



3700 Buffalo Speedway
Suite 560
Houston, TX 77098

713 599 3500
RegencyCenters.com

To Whom It May Concern,

In 2014 as a company we spent over \$1.9mil on Life Safety expenses utilizing well over 50 vendors with no real consistency from office to office on how we organize our Life Safety program. With that, I have been evaluating different options to consolidate our fire programs nationally and have been in negotiations with a group called International Systems of America (ISA) that I think can help us to spend our money a little smarter. Here are the benefits I see to consolidating our Life Safety systems with one central vendor like ISA:

- Centralized database of our monitoring panel inventory, they keep a list of brand, model, model #, etc etc on each panel so we know what we've got on hand
- ISA's wireless monitoring program allows you to eliminate the need for phone lines
- Eliminating phone lines = lower cost for us and potential for monetizing that savings into an ancillary income program
- ISA also performs riser inspections, having one centralized company to keep track of when inspections are due, and lower cost due to volume discount
- One stop shop for getting new monitoring panels up and running on developments
- National relationship with a first class vendor so that as any emergency situations arise we have a vendor that will "make it happen" for us whatever our needs may be.
- As new equipment is required and purchased (panels, dialers) they allow us to amortize that cost over 36 months so we don't have large one-time cost impacts.
- ISA has assured me that they do business all over the country and that nearly 100% of municipalities will accept their technology (even in California apparently).

I have had ISA bid out my portfolio and the savings potential is significant, I can cut my overall life safety expense in half by utilizing their technology and then after the first 36 months when the cost amortization of the equipment is done, those savings will increase even further compared to what I'm paying today. I would encourage you to give Troy Jones at ISA a call and have him evaluate your portfolio. One other thing I really liked about ISA is they do ALL of the leg work. I literally handed them site plans with riser rooms locations circled along with a master key and they went out and did all of the leg work on seeing what we've got in place and what they would need to get set up. I really like the idea of having a "go to" guy for everything fire related and I believe they are capable of providing that to REG.

Sincerely,

Erik Tompkins
Director, Property Operations - Central Region