

From: Cherry, Brian K
Sent: 11/18/2013 8:41:33 PM
To: Ralph A. Clark (rclark@shotspotter.com); Sandra Miles (smiles@polybrite.com)
Cc: Catherine J. K. Sandoval (CatherineJ.K.Sandoval@cpuc.ca.gov)
Bcc:
Subject: Synergy Opportunity

Ralph - please meet Sandra. She is CEO of Polybrite, a company that is doing cutting edge work in the LED world, especially with street lights.

Sandra - meet Ralph, a dear friend and CEO is Shotspotter, a company that provides acoustical triangulation of gunshots for law enforcement, et al.

At NARUC here in Orlando I ran into Cathy Sandoval who mentioned both of your companies and the new opportunities for cities to acquire street lights from their local utilities. Cathy mentioned that Sandra was reaching out to Steve Westley to contact Shotspotter and I thought you might as well reach out directly to Ralph.

I think there are great synergies between both of your companies. I'm happy to help.

Brian K. Cherry
PG&E Company
VP, Regulatory Relations
77 Beale Street
San Francisco, CA. 94105
(415) 973-4977