



May 5, 2017

To whom it may concern:

Think Big Partners is a professional services consulting firm that specializes in working with cities and municipalities that are engaged in smart city projects. We help cities create smart city master plans that focus on their problems and goals, then work to develop the solutions and implementation roadmap to produce measurable results and returns on investment in the public domain.

Think Big Partners was the co-founder of the 2017 Golden Edison award winning Kansas City Smart and Connected City project, a \$15.7 million partnership launched in 2016. Since that time, Think Big Partners has helped numerous cities across the country with smart city engagements, including master planning, asset selection, technology due diligence, financial engineering and urbanization problem solving. Think Big Partners has also been an innovation partner for numerous Fortune 100 companies in the areas of Internet of Things (IoT) and Smart City technology research and development pilots, commercialization and market development. Think Big also operates an IoT-focused smart city innovation lab and is building a national network of labs and partners globally.

Regent Power is a key partner for our organization. Since 2014, we have worked with many different cities in smart city planning, technology due diligence and implementation. Regent Power has the technical background, capabilities and experience that allows us to do world class work for cities in this dynamic, fast-paced civic technology environment.

This letter serves as a reference for Regent Power regarding their role they play for our clients and our professional services advisory capabilities. If you have any questions, please feel free to contact me at herb.sih@thinkbigpartners.com or 816.842.5244 ext 101.

Respectfully,

A handwritten signature in black ink, appearing to read "Herb Sih".

Herb Sih
Managing Partner
Think Big Partners