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May 17, 2013

City of Columbus, Third Floor Administration Office
910 Dublin Road
Room 3038
Columbus, OH 43215

Attention: David E. Hupp

David,

Wireless Matrix is very pleased to provide the City of Columbus, OH with the following information to justify the sole source purchase of the cellular/GPS radio R26/ LMU. This statement below is provided to ensure that the hardware purchased is compatible and will operate successfully with the FleetOutlook software.

An R26/LMU purchased from another source would not be configured to work with FleetOutlook. The firmware layer is managed by a proprietary script developed by Wireless Matrix and installed at final assembly and maintained through over the air protocols managed by Wireless Matrix services. The proprietary script defines the event logic that FleetOutlook uses to interpret values such as stop definitions, idle definitions, OBDII data collection, speeding definitions, etc.

Wireless Matrix appreciates the opportunity and partnership with the City of Columbus and we look forward to a successful project deployment.

Sincerely,

Raymond Pache

Raymond R. Pache'
Director of Sales, Government, Eastern NA
678-534-2011