

September 15, 2005

Re: Letter of Recommendation
INSI

To Whom it May Concern,

It is my privilege to share this letter of recommendation for INSI. I have worked with INSI in my capacity as Owner's Representative on a number of large, complex projects in both the Seattle and Tacoma areas.

INSI has provided consistent leadership and staffing for their projects from design through construction. Their ability to work with the client to ensure that the design of the project meets their standards has been exemplary. I have been particularly pleased with their flexibility and team approach to work in the construction phase. The quality of the end product consistently exceeds industry standards and has always been completed within or ahead of schedule. INSI has always been fair and reasonable on any changes to the scope of work. Their pricing has been well below what I see from other low-voltage contractors and often changes have been covered without a change order but by an adjustment within the existing scope of work.

In my experience, INSI has been a positive team member, able to deliver designs on schedule, proactively works to keep projects in budget, and strong in their representation at the construction site. I highly recommend INSI and their management and welcome any questions you may have regarding their performance.

Sincerely,

A handwritten signature in black ink, appearing to read "Brandy Matthews-Fox", is written over a horizontal line. Below the signature, the name "Brandy Matthews-Fox" is printed in a standard black font.

Brandy Matthews-Fox

