



DELAWARE STATE UNIVERSITY

CONTRACT ADMINISTRATION

January 19, 2017

Mr. Jerek Hodge
Johnson Controls Inc.
812 First State Blvd.
Wilmington, DE 19804

Email: Jerek.hodge@jci.com
Ph. 302-650-2269

Subject: Mechanical and Controls Maintenance Services - Contract # FM-FY17-PM001

Dear Mr. Hodge,

Thank you for submitting a proposal to the Delaware State University. We are pleased to inform you that Johnson Controls Inc. has been awarded above listed contract. This award letter is subject to execution of a written contract, Board of Trustees approval, and fulfilling of any other legal/ procedural formalities.

The highly competitive RFP process revealed your institution's good combination of experience and expertise. The Selection Committee felt that your firm was best suited for the University's needs.

On behalf of Delaware State University, we appreciate the hard work that went into preparing your proposal and look forward to working with you.

Sincerely,

Zafar Chaudhry
Associate Vice President