fax: 415-391-0171

Washington, DC (Richard Derbyshire, rderbyshire@dc.smwinc.com)
3300 N. Fairfax Dr., Suite 302
Arlington, VA 22201

Tel: 703-243-6301
Fax: 703-243-6304

Hong Kong (Zane Au, zane@smwhk.com)
16/F Greenwich Centre
260 Kings Road
North Point, Hong Kong
011-852-2-851-1086
011-852-2-544-4266 Fax

London (Jon Burris, jburris@smwinc.com)
1 - 5 Portpool Lane
London WC1N 7UU
Phone: +44 (0)20 7440 9080
Fax: +44 (0)20 7440 9090
+44 (0) 7733-395794 Mobile (Jon)

Dubai (Phillip Johnson, pjohnson@smwinc.com)
Dubai Media City, Building 9, Office 238
P.O. Box 502387
Dubai, United Arab Emirates
+971-4-390-2476
+971-4-390-8246 Fax
+971-50-695-0828 Mobile

Customers:

Architects, building owners, building managers, construction managers,
healthcare providers, information technology officers

Customer demographics:

We work throughout the United States, Asia, and the Middle East. We
have a number of clients in India, Europe, and South America.

Principle clients (partial list):

Polshek & Partners
Gensler
Thompson, Ventulett, Stainbeck
Hellmuth Obata & Kassabaum
The Hillier Group
Kohn Pedersen Fox
SmithGroup Inc.
Kendall Heaton Architects
Hamilton Anderson Associates

Fentress Bradburn
Skidmore Owings & Merrill
Memorial Sloan-Kettering Cancer Center
Reliance Infocomm

Competitors:

Because Shen Milsom & Wilke's work touches many different fields, we have a wide range of competitors. Please contact us (Jeff Wilde, 212/725-6800, jwilde@smwinc.com) for a partial list.

Overview:

Shen Milsom & Wilke was founded as an acoustical consulting firm in 1986 and has grown to include:

Multimedia
Information technology
Medical equipment planning
Building security
Acoustics

With offices in the United States, Asia, Europe, and the Middle East, we put our employees in the places where our clients need us most. This responsiveness increases our business by expanding our disciplines into new markets.

Anticipating technology and market trends is vital; when our clients discover a need, we must be ready to fill it. We provide the following services in each of our disciplines:

Needs assessment
Audit of existing systems
Research
Master planning and space allocation
Infrastructure design
Technology systems design and specification
Construction administration
Commissioning

Our services are increasingly interconnected, allowing us to bring the following advantages to our clients, who want a range of services from a single, responsible source:

- Employees expert in each of our disciplines work together to create an integrated solution.
- Infrastructure is shared, saving space, time, and money.

- Architect-clients have only one set of deliverables and one layer of CAD files to manage.
- Fees are more competitive due to economies of scale.
- Cross-discipline integration frees up more time for in-depth quality control.

INDUSTRY SECTORS

Commercial/corporate fit-out
 Convention centers
 Corporate headquarters
 Education
 Gaming
 Government
 Healthcare
 Historic preservation
 Hospitality
 Houses of worship
 Laboratory/research facilities
 Libraries
 Mixed use
 Museums
 Sports/recreation
 Theater/performing arts
 Transportation

Integrating our disciplines gives us the ability to work on unique and complex projects. Some of our specialties:

Technology master planning
 Casinos
 Data centers
 Data visualization centers
 Digital libraries and museums
 Emergency operation centers
 Instructional technology
 Medical equipment planning and design
 Multimedia healthcare
 Nanotechnology research and development
 Network operations centers
 Television and radio studios
 Trading floors

Recent honors:

2007 ARCHI-TECH AV AWARDS

New York City Office of Emergency Management, New York City
Architect: Swanke Hayden Connell, New York City
Multimedia, information technology, acoustics, data center: Shen Milsom & Wilke, New York City
Completion: June 2006

2006 ARCHI-TECH AV AWARDS

San Jose Civic Center, San Jose, CA
Architect: Richard Meier & Partners Architects, Los Angeles
Multimedia, telecommunications, acoustics: Shen Milsom & Wilke, San Francisco
Completion: October 2005

2005 ARCHI-TECH AV AWARDS BEST OVERALL IN THE OVER \$1 MILLION CATEGORY

The Crown Fountain, Millennium Park, Chicago
Architect: Krueck & Sexton, Chicago
Multimedia: Shen Milsom & Wilke
Completion: July 2004

2004 Awards from Presentations Magazine:
Grand Prize: Classroom and Training Facilities
Executive Learning Classroom at the Haas School of Business, University of California, Berkeley
Architect: Goring & Straja Architects, Emeryville, CA
[www.gasarchitects.com]
Multimedia/audiovisual, acoustics: Shen Milsom & Wilke, San Francisco
Size: 2,600 square feet
Completion: September 2003

Auditoriums: 2nd prize

Lawson Hall at Southern Illinois University, Carbondale, IL
Architect: Phil Gatton, Southern Illinois University
Multimedia/audiovisual, acoustics: Shen Milsom & Wilke, Chicago
Completion: Autumn 2003

Shen Milsom & Wilke was named to The Zweig Letter Hot Firm ranking of the 100 fastest growing A/E/P and environmental consulting firms in the nation for the years 2001, 2002, and 2003.