

6. Financial Stability

- ✓ Provide a financial stability statement indicating the firm has the necessary resources (human and financial) to provide the services at the level required by the County. The County reserves the right to request a financial statement, a certified audit, or a third party prepared financial statement. The County reserves the right to use a third-party company to verify financial information provided. Provide similar information for a subcontractor or joint venture arrangement.

Sharp Electronics Corporation

Sharp Corporation, a multi-national technology giant based in Osaka, Japan and one of Fortune's Most Admired Companies in 2020, is uniquely positioned to help our customers transform to a smarter workplace. With more than 50,000 employees worldwide and annual global sales upwards of \$21.9 Billion, Sharp is dedicated to improving people's lives through the use of advanced technology and a commitment to innovation, quality, value and design.

Sharp Electronics Corporation (SEC) is a financially stable and secure U.S. company incorporated in New York State. Sharp Imaging and Information Company of America (SIICA) is the business products division within SEC, contributing a large share of sales and profitability to overall reported US sales. SIICA is headquartered in Montvale, NJ with a workforce spread across the continental U.S. We market, sell, and service business products and solutions that help companies manage workflow efficiently and increase productivity so they can work smarter.

The strategic financial alliance between Sharp and Hon Hai Precision Industry (also known as Foxconn), an international Fortune 500 company (#26) further fortifies our financial resolve. The Japan Times described the relationship as, "Having invested ¥388.8 billion (US \$3.8B) in Sharp, the Hon Hai group is now its top shareholder, with an equity stake of 66 percent in terms of voting rights." The corporate alliance fortifies Sharp's financial resilience, and long-term stability. With Hon Hai's financial support and manufacturing expertise, Sharp is well positioned to expand our product offering. In 2019, Hon Hai recorded over US \$172 billion in revenue with Sharp Corporation contributing US \$21.6 billion.

Bank Reference
Mizuho Corporate Bank Ltd. New York Branch
Account #: H10-757-000903
Officer/Contact: Yasuyo Kimura
Phone: 212-282-3345

Copies of Sharp's Annual Report and/or Dun & Bradstreet Report can be provided upon request.

A.D. Solutions

As an elite Sharp Electronics authorized dealer in Lake County, A.D Solutions has proudly offered Sharp business solutions since 2009. We have over 1,500 customers, 152 of those customers are proportional to the size of the Lake County Government, and 21% are public agency contracts. We provide aggressive, sustainable, and scalable services to serve and benefit not only small and large businesses, but also over 52, K-12 schools (public and private), non-profits, governments, municipalities, and public agencies, in their efforts to manage and develop sophisticated capabilities to handle the entire paper process from creation through duplication, storage, retrieval, and destruction. Spearheaded by our advanced management team and Sharp, we utilize innovative technology, systematic training and our multifaceted sector and industry experience to provide customized solutions for our customers.

Aside from our key partnership with Sharp Electronics, Papercut, and Xmedius, A.D. Solutions' greatest strength is its people. We have 47 employees total, some of which reside in Lake County, and each and every day our people deliver outstanding performance in all aspects of Leadership, Human Resources, Personnel, Finance, Customer Services, Logistics and Warehouse, Copier Service and Response Times, Inventory and Purchasing Control, and Solutions Development. Each Executive and Manager bear the responsibility for their individual department's performance, compliance with procedures, and superior customer service. Although we are a relatively young company, our incredible team of leadership, including the executives and management, including our most junior staff share in the company's vision to optimize resources by investing in technological enhancements to support our growth initiatives and improve integrated information- based solutions.

A.D. Solutions will provide additional financial information regarding our capacity upon request. City is welcome to review our Dun and Bradstreet information (Dun and Bradstreet number 19-031-6757) or any other financial reporting agency to review our financial reports for evaluation purposes or to request credit references per the City's review process.

There are no known financial issues that would prevent A.D. Solutions from providing, implementing, and maintaining the proposed system for the term of the contract. While 2020 was a challenging year for many businesses, A.D. Solutions experienced growth and had no disruptions to our operations as a result of COVID 19. Due to our designation as an essential business, we had no closures as a result of COVID 19 mandated closures. As we look to the future, we are on an active growth path as we continue to expand our business throughout the state of Florida.

A.D. Solutions is not nor has ever been in bankruptcy proceedings, reorganization, liquidations, or dissolution proceedings, nor has a trustee or receiver been appointed to us as a result of federal bankruptcy or state insolvency law.