



June 19, 2017

Bob Costa
West Cal Technologies
RE: Softing WireXpert Reference

Bob,

Please use this reference letter as needed...

Based on careful consideration of reliability, market reputation, and over-all cost of ownership, I made the decision to move to the Softing WireXpert 4500 for the IES National Services Team. The service team does everything from small adds, moves, and changes, to roll-outs consisting of several hundred locations nationally. The Dual Control System feature of the Softing WireXpert has allowed us to work more efficiently with less interruption for the customer. The labor efficiency alone has increased our margins while reducing costs for the customer. And our technicians have found the software to be intuitive and especially appreciate the light weight and durability of the units. Thank you, Softing, and I would appreciate it if you didn't sell to my competition!!!

Regards,

Jeff Greer
Vice President of Operations
IES Communications, INC.

