



To Whom It May Concern:

3Flow is the world leader in the systemic analysis, testing and optimization of airflow systems for laboratories, critical workspaces, and mixed-use facilities. We have been in business for more than 25 years. During that time, we have tested more than 10,000 airflow systems. Our clients include Argonne National Laboratory, the U.S. EPA, NASA, Duke University, MIT, UC Irvine, Pfizer, Bayer, General Motors, and many others. We are also deeply involved in the U.S. Department of Energy's Smart Labs Program, which aims to improve safety and reduce waste in labs and critical environments.

In addition to my role as President and CEO of 3Flow, I have also served as Chairman/Vice Chairman of numerous committees for promulgation of numerous American National Standards (ANSI) and various international standards and guidelines on use of ventilation for indoor health and safety. Some of these organizations include the American Society of Heating, Refrigeration and Air-Conditioning Engineers (ASHRAE), the American Industrial Hygiene Association (AIHA), and the International Institute for Sustainable Labs (I2SL).

We first worked with Xmark Labs in 2017 as 3Flow began focusing the business on integration of technologies to enable our customers to achieve safer, more efficient, and more sustainable facilities. We continue to work with them on a variety of projects including remote sensing of airborne contaminants to evaluate potential for indoor pathogen transmission.

As you can imagine, I am deeply familiar with the challenges of testing and implementing airflow systems, whether in a highly controlled lab, a dentist's office, or a simple conference room. One of the challenges we have seen repeatedly is that adding smart sensors to monitor an existing facility is very challenging. The sensors are often quite expensive, and installation is both time consuming and costly. The resulting total cost of ownership is very high, making most building retrofits unattractive. In a building without sensors, airflow can only be assessed by a team of qualified technicians. They need to visit the building with a variety of specialized equipment and conduct a series of tests over many days. This is also expensive and time consuming. In contrast, Xmark's current sensor design delivers a low-cost product that can be installed in minutes enabling better outcomes for all. We believe it will be useful in a broad range of building types and operating scenarios.

We have been developing air tracer technologies and methods that simplify building airflow testing and analysis. However, the process still relies on multiple technicians being on-site with a variety of very expensive equipment. Xmark's sensors are the perfect complement to our methods and objectives. It will enable rapid assessment and monitoring of a wide variety of building environments at a significantly reduced cost. Customers will realize benefits of safer and more efficient indoor environments.

We are delighted to continue partnership with Xmark Labs and look forward to a long and successful relationship. I hope you will consider providing financial support to this project so we can bring this much needed solution to market as quickly as possible.

Sincerely,

A handwritten signature in black ink that reads "Thomas C. Smith". The signature is written in a cursive, flowing style.

Thomas C. Smith
President/CEO

3Flow

Providing the Right Flow, In the Right Place, at the Right Time

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