



January 3, 2019

Durham County Managers
Durham, NC

Interested Parties:

This letter serves to confirm the distribution policies of Schneider Electric products through our Branch and Partner Channel.

Schneider Electric has a network of Branches and Partners throughout North America to provide our customers with a Single point of contact for products and services. Each office includes sales, engineering, project management and service capabilities for these customers within their defined territory. The Schneider Electric Branch Office in Morrisville North Carolina is the only representative trained and authorized to sell, install and support Schneider Electric products for Durham County General Services in Durham, North Carolina.

The system being expanded at the Detention Center is one that Schneider Electric manufacturers, has previously installed and continues to support.

Schneider Electric is committed to the delivery of the highest quality products, support, and services for our customers with the support of our branches and partners like the Schneider Electric Branch Office in Morrisville North Carolina, our local authorized representative. If I can be of further assistance, please feel free to contact me.

Very truly yours,
Schneider Electric

A handwritten signature in black ink, appearing to read "Jim Hicks", written over a white background.

Jim Hicks

General Manager

Eco Building Business Raleigh/Durham, Wilmington, Greensboro

jim.hicks@se.com

2600 Perimeter Park Dr., Suite 150, Morrisville, NC 27560

P: (919) 463-3326