



To whom it may concern

Confirmation of Microsoft Services WW Smart Building partnership with RoviSys

This letter is to confirm the Microsoft Services WW and RoviSys partnership in the development and implementation of the Microsoft Services Smart Building solution. Microsoft Services and RoviSys have been working together since 2014 at key customers. The partnership was formalized in August 2016 in a formal teaming agreement, in which RoviSys is one of only two selected Building Management integrators, for 'co delivery' of the Microsoft Smart Building solution on the Azure platform. RoviSys was selected as the lead integrator for the Microsoft Smart Building, based on their experience in building management systems integration and the Microsoft Azure platform.

Please do not hesitate to contact me if you have any further questions regarding the partnership.

Regards

A handwritten signature in black ink that reads "Tracy Fream".

Tracy Fream

WW Services Partner Sales Lead

tracyshell@microsoft.com