

Business Affairs
University Police Department

Building 51 Museum Road
PO Box 112150
Gainesville, FL 32611-2150
352-392-5444
352-392-0539 Fax
www.police.ufl.edu

David Sinkinson
AppArmor Mobile
PO Box 12, Station A
Toronto, Ontario
M5W 1A2

Mr. Sinkinson,

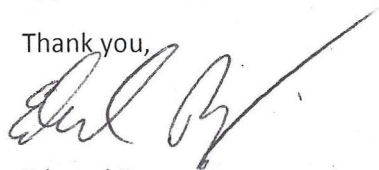
I am sending you this letter to let you know just how pleased I am with our new GatorSafe application created by your company AppArmor. I first contacted you on September 30, 2015 to discuss what your application had to offer. We set a date for an online demonstration for October 2, 2015. During the demonstration, I expected to see some generic demonstration of the product using another University's logo and information. I was pleasantly surprised when the University of Florida's logo and information from our websites were displayed during the demonstration just 48 hours later.

Your demonstration of the capabilities of this customizable application made it an easy choice for the University of Florida Police Department. As you know, we were under a deadline to purchase, customize and install this new application, due to the contract expiring for the previous safety app. Thank you for working diligently with our team at UF. Your efforts allowed us to contract with your company, customize the application, receive approval from our Information Technology Personnel, and then have it installed and available in the App Stores before December 2015. I still can hardly believe we were able to jump through all of the legal and IT issues in less than 60 days.

The new application, GatorSafe, has all of the requested features at a fraction of the cost of the application the University was previously using. In fact, we are saving \$69,000.00 per year by switching applications.

You have done an outstanding job representing your company during the demonstration, completing the required paperwork and responding to our requests and needs. I can't think of any other company that has been as easy and beneficial to work with. I know we have discussed working on a number of additional applications and I look forward to creating new applications and/or utilizing other applications AppArmor already offers.

Thank you,



Edward Posey
Administrative Coordinator 4
University of Florida Police Department

