

## Personnel of Marshall Graphics Systems

**Bill Hite, President**  
**PROJECT MANAGER**  
**STRATEGIC SALES**

Bill is in charge of sales and strategic directions for Marshall Graphics Systems. Bill's responsibilities also include corporate management, systems integration, engineering oversight, and project management for enterprise-level system configuration & installation.

**Professional Certifications:**

- Professional Engineer, State of Tennessee (Inactive Status)
- Admitted to Tennessee Bar
- Patent Attorney, U.S. Patent & Trademark Office

**Education:**

- Juris Doctor, University of Tennessee, 1981
- M.B.A., University of South Alabama, 1981
- M.S. Engineering Mechanics, Tennessee Tech University, 1974
- B.S. Engineering Science, Tennessee Tech University, 1972

**Nick Kneece**  
**ACCOUNT MANAGER**

Nick Kneece is our Account Manager throughout the Southeast. At Marshall Graphics Systems, his responsibilities include specifying and sales of production asset management systems, non-linear post production and shared storage workflows that are customized to each customer's needs.

After earning a B.F.A. in Film and Television and an M.F.A. in Sound Design from Savannah College of Art and Design, Nick first worked at Larson Studios setting up mix stages and earning a membership to the Academy of Television Arts and Sciences. Nick then headed back east to become the Chief Technical Officer at NorthSouth Productions, a very successful episodic television production facility. There he oversaw the installation of products like Avid NEXIS/ISIS, Interplay, MediaCentral, StorageDNA, Telestream, and many other systems to maintain a workflow across multiple cities with hundreds of workstations. He can assist in technical consulting, holding an ASCR in Avid Editors and a background in IT infrastructure and security. He is also certified in NewTek products.

**Josh Townsend**  
**ACCOUNT REPRESENTATIVE**

Josh is an Account Representative for our company. He joined us with a background as a Line Producer and Production Manager for episodic television production companies for the past 17 years. This background serves him well in understanding the intricacies of complex collaborative workflows. Josh is based just north of Atlanta, Georgia.

**Todd Lacy**  
**SYSTEMS ENGINEER**  
**& TECHNICAL SUPPORT**

Todd is one of the finest Avid ACSR's in the United States, with numerous and extensive installations of Editors, NEXIS, and MediaCentral Cloud UX with integration incorporating various ancillary systems.

Todd joined us in 1998, having had several years' experience as a Media Composer Editor/Producer. Todd is one of our best support persons and has deep knowledge of not only Avid products but also many related systems that integrate into an Avid workflow. Todd has been an Avid Certified Instructor.

Todd is an Avid Elite ACSR, encompassing Avid Editors, NEXIS, and MediaCentral Cloud UX. Todd also has extensive experience and certifications in systems, e.g., Facilis Technology, StorageDNA Evolution & Fabric, Telestream Content Agent, iX Systems, Spectra Logic, EditShare, & CatDV.

**Wayne Wolfe**  
**SYSTEMS ENGINEER**  
**& TECHNICAL SUPPORT**

Wayne is also one of the finest Avid ACSRs in the United States, with extensive engagements in multi-million Dollar, very complex Avid installations. Wayne is an Avid Elite ACSR for Editors, NEXIS, MediaCentral Cloud UX, Graphics & Pro Tools. Wayne holds certifications in many other manufacturers' products as well.

Wayne holds a Masters in Instructional Technology with a strong track record incorporating new technologies into curricula at both Ferrum and Gettysburg Colleges. Wayne's history includes being Training Director of the Avid Education Center in Florida and providing systems engineering services for several Avid resellers throughout the years. His communication and technical skills are excellent. Wayne also has extensive experience with ancillary systems that integrate into various manufacturer workflows (e.g., StorageDNA, Telestream (Vantage, Masstech/SGL, Content Agent, Diva), various MAM & DAM systems, Spectra, EditShare, Facilis Technology, MOG-Technologies, CatDV, etc.).

**Dakota Villers**  
**SYSTEM SPECIALIST**

Dakota has technical experience with many different systems, including various shared storages, Adobe and Avid editing systems, networking, and many ancillary products. He has worked in the film industry and in live production prior to joining Marshall Graphics Systems. He is certified on NewTek products, Adobe Photoshop and Premiere.

**Teresa Harris**  
**INSIDES SALES & SUPPORT**

Teresa is in charge of support renewal sales and inside sales of various products. She also has primary responsibility for all NewTek sales and support sales. Teresa is an Air Force veteran of avionics and has substantial experience as a technician working closely with audio and video engineers, assisting with installations and ongoing repairs.

**Danita Fisher**  
**ADMINISTRATOR**

Danita is responsible for Purchasing, Invoicing, and other bookkeeping and administrative matters. She also assists Teresa with various inside sales activities such as quotations.

**Brian Hite, DEMONSTRATOR**

Brian is responsible for installing, demonstrating and providing training for NewTek products.

**Rick Hite  
CEO, CHAIRMAN**

Rick Hite founded our company in 1978 and "made it happen". Rick's role in the last 10 years or so has been to create and maintain our web site and supervise building maintenance.

# **Marshall Graphics Systems**

**A Value-Added Reseller of Digital Media Products & Services**



## ***Headquarters:***

Marshall Graphics Systems  
210 Hill Avenue  
Nashville, TN 37210  
615-399-8896  
[www.marshallgraphics.com](http://www.marshallgraphics.com)

## ***Additional locations:***

Knoxville, TN 865-415-8629  
Ft. Lauderdale, FL 888-399-8896  
Atlanta, Georgia 404-998-6830

## What Sets Us Apart

Marshall Graphics Systems is a Value-added Reseller of products and services from many manufacturers in the digital media marketplace.

We typically provide solutions addressing digital workflow needs associated with editorial environments of Avid Technology Media Composer, Adobe Creative Cloud, Apple Final Cut X, BMD Resolve, and others. No two workflows are alike, often involving tasks such as ingest mechanisms, shared digital storage, media asset management, automation of tasks, manipulation of media codecs and metadata, archival, and delivery systems. The solutions range from simple to complex, depending on client needs and the technology needed to address those needs. There are a lot of pitfalls in complex workflows, and we have years of experience addressing those.

Marshall Graphics Systems is an *Elite Solutions Provider* for Avid Technology, Inc. and has been for many years. This is the most demanding class of reseller that Avid certifies. Our personnel are among the most competent in the United States in selling, deploying and supporting Avid systems.

Over half our business is selling and supporting many systems from other manufacturers that are both complementary and competitive with Avid. For instance, we have technical certifications from EditShare, Facilis Technology, StorageDNA, NewTek, iX Systems, Jet Digital, and other manufacturers.

For 44 years, we have been a developer and a value-added reseller for some of the best manufacturers in the digital marketplace. We have helped pioneer the birth and proliferation of many products that are now mainstays in the industry.

We are the only Avid Elite reseller in the Southeast with *two* Elite Avid Certified Support Representatives (Elite ACSRs) and *one additional* Avid ACSR in Editors. These ACSRs have been demonstrating, installing, and supporting the most sophisticated of Avid's systems for thirty years or more. They earn their certifications every day solving our customers' most challenging problems in a wide variety of configurations and workflows, not just once a year in certification and recertification courses. Our Elite ACSRs are fully competent in Avid NEXIS-MediaCentral Cloud Platform, capable of functioning as lead Avid ACSR in Million Dollar deployments. One of our Elite ACSRs is based in Nashville, Tennessee, and the other is located in Ft. Lauderdale, Florida. Our third ACSR is in Knoxville, Tennessee.

We have attained *Avid Advanced Support Specialization* status, *Avid Graphics Specialization*, and *Avid MediaCentral Specialization* status. These certifications are granted only to those Avid Solution Partners that demonstrate a high degree of proficiency and qualifications in those specialized areas and that agree to the demanding requirements that come with those certifications.

Our technical personnel also have attained similar certifications for many other manufacturers' products and services, and are particularly versed in Adobe CC digital workflows involving ingest, shared storage, asset management, transcoding, archiving, etc.

For years, we have been designing and installing real-time remote editorial systems, with hundreds of systems in the marketplace. We even have our own “MGS Remote Cloud Services”, hosting a remote editorial rental alternative for those who cannot afford to purchase the system themselves or who prefer to offload the management of such a system.

Our sales personnel are systems specialists - not just video sales persons - and have been in this business for many years. Our company is composed of about 50% Systems Engineers and technicians and 50% technical Sales Representatives, to better address the degree of complexities involved in these type systems.

Marshall Graphics Systems’ main sales and support office is in Nashville, Tennessee. We also have locations in Ft. Lauderdale, Florida, Knoxville, Tennessee, and Atlanta, Georgia. We remotely dial in to troubleshoot our customers’ systems, and we are often close enough and flexible enough to provide local on-site technical response.

We are one of the most stable resellers in the United States, having been in business under the same management for 44+ years. We are highly respected by our customers, our employees, our suppliers, and by other resellers - and although we are a privately-held corporation, we are financially very stable. We are in this for the long term.

We focus on systems that are intellectually challenging, typically constitute part of an integrated system with sophisticated workflows, and that are sold and serviced by resellers that must go thru rigorous qualifying processes to provide significant added value to the transaction. We are not an AV reseller or some other entity that has a mere passing fancy to sell integrated systems as an adjunct to its business plan.

We usually function at a level in which we are the face of the manufacturer in the eyes of our customers. We purchase and use demo systems to promote our suppliers’ products. Our technical and sales personnel participate in training programs offered by our manufacturers and obtain elite certifications to better support and represent those products. We consult regularly with the manufacturer representatives on issues of concern to our customers. The degree of this participation is unique to the Southeast marketplace, which is typically too spread out for major direct manufacturer coverage – at least to the extent otherwise available in denser areas of the country, such as New York or Los Angeles. Hence, we function synergistically and very cooperatively with the manufacturers we represent. Our involvement is always “additive” for the customer, i.e., the customer enjoys the relationship benefit of both Marshall Graphics Systems and the manufacturer, and the customer relationship with the manufacturer is not diminished one bit by the involvement of Marshall Graphics Systems in the transaction.

The products we represent are typically too sophisticated to analyze from mere brochures or web listings and require pre-sales consultations or design discussions to arrive at a design that generates a high degree of efficient return on investment for our customers. Our ability to represent these products professionally and to design, explain, deploy, and support them with a high degree of confidence-building to prospects and customers is what really makes us effective.

To deliver turn-key systems for our customers, we provide a complement of related systems. We sell various shared storage systems, NLE systems, audio systems, graphics systems, transcode equipment, color-grading systems, archiving systems, PAM systems, MAM systems, DAM systems, and many other related products that are synergistic with each other. These products range from a \$99 point product for a student or educational institution to a multi-million Dollar system deployment. The products are among the best in the industry and yet are not so horizontal in nature as to dilute our system-based focus and support capability.

Our market is comprised of video and audio companies in the Southeast United States. These companies span many different sub-markets, such as TV stations, cable production companies, broadcast networks, post production companies, production companies, churches, schools, audio studios, government, sports venues, etc.

## **Our Philosophy**

We succeed only if our customers succeed. It's as simple as that ... and we have a 44-year track record of doing so. Our persistence, adaption to change, and focus over the years have enabled us to flourish and excel in our market - and consequently to help our customers do the same.

We place a high degree of importance on maintaining ethical standards in all our business relationships. Hence, we enjoy a high degree of trust and respect by our customers and vendors.

Our industry is undergoing, and for the last decade has undergone, rapid change. The industry is transitioning to newer digital formats and capabilities that are evolving at an accelerating rate and that have lower price points of entry and maintenance. Yet, many of our customers are increasingly adding workflow capabilities of greater complexity and efficiency returns. We are continually adding expertise and product mixes to adapt to this rapid change, and assist our customers in doing the same.

**MARSHALL**  
**GRAPHICS SYSTEMS**

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