

**ENTERPRISE SECURE CHAT**  
SOLE SOURCE LETTER– July 3, 2023



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I am writing in reference to the purchase request for ESChat secure communication services for the Lexington, KY Police Department. ESChat service is provided by our company, San Luis Aviation, Inc. (dba ESChat). Our GSA Schedule payment terms remain 1% 20 Net 30 days, and there shall be no service updates or interruption required for this renewal.

San Luis Aviation, Inc. is the only holder of the GSA Schedule contract #GS-35F-0157Y, expiration date January 20, 2027.

San Luis Aviation, Inc. is the ESChat product developer and network operator and the sole source for purchase.

Enterprise Secure Chat is the only secure Push to Talk (PTT) communication system with fully integrated location tracking and text/image messaging. It is a carrier agnostic system purposefully designed for cross carrier communication including private networks. As such, your agency will be able to interoperate with other ESChat law enforcement customers operating in the region. This interoperability can be done without additional expense as it is native to the ESChat network. ESChat can also integrate with LMR radio networks from any public safety agency.

We are pleased to offer Lexington, KY Police Department our GSA pricing which an 8.5% discount below commercial pricing. Also, our GSA terms include an additional 1% discount for payments made within 20 days.

We appreciate your interest in our product and look forward to working with you.

Respectfully,

Respectfully,

Josh Lober  
President