

**From:** Bruce Filgate  
**Sent:** Monday, October 22, 2012 5:42 PM  
**To:** NetOps  
**Cc:** eScanCorporate; Robert Lee; Barry Wolff; John Wester Mobile; Sylvia Rosenbaum Mobile; Bruce Filgate  
**Subject:** RE: References

All,

I called and spoke with Brian Washer of NetSuite. He said that he has used Randy Collier and Comp-Utility for three different server room build outs. The first two times he went out for bid. The third time he was at a new company that needed to get a server room built out ASAP and he went right to Comp-Utility without going out for bid. He said that they were fair with pricing and that if he found equipment priced lower than their pricing that they would match. He said that in all cases that he designed the server room and Comp-Utility built it out to his specs. He said he that over the course of his (i.e. Brian's) career he has overseen the build out of many server rooms and has had seen good and bad work and that Comp-Utility was better than other vendors he has dealt with. He was particularly complimentary of the cabling guy from Comp-Utility.

I also asked if Comp-Utility had built out a generator for him and he said no – that given the environmental restrictiveness in Austin that he (Brian) had never tried to build out a generator for any of the server rooms he setup.

When I asked if there was anything negative he ever say, he said the only thing he could think of was that on occasion they were over-booked, but that they always hit their deadlines and came in on weekends when necessary to do so.

Overall, he was very complimentary of Randy and Comp-Utility and said that there are many other vendors out there that do shoddy IT work.

He gave a very positive review and from the way he talked about Comp-Utility, I had the impression that he did not have any sort of personal relationship or interest in over stating a recommendation. He said that he discovered Comp-Utility when one of his UPS's went out and Comp-Utility was the vendor APC referred him to for service.

Thanks,  
-Bruce

--

Bruce Filgate  
CTO  
eScan Data Systems, Inc.