



February 5, 2020

Dear Valued Itron Utility Customer,

Itron and our authorized distributors are continually evaluating ways to better serve you and deliver the best service, support and buying experience possible. With your success in mind, please note that effective January 1, 2020, United Systems & Software, Inc. is the only *Authorized Itron Water Distributor* in your state. United Systems & Software, Inc. has received the necessary training and certification levels to represent Itron to our shared customers—and in this capacity, United Systems & Software, Inc. is the only company that is authorized to sell Itron water ERTs (radio endpoints) in your area.

United Systems & Software, Inc. is the Authorized Itron Distributor in these states: AL, AR, GA, IL, IN, KY, LA, MI, MO, MS, OH, NC, SC, TN, VA, WI

Depending on your state and local bidding laws, this letter may serve as sole source provider documentation for Itron products. As such, you may not be required to bid your Itron purchases.

If you have any questions, or if I can provide any further information, please feel free to contact me directly.

Sincerely,

A handwritten signature in black ink, appearing to read "Brad Kusant".

Brad Kusant
Senior Channel Sales Manager