

# About zPoint Products' People

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## 1. zPoint Products: About People

zPoint Products is a division of Techsol, a North American (NAFTA) corporation specializing in **low-cost embedded technology design and board fabrication**. We offer a variety of products and programs that will **save you money installing Building Automation Systems** using our **proven ZigBee-powered platform to mitigate risks**. In addition, our solutions provide both **energy cost savings** and **increased comfort and convenience** for your customers.

### 1.1. zPoint Products' People

Here is some information on the people who made zPoint Products such a success!

| NAME                                     | TITLE / POSITION            | BIOGRAPHY  |
|--|-----------------------------|--|
| <b>Open Position</b>                     | CEO                         | If you have experience in the Building Automation industry, and think that you have what it takes to be CEO, then contact us. But be warned, this is a rocket-ride, and not for the timid!   |
| <b>Brian Empey</b> , B. Sc. (EE), P.Eng. | CTO and Technical Visionary | Having worked in senior management and engineering roles in industrial, medical, and consulting firms of all sizes, Brian founded Techsol in January of 1996 to create specialized products. Brian founded zPoint Products in March of 2006 to create specialized wireless products for Building Automation. These products are those tiny, annoying pieces that are the "fingers" of the larger system -- the input and output end-points. Everybody needs them. Somebody's got to build them. By basing the zPoints on open-standards, it should be easy for any company to integrate them into their systems. |

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|---|---|---|
| <b>Steve Morris</b>                         | VP Sales                                  |   |
| <b>Open Position</b>                        | CFO                                       | If you have experience in the Building Automation industry, and think that you have what it takes to be CFO, then contact us. REQUIREMENTS: be able to fund a company growing from first year revenues of \$10 million to third year revenues of \$100 million!     |
| <b>Harry Kelder, MBA, B. Sc.</b>            | Sales: Commercial (Building Automation)   | Harry is a veteran of the high-tech industry. Talk to Harry about product needs, partnership opportunities, or distributing zPoints.  |
| <b>Open Position</b>                        | Sales: Industrial (Industrial Automation) | Again, experience counts.   |
| <b>Alan Graves, B. Sc. (EE)</b>             | VP Engineering                            | Alan's training in Computer Engineering is an asset for planning the complex software development road-map. His experience in Industrial Controls and Building Automation systems is key for this position.<br>Alan has worked with Brian and the gang since ~1988. |
| <b>Howard Davis, CET</b>                    | Hardware                                  | Howard gained electronic design experience at the University of British Columbia before joining Techsol and, later, zPoint Products.  |
| <b>Gorlic Liu, M. Sc. (EE), B. Sc. (CS)</b> | Hardware Designer                         | Gorlic has many years experience in electronic product designs.   |
| <b>Open Position</b>                        | Production Manager                        | It's simple: build several thousand units per month, maintaining the highest quality, low costs, and do it in North America! If you can do that, you're in! :)  |

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|--------------------|---|--|
| <b>Karen Empey</b> | A/R, A/P, Import, Export,<br>Finances, Certifications | Karen brings 2+ decades of<br>business management<br>experience to zPoint Products.<br>She keeps the office going! |
|--------------------|---|--|

[Contact zPoint Products](#) for more information about our people.

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