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To whom it may concern:

Approximately 5 years ago, our church launched an ambitious plan to expand the square footage of our facility and greatly enhance its functionality. As the "owner representative" and as one who works daily in our church facility, I was commissioned with the task of researching and providing a user-friendly security company to meet our needs. We chose Cornerstone. Larry Giuliani and his company have been more than expected. They are professional, quality-oriented, and incredibly responsive to our needs. They took on a sizable task of converting the security, access control, and fire alarm monitoring from our former supplier, as well as adding closed circuit video monitoring and elevator monitoring to comply with local codes. All this during a massive construction project! This was also coordinated while our 800 member church continued to meet on a regular basis.

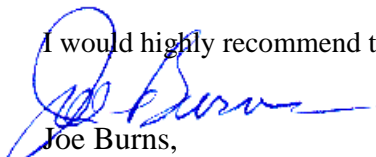
During the construction project, Larry discovered that the electrical contractor had switched the fire alarm equipment that was originally specified by us, to a proprietary brand and called it to my attention. Although he had little to gain by doing so, he saved us from being stuck with a "sole source" system that very few companies could service. We now have a brand new FireLite addressable system that is capable of expansion for the next two phases of our expansion program. Plus, not only can Cornerstone provide service to the system, so can any other fire alarm vendor in town. All of the equipment that Cornerstone recommends and installs is completely transferable to any legitimate security alarm company in the area.

One area of their service that I work with on a regular basis is the access control system. Cornerstone recommended Brivo because of the ease of use and ability to change things on the fly as churches often do. The Brivo system allows us to add/delete users, change access levels and modify schedules very quickly from any computer that has a web browser. It even sends text messages to our email and designated cell phones whenever unauthorized users try to access the building.

Another element that has made Cornerstone an excellent choice for us is their quick response and reliability to do whatever they can to help us when we do have problems arise. I have not been left hanging out because of a "company policy" kind of attitude. Many vendors pass the problem to someone else. Cornerstone, on the other hand, is willing to work with us above and beyond the normal call of duty!

One of the most refreshing aspects of doing business with Cornerstone is that they write agreements to protect the customer as well as themselves. Other companies with which I have had experience tend to write contracts that "handcuff" customers to stay with the same company: i.e., proprietary equipment, long term contracts, etc. Cornerstone guarantees in writing that: a) they will never enact a rate-increase while the current contract is in effect and b) that we can cancel at any time with 30 days notice. The fact that any other company in town can monitor and service our equipment, gives us the assurance that we made the right decision. Cornerstone has to continually earn our business every day after the sale rather than just when they are making the sales pitch.

I would highly recommend their service to anyone.



Joe Burns,
Family Life Minister