

February 8, 2017

Copper State Communications

ATTN: **Scott Kerbaugh**, Structured Cabling Sales Manager  
CC: **Mike Wilson**, Sales Engineer  
**Dave Gilson**, Cable Infrastructure Supervisor  
**CSC Installation Technicians** (Lupe, Markas, JR, Aaron and others)



Copper State Communications,

It is with pleasure that I am authoring this Letter of Reference for your Structured Cabling division – inclusive of the entire team - from Engineers, Managers to Technicians.

Over the past 3 years, CSC and iT1 have had a complimentary strategic working relationship. Prior to that point, we had difficulty sourcing an integrator / partner to assist iT1 who's quality of workmanship of installing the layer 1 infrastructure met our own internal strict Quality Assurance guidelines. Your continued philosophy of "each project is just an opportunity to earn the next project" shows what a vested relationship we've been able to establish over the years.

Our motto:

**"From data center to end point, WE create distinctive solutions that allow YOU to get on with your life."**

...has resulted in iT1's steady growth as clients are truly thankful for the solutions that just work as designed and are not a distraction from daily operations. In this day and age our clients understand the value of their desired results, not simply the cost of installing some "magical" hardware.

When it came time to relocate to our larger HQ offices, we were solicited by many "cabling companies" that wanted to just "win a project" and many presented some vague, low-cost quotes in an attempt to woo our attention. However, Copper State's 35 years of expertise was identified immediately as their numerous requests for clarification actually lead iT1 to modify our layout and, combined with CSC's adamant position of creating a scalable cabling infrastructure, was immediately capitalized on by iT1.



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