

August 11, 2017

To Whom It May Concern:

It is with great pleasure that I can recommend the services of International Systems of America, LLC (ISA). Phillips Edison & Company (PECO) has been a client of ISA since 2014, initially working closely with Troy Jones, Vice President, National Account Sales. Troy and his team at ISA have become a trusted resource and partner. Their enthusiasm for their products and services and dedication to providing PECO with efficient solutions made the decision to choose ISA to manage the fire and life safety systems at our shopping centers simple.

The key factors for choosing to work with ISA include: their dedication and quick response to our service needs and requirements, their in-depth product knowledge across a variety of building management systems and experience with most manufacturers, their technicians are NICET trained and follow NFPA guidelines to keep retail environments safe, they provide bundled services leading to vendor consolidation, they become the central point of contact for all fire and life safety issues and they provide access to an inspection report depository with ISA web based user friendly software.

The Lose the Lines, wireless fire alarm monitoring program, has been implemented at over 75 of our shopping centers to date, deploying over 150 cell dialers with an estimated \$125K in annual savings. This program has allowed us to replace old POTS/telephone lines with new cell phone connectivity. All equipment, installation and programming is included, which has made the transition easy.

In addition, ISA has also been an active and supporting member of numerous Property Management events. ISA continues to provide professional service, and I would highly recommend ISA to any prospective client; I am looking forward to a long-lasting relationship.

Sincerely,



Eric Richter
Senior Vice President, Property Management