



STATE OF WASHINGTON
DEPARTMENT OF HEALTH

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To whom it may concern:

I have had the distinct pleasure of working with INSI and its staff for approximately the last four years as the Department of Health's Technical Resource Manager. During this period, INSI has performed all the voice/data wiring, for three new buildings we have constructed in the Tumwater area, as well as a multitude of smaller jobs in our existing buildings. Working with INSI, we were able to design a new data center and wiring closets that are used as examples by several of the state agencies as well as some local county agencies.

INSI has met every project on schedule as well as on budget, even though delays were imposed out of their control. INSI and its staff are excellent to work with and demonstrate a commitment to quality of work and support for their customers, as well as maintaining constant communication regarding status, issues and available options during a project. During all of DOH's building constructions, several last minute modifications were requested by DOH, and INSI met each obstacle without complaint, delays in the completion and within budget. INSI continuously demonstrated their desire to ensure that we received a product that we would be pleased with.


In addition to the voice/data wiring, DOH requested available options in the delivery of satellite and cable TV broadcasts over CAT6 wiring so that we could distribute the broadcast anywhere in our buildings by simply patching into a patch panel. Again, INSI came through with a product, installed and fine tuned it to meet our needs and eliminate the requirement of having to run coax cables through our buildings.

Finally, INSI demonstrates their dedication to support even after the completion of a project. When issues were discovered after the installation was complete, INSI would stand behind their product and work and dispatch a technician to address any issues or concerns we had.

In my 25 years in this industry, I have never worked with a finer group of people or firm, and I would highly recommend INSI.

If you should have any questions, please do not hesitate to contact me.

Respectfully,



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