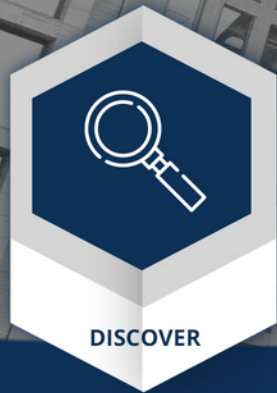


# FSG NATIONAL LIGHTING SERVICES



## PROJECT TEAM



**BOBBY GRAHAM**  
National Account  
Sales Director



**MARK CONDRY**  
MDC & Projects  
Team Manager



**MIA FERGUSON**  
National Account  
Quotation Manager



**CHRIS WILLS**  
Department Manager  
Projects & Roll-Outs



**STEVEN SMITH**  
National Accounts  
Division Manager



**BOB GRAHAM**  
Chief Sales and  
Marketing Officer



**CAMERON CARPENTER**  
Director of National  
Account Solutions



# NATIONAL PROJECT PROCESS

AT FSG, WE UNDERSTAND THAT MANAGING MULTIPLE FACILITIES CAN BE VERY COMPLEX.



## DISCOVER

### LISTEN TO YOUR NEEDS

The first step is to discover. We want to discover what the client's needs are. We want to discover the needs of the facility and the needs of the space.



## DESIGN

### AUDIT & SPECIFY

We work to design a solution that's best suited for your facility. Our goal is to create a consistent design that's scalable and provides the right technology and the right solution for our customers.



## EXECUTE

### DELIVER & INSTALL

At FSG, we're uniquely suited to execute coast to coast. We've developed master-distribution centers to house and ship product so that we can custom pack and ship to the site in an organized fashion.



## EVALUATE

### COMPLETE & CONFIRM

Throughout this entire process we're evaluating the manufacturers, systems, technicians, and installation process, all while making sure that we deliver the goals and intent of the owners.



## MAINTAIN

### SUPPORT & RELATIONSHIP

When the project is complete, we know it's just getting started. We have systems in place so that when you have a need down the road, no matter where you are in the country, we're there to support you.