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AED, Positioned for Growth, Seeks Strategic Partner

Hyattsville, MD, August 8, 2017— AED, Inc., an engineering and professional and technical services firm is successfully executing its strategic growth plan in response to changing client needs. This execution has resulted in significant market expansion, client growth and a sales and order backlog greater than any in our 26 year history.

AED, Inc., believes a strategic relationship with the right Operations and Maintenance (O&M) and construction firm will allow them to maximize the design and value of these winning offers. Increasingly our clients are requesting greater technical insight, provided from our engineering focused approach, for services markets traditionally dominated by less technical firms.

2017 has been a great year for AED. Year-over-year revenue is growing by double digits, and future growth is supported by a qualified pipeline in excess of one billion dollars. Recent wins include NASA Goddard, Department of State, and NASA Kennedy Space Center. These wins exceed \$100 million dollars in potential revenue.

"We've exceeded our new business development expectations with these recent wins. Our position as a premier engineering firm has allowed us to secure these crucial rolls for our key clients. It has become clear to fully capture the value of these contracts we need a strategic partner that brings construction and O&M experience to offer the comprehensive solution to address our growing customer needs." – Greg Moore, President & CEO, AED, Inc.

In addition to winning multiple DOS design build contracts, including the \$2 billion Department of State Containerized Housing (CHU) IDIQ, AED has been pre-qualified for multiple construction contracts based on their world class ballistic resistance and physical security engineering expertise. A non-traditional approach has yielded incredible success in this market, as clients recognize the value of engineering and design methodologies that reduce construction costs, enhance threat deterrence, and assure plans and construction meet expected standards.

AED is currently performing O&M and inventory management projects for multiple clients, and just awarded, multiple facility and systems condition assessment contracts where AED engineers establish the baseline for service, repair, replacement and capital investment. In this market, considerable opportunity exists to extend client services to further into maintenance and operations. Utilizing their organically developed CMMS, Mission Essential Data Systems (MEDS), AED can uniquely scope and manage maintenance and use characteristics to maximize efficiency and budget.

Leading with their engineering expertise, AED has formulated a strategy that prioritizes the engineering and technical disciplines as the performance discriminator. Requirements like preventative maintenance, facility and asset condition assessments and inventory management and even mission sensitive construction contracts are evolving to be led by and/or include engineering capability.

"AED, believes the vertical integration of engineering, O&M, and construction services will result in a higher quality service for the client and a more competitive and profitable experience for the commercial market.

What has become obvious to us is that to fully capitalize on the contracts and IDIQ vehicles that we have won, we need to expand our services offerings with a strategic partner with more expansive O&M and construction experience. " - Greg Moore, President & CEO, AED, Inc.

Founded in 1991, by Reginald Waters, AED, Inc. is a solutions-driven, multi-discipline engineering, construction services and information technology firm that delivers high quality, cost-effective services to public and private clients. Through the development and application of best practices — those that are proven to be the most effective and efficient—we deliver excellence.

AED is a registered Federal Small Disadvantaged Business Enterprise (SBD), and an MBE firm. We are headquartered in Hyattsville, MD. We have regional offices located in Florida, Georgia, New Jersey and South Carolina and employ 60 staff over 12 states. As well, we hold a GSA Consolidated Professional Engineering (PES), Environmental, and IT (70) Schedule GS-00F-0005T and possess a Top-Secret Facility Clearance, Cage Code: 0VM93. # # #

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