



9440 Philips Hwy Suite 4
Jacksonville, Florida 32256

January 24, 2017

Gregory Von Volkom
Florida School for the Deaf and Blind
207 San Marco Blvd
St. Augustine, FL 32084

Re: Sole Source for upgrades to campus Building Automation System

Dear Gregory,

FSDB has deployed Honeywell's Enterprise Buildings Integrator (EBI) as its campus-wide monitoring and control for building automation systems. EBI is a proprietary product of Honeywell Building Solutions (HBS). As such only HBS branches are certified to make modifications including adding new equipment. A majority of buildings on campus utilize HBS controls for occupant comfort, safety, and security.

The ComfortPoint Open (CPO) hardware and software for the desired systems are Honeywell HBS products, and not available through dealer channels. CPO integrates seamlessly with EBI and offers FSDB the most flexibility and reliability. Other control components which rely on open protocols to exchange information eliminate some system features and benefits since to interact they must take the least common denominator between systems.

The existing CPO systems on campus were installed by factory trained Honeywell HBS technicians. Honeywell HBS service technicians are familiar with the system's components. Our technicians have access to all Honeywell literature, technical bulletins, and system update information, as well as support from our Technical Assistance Center (TAC) and Engineering Centers.

Honeywell is the only provider that employs the necessary personnel who are certified to work on these systems. FSDB maintains a preferred service agreement with Honeywell that covers the maintenance and repair of these systems. Additionally FSDB employees have been trained on the operation of CPO and EBI.

Please let me know if we can answer any questions or if we can be of further service to you.

Sincerely,

HONEYWELL INTERNATIONAL, INC.

Darin Sperry
Account Manager