

i-PRO had a very busy week last week during ISC_WESTest. Both the booth and meeting rooms were packed, and I thank the i-PRO Team team for keeping me busy. My favorite part of the Conference conference is to getting to see and say "Thank thank You" to the partners I have had the honor to work with and get to know over the years. As many of you know, I have represented the i-PRO/Panasonic brand directly, as a distributor, and as a networking integrator. I have stayed close by to the product because I have such a strong belief in i-PRO, which is. The right choice for the end user. Looking back, the most challenging was being an integrator; managing top-line and bottom-line revenue, expenses, receivables, employee challenges, benefits, and the list goes on. i-PRO is committed to supporting our loyal partners, and we have built our model to provide leads protection and support. Our Authorization process and distribution model was/were built to help you maintain margins. If we did not happen to catch up last week, please feel free to reach out. I have been in your shoes; now walk in ours! Thank you all.