



April 20, 2009

Mr. Daniel Lazuta, Director  
Acuity-vct Sales and Marketing  
26404 Center Ridge Road  
Cleveland, Ohio 44145

Dear Dan,

I want to take the opportunity to thank you and your Acuity-vct team for the excellent support during all phases of the implementation of the Video Capture Surveillance system for the Princeton University Art Museum.

Our search began as we set out to find a surveillance system that included reliability, flexibility, meet the needs for storage capacity, and yet be the latest in technological standards. We wanted a simple, user-friendly system to administer, and yet cost effective with long-term expense savings. We required a commitment to service and the willingness to work with us as a partner in securing our facility.

Needless to say, Acuity-vct met all these challenges and then some. For example, since implementation of the VCS system, I conducted a cost benefit analysis of our personnel expenses and was astounded to find that we have saved nearly \$20,000 in overall payroll and benefit costs to date. The analytic camera's (*electronic security guards*) continually monitor our collection and provide audible alerts to guests and guards should a student, staff or visitor touch or approach an art piece or exhibit too closely. This diverts the need to call in additional officers for special events or substitute personnel who are absent because we feel our collection is totally protected. In fact, we feel we are now better protected than ever - even with fewer officers. At this savings rate our return on investment will be realized within two years. In addition, the VCS analytics are very easy to setup, maintain and our false alarm rate is near zero.

It is rare that a product lives up to the expectations set during the sales process. As you know, selecting the Acuity-vct system - not the campus standard, carried a certain element of risk for me and the Art Museum. However, the VCS product has far exceeded our expectations and due to its advanced functionality and cost savings, it is now being considered as the *new campus standard* to be implemented in additional locations on our campus.

We found no other vendor that could compare as favorably as the Acuity VCS system with our need base. When it comes to product performance, support, and affordability, you and your staff are professional and an exceptional pleasure to work with. We look forward to working with you in the future and wish you continued success in all your endeavors!

Thanks again Dan and I am happy to offer an open invitation to you and your prospects to visit or call me to discuss our success with the system anytime.

Sincerely,



Craig Hoppock  
Museum Superintendent