



November 17, 2012

Copper State Communications

ATTN: **Scott Kerbaugh**, Structured Cabling Manager

CC: **Mike Wilson**, Sales Engineer & **JR Aguayo**, Senior Installation Technician

Gentlemen,

I just wanted to say, Thank You for your combined efforts on all of the Structured Cabling work at the Ball Charter Schools' Val Vista Academy new-construction project in Chandler, AZ this summer.

From the initial interaction and thorough consultation and the bidding / selection process with Scott and Mike - to JR and his crew meeting our challenging time line – we always felt as though we were all on the same team, pursuing the same goal. Procuring the **best valued products** and getting the cabling (voice / data / security camera) and the paging system installed and live before school began were our collective top priorities.

As the outsourced IT staff, I.T. Done Right was responsible for designing and implementing the new school computer infrastructure while simultaneously maintaining Ball Charter School's existing computer networks - on multiple campuses. For that reason, having the confidence in Copper State to meet or exceed construction benchmarks without constant supervision was a tremendous asset to us as a staff... and also a welcome process to the school's anxious Board.

When presented with another structured cabling opportunity for a different client, we did not hesitate to call Scott and Copper State - and they exceeded our expectations on a successful aerial fiber optic installation.

Scott, JR and Mike - thanks for helping out on the little things when they came up and being on top of everything. I have always said that I would highly recommend Copper State to anyone... here is the official letter to validate that.

I look forward to working with the Copper State team on more projects in the future!

A handwritten signature in blue ink, appearing to read "Joey Sawyer", is written over a light blue horizontal line.

Joey Sawyer

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